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Copper, Tin, Antimony, Etc.
LANGWELL'S BABBITT
Montreal.

CANADIAN

HARDWARE

AND METAL
MERCHANT

The Weekly Organ of the Hardware, Metal, Heating, Plumbing and Contracting Trades in Canada.

VOL. XIII.

MONTREAL AND TORONTO, JULY 6, 1901.

NO. 27

"TANDEM" ANTI-FRICTION METAL.

The Most Economical.
The Least Wearing.
The Most Durable.
Friction Preventing.



LAMPLOUGH & McNAUGHTON, 59 St. Sulpice Street, MONTREAL.

THE TANDEM SMELTING SYNDICATE, LIMITED

The largest smelters of Anti-Friction Metals in Europe.

"Tandem" Metals are better than any other for their purpose, and are, therefore :

Resistance Reducing.
Journal Preserving.
Power Increasing.
Lubricant Saving.

A QUALITY

For Heaviest Pressure and Medium Speed or Heavy Pressure and High Speed.

B QUALITY

For Heavy Pressure and Medium Speed or Medium Pressure and High Speed.

C QUALITY

For Medium Pressure and High Speed or Low Pressure and Highest Speed.

Sole Agents :

Queen Victoria St., London, E.C.

POSITIVE PROOF.

To test the respective values of brands of Galvanized Iron, Professor J. T. Donald, the well-known Montreal analyst, made several analyses of "**Queen's Head**," and one of the best competing brands, and reports that "**Queen's Head**" was not only more heavily coated, but that the galvanizing was much more evenly distributed.

Result: It outlasts all other makes.

JOHN LYSAGHT, Limited, Makers,
BRISTOL, ENG.

A. C. LESLIE & CO., MONTREAL,
Managers Canadian Branch,



GOOD POINTS. The Safford Radiator

has a score of them, but there is one which success has accented—it's simplicity. Like all other great inventions, the "**SAFFORD**" is ingeniously simple. It is connected at the joints by patent screw nipples—that's what made the "**SAFFORD**" successful—no bolts, no packing. Just a plain screwed connection, but it means that the "**SAFFORD**" is positively non-leakable—positively durable. Of all Radiators the "**SAFFORD**" alone possesses this simple device.

The "**SAFFORD**" is made in many designs and heights, and is always graceful in its lines and bulk. It is made to fit in corners, to circle pillars, and for bay windows.

We will be pleased to give you any information you desire. Remember, we are the Largest Radiator Manufacturers under the British Flag.

THE DOMINION RADIATOR COMPANY, Limited, TORONTO.

RICE LEWIS & SON

LIMITED

CALIPERS
SQUARES
DIVIDERS
GAUGES
MICROMETERS

We
carry
a
full
stock

MACHINE TOOLS

Tools A N D Supplies

BLOCKS
PEAVEYS
SHOVELS
etc.

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NEW
DRILLS A
N
D POLISHING HEADS

CHAIN
RIVETS
BOLTS
Etc.

TORONTO.

BLACK SHEETS

Common and Dead Flat.

FROM STOCK OR FOR IMPORTATION.

SAMUEL, SONS & BENJAMIN,

LONDON AND LIVERPOOL, ENGLAND

M. & L. Samuel, Benjamin & Co.

General Importers and Exporters and Metal Merchants

27 Wellington Street West,

TORONTO, ONT.

THE TIME TO INSURE IS NOW

While you are WELL, STRONG and INSURABLE.

THE

Confederation Life

ASSOCIATION issues policies on all approved plans of insurance, and is a prosperous and progressive Canadian Company.

PROTECTION FOR YOUR FAMILY.
PROFITABLE INVESTMENT FOR YOURSELF.

Pamphlets and full information sent on application.

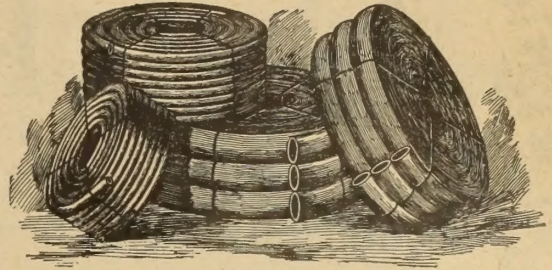
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VICE-PRESIDENTS.

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STEAM

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SUCTION

ACID

OIL

SODA WATER

HIGH-PRESSURE

Our Patent Seamless Tube is, without doubt,
the only perfect construction.

The Canadian Rubber Co.,

CAPITAL - - - \$1,500,000 00.

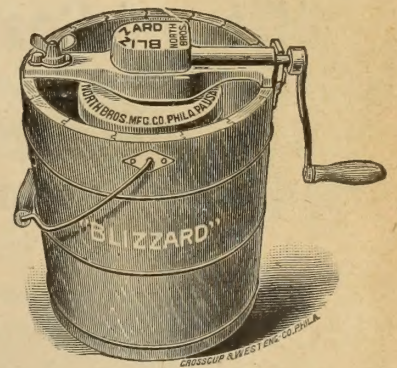
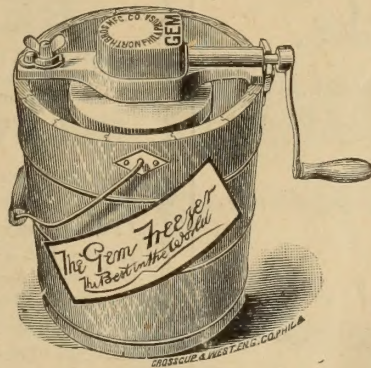
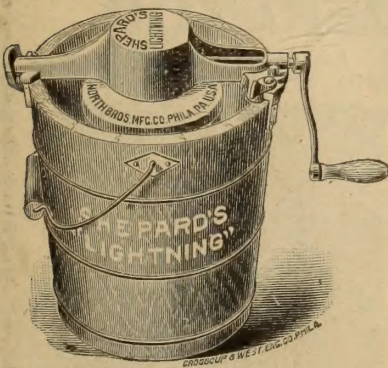
Montreal.

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Lightning, Gem Blizzard . . .

FREEZERS



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Well Advertised
In Demand
Easily Sold
Satisfactory in Use
Of Known Reputation

HAVE

Cedar Pails with Electric Welded Wire Hoops
Cans of Heavy Tin with Drawn Steel Bottoms
AUTOMATIC Twin Scrapers
"The Ice Cream Freezer Book" tells all about
these and our other Freezers, mailed free

EXCEL IN

Easy Running
Quick Freezing
Economy
Convenience
Practical Results

North Bros. Mfg. Co., Philadelphia, Pa., U.S.A.

"Quick Meal"

For Gasoline or Summer Stoves

Border Returned Feb 12/03

For Gasoline or
Blue Flame Oil.

"Used Most-Valued Highest."

They are popular favorites with Canadian housekeepers, because of their reliable trustworthiness, perfect adaptability for all kitchen needs, and simple ease of operation.

The "Quick Meal" Wickless Stove is a marvel of perfect construction, made to please the popular demand, unique in its good points, an unfailing success.

When the hot days coming, bring customers to your store, you're sure to satisfy their requirements from the splendid variety of sizes and styles in "Quick Meal" stoves—they are always "quick-sellers."

The Gurney Foundry Co., Limited

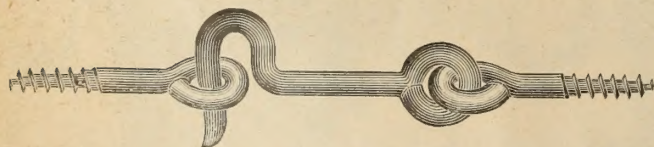
THE GURNEY-MASSEY CO., LIMITED,
MONTREAL

TORONTO, WINNIPEG, VANCOUVER

WE HAVE A COMPLETE STOCK.

Bright Goods, Door Pulls and Hat and Coat Hooks.

ALL ORDERS PROMPTLY ATTENDED TO.



Our Mills are in full operation, and we are in position to handle any requirements the trade may have.

YOUR ORDERS SOLICITED FOR

Plain, Galvanized and Barb Wire, Wire Nails, Wood Screws, Copper and Brass Wire, Bright and Galvanized Fence Staples, Netting, Blind and Bed Staples, Jack Chain, Cotter Pins.

Prices quoted on application.

Dominion Wire Manufacturing Co.

MONTREAL and TORONTO.

THE NEW BALDWIN

DRY AIR CLEANABLE

REFRIGERATOR.

135 Modern Varieties.

Ash, Oak and Soft-wood Finishes
METAL, PORCELAIN, SPRUCE LININGS.

BALDWIN

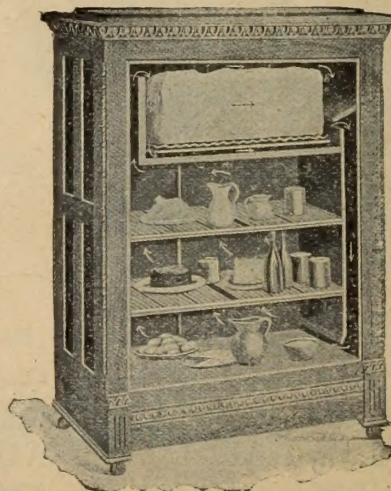
Positive Circulation—
Sanitary—Odorless.

Latest Cleanable Features—The Strongest and Best System of Patent Removable Metal Air-Flues.

Air-Tight Lever Locks
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Swing Base—in and out.

Rubber around Doors and Lids, making them doubly air-tight.

Handsome Designs.
Moderate Prices.

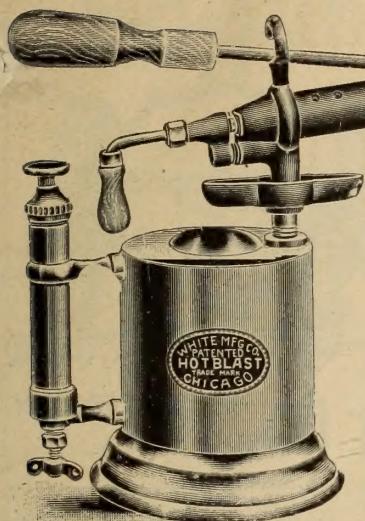


Built in the newest, largest and best equipped refrigerator plant in the East run all the year round on refrigerators exclusively; stock goods; special refrigerators and coolers in sections.

Handsome Trade Catalogue Ready.

Baldwin Refrigerator Co.,

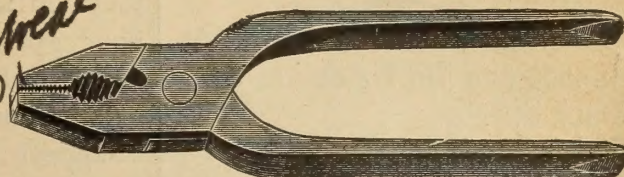
BURLINGTON, VERMONT.

LEWIS BROS. & CO.,30 St. Sulpice St.,
379 St. Paul St.,**MONTREAL****WHOLESALE HARDWARE.****A COMPLETE STOCK OF PLUMBERS' TOOLS ALWAYS ON HAND.**

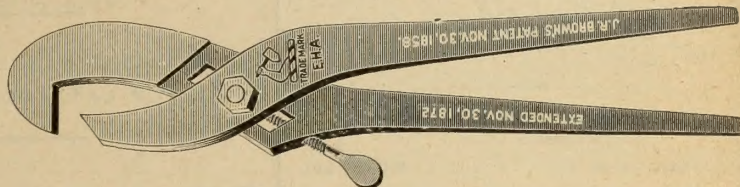
No. 21 Combination "Hot Blast" Blow Torch.

*all to Montreal
price 1-8-01*

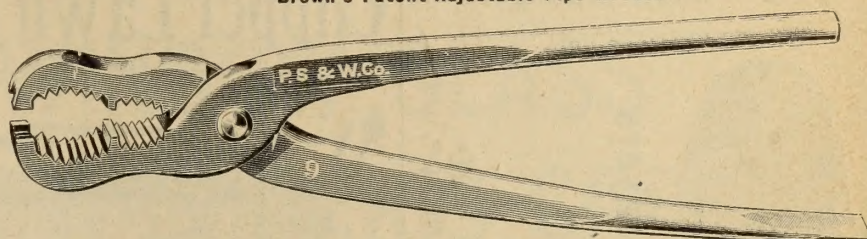
**Soldering Iron
Heater and
Blow Torch
in one Tool.**



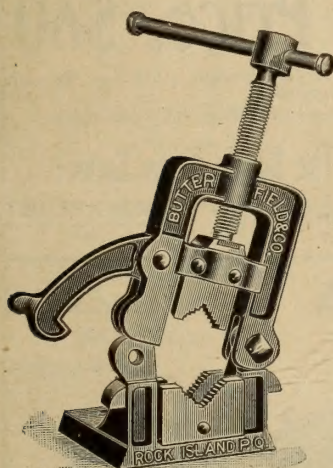
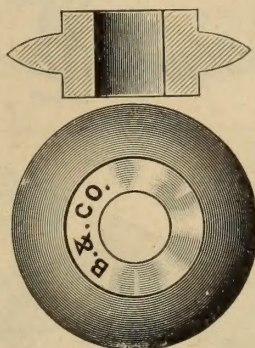
Gas Burner Plier No. C1431



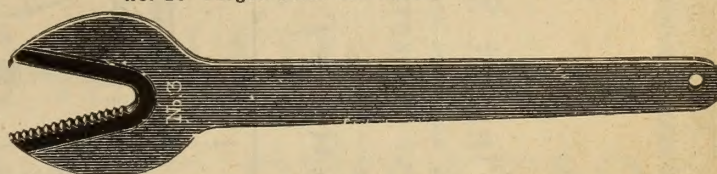
Brown's Patent Adjustable Pipe Wrench



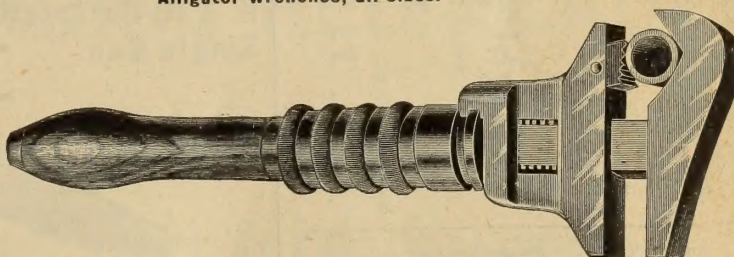
No. 25 Forged Steel Gas Pliers.

Nos. 1 and 2 Hinged
Pipe Vise.

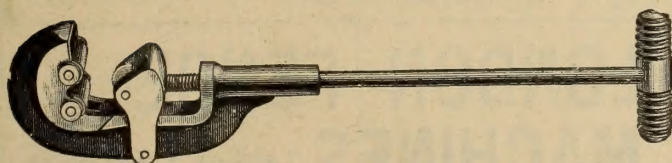
Pipe Cutter Wheels.



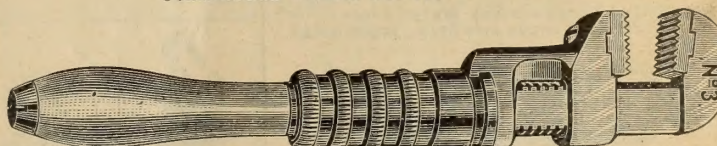
Alligator Wrenches, all sizes.



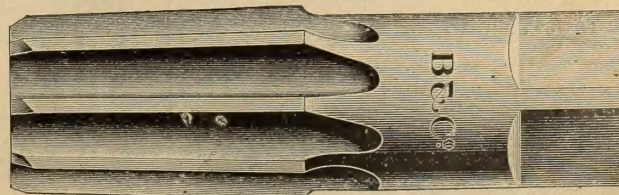
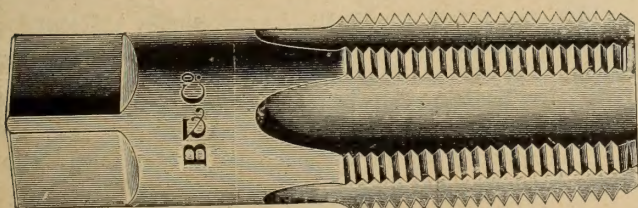
Combination Wrench No. 45.



Pipe Cutters Nos. 1, 2 and 3.



No. 3 Pipe Wrench.



A Full Line of Taps, Reamers, etc.

Mail orders shipped same day as received
and billed at lowest prices.**LEWIS BROS. & CO.**

Henry Rogers, Sons & Co.

Wolverhampton, England.

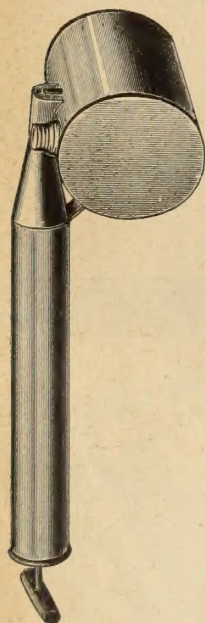
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"Union Jack" Galvanized Sheets
Canada and Tin Plates
Black Sheets
Sleigh Shoes and Tyre Steel
Coil Chain, Hoop Iron
Sheet and Pig Lead
Sheet Zinc

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Canadian Office:

6 St. Sacrament St., MONTREAL

F. A. YORK, Manager.



Wright's Insect Sprayers

Plain Tin—Lacquered—all Brass.

"BEST ON EARTH."

Manufactured by

E. T. WRIGHT & CO.,

HAMILTON, ONT.

KNOX HENRY

Heavy Hardware and Metal Broker
Room 32, Canada Life Bldg., MONTREAL.



Samples sent free on application.

HORSE NAILS—"C" Brand Horse Nails—Nails
Canada Horse Nail Co.

"BRASSITE" GOODS—Gunn Castor Co.
Limited, Birmingham, Eng.

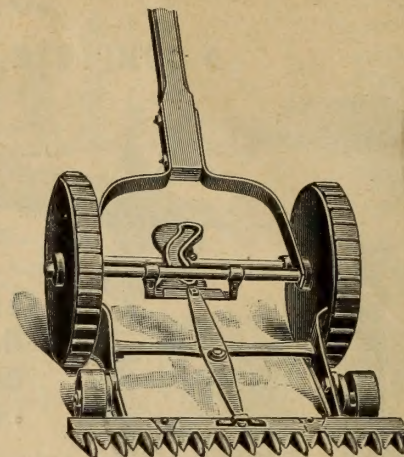
McLaskill, Dougall & Co
Fine Varnish & Japan
Manufacturers.
Montreal
Price Lists on application

THE MOWER

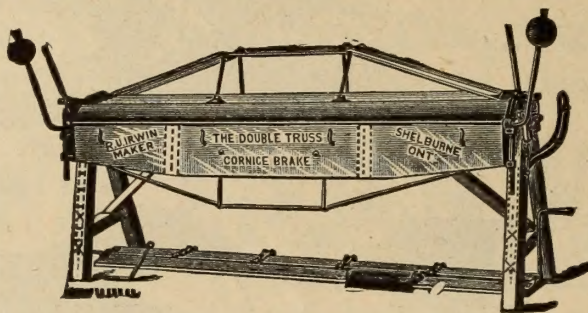
THAT WILL KILL
ALL THE WEEDS
IN YOUR LAWNS.

If you keep the weeds cut so they do not go to seed, and cut your grass without breaking the small feeders of roots, the grass will become thick and weeds will disappear. **The Clipper will do it.**

CANADIAN PATENT FOR SALE.
SEND FOR CATALOGUE AND PRICES.



Clipper Lawn Mower Co., NORRISTOWN, PA.



This eight-foot Brake bends 22-gauge iron and lighter, straight and true.

Price, \$60

Very handy beader attachment, \$15 extra if required.

Send for circulars and testimonials to

The Double Truss Cornice
Brake Co. SHELBURNE, ONT.

The Latest and Best.

H. & R. Automatic Ejecting
Single Gun.

Model
1900.



Steel and Twist Barrels
in 30 and 32-inch.
12 Gauge.

Harrington & Richardson Arms Co.
Worcester, Mass., U.S.A.
Descriptive Catalogue on request.

LONDON FENCE MACHINES

Lead on Every Point.

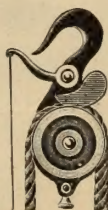
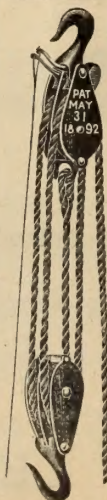
London Safety Tackle Blocks are equally efficient for stretching Coiled Spring Wire and for use as a Hoisting Block. They are A1 and rapid sellers.

TOWNSEND (Lever) STRETCHERS
BERNARD CUTTING PLIERS

Only one agency for our machines in each town. Get our prices, terms and discounts.

Coiled Spring and other Fence Wire at right prices to the trade.

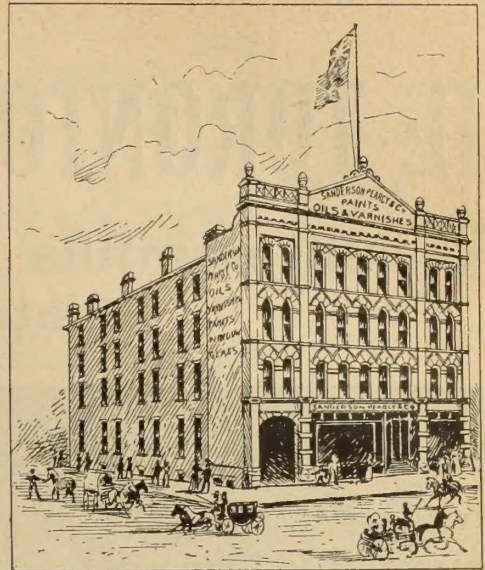
London Fence Machine Co., London, Can.



Some Specialties

You will find it to your advantage to consult us before purchasing elsewhere if you are in need of any of these lines :

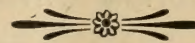
SHEET GLASS
ORNAMENTAL GLASS
PLATE GLASS
OILS
TURPENTINE
VARNISHES
JAPAN COLORS
COLORS GROUND IN OIL
DRY COLORS
WHITE LEADS
FINE BRUSHES
CHAMOIS SKINS
GOLD LEAF
BRONZE POWDER
RUBBING FELT
METHYLATED SPIRIT
ALABASTINE
JELLSTONE
BUG KILLER
SULPH. OF COPPER
BORAX
GLUE
EMERY
STEEL WOOL
SAND PAPER
PLASTER PARIS
PUTTY
ROTTEN STONE
BEESWAX
PREPARED WAX
MORTAR STAINS
ALUM
GUMS
PINE TAR
PITCH AND COAL TAR
CHALK AND CHINA CLAY
WHITING
GRAPHITE
ALKALI
GLAZIERS' DIAMONDS
PAINTERS' CUTLERY, ETC.



WINDOW GLASS PURE PARIS GREEN BUG KILLER GENUINE RED LEAD


Our House is headquarters always
for the best . . .

PURE PREPARED PAINTS.



SANDERSON PEARCY & CO.

61-63-65 Adelaide St. West,

 **TORONTO.**

“NOT IN THE TRUST.”

THE TORONTO SILVER PLATE CO.,

Limited

Silversmiths and Manufacturers of Electro Silver Plate.

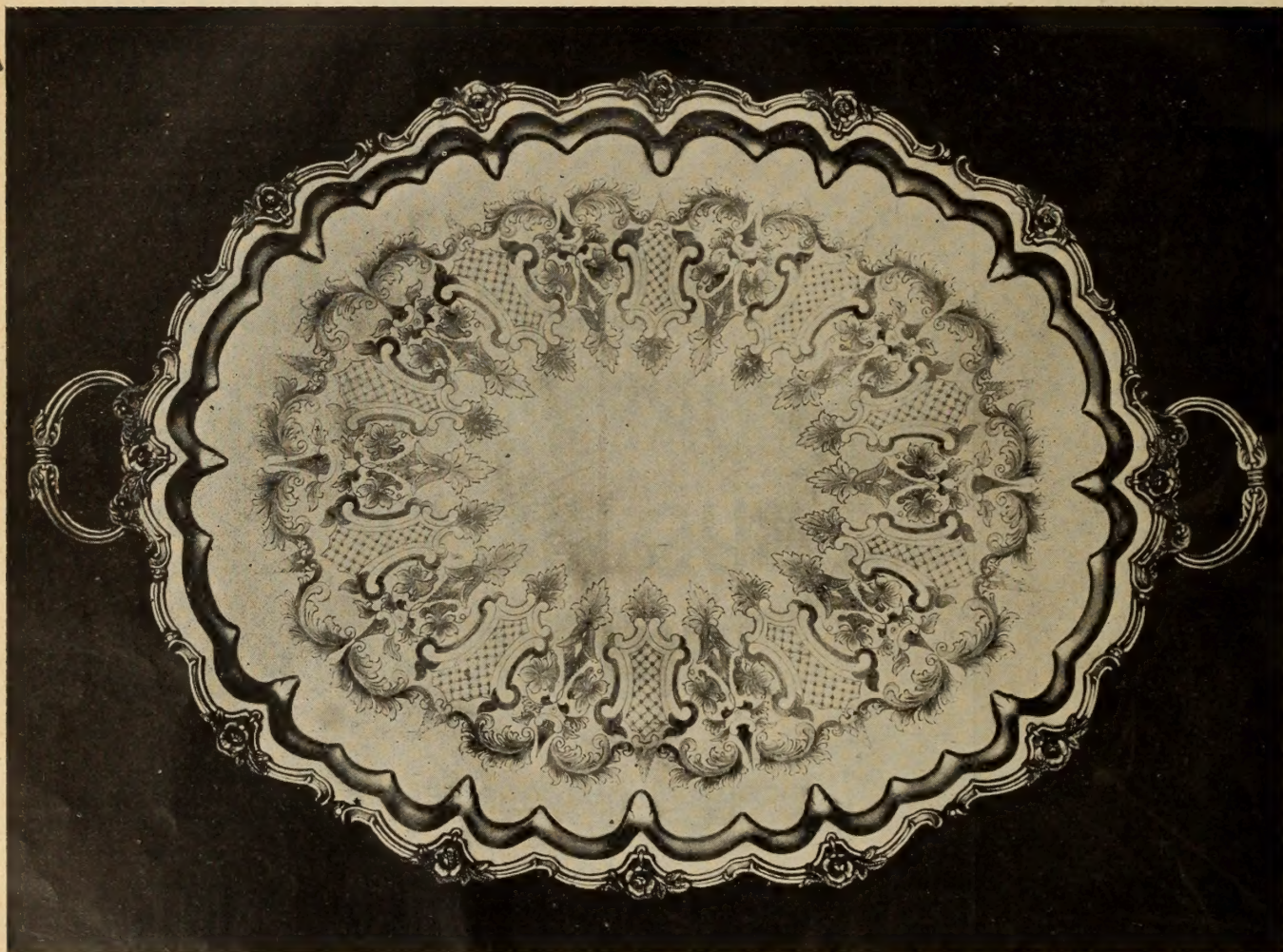


Illustration of a Sterling Silver Salver recently manufactured to order.

Weight, 225 Ounces; Length, inclusive of Handles, 34 Inches.

We have special facilities for manufacturing large pieces of this kind to advantage, which means that we are in a position to quote satisfactory prices.

Factories and Salesrooms

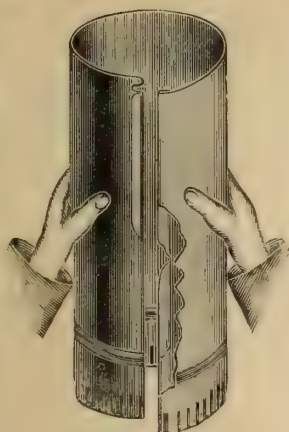
King Street West, = Toronto, Canada.

E. G. GOODERHAM, Managing Director.

ESTABLISHED 1860.

INCORPORATED 1895

1901 Style

PATENT
APPLIED FOR

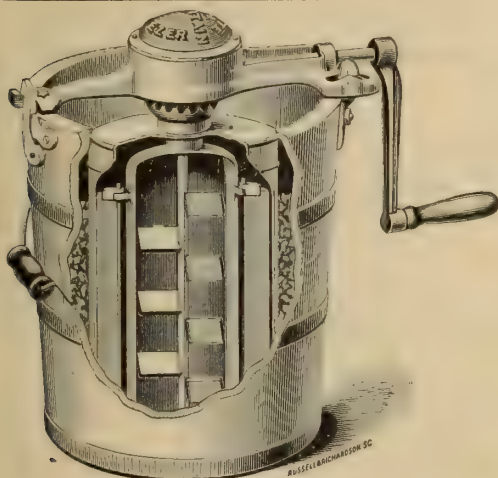
“Empire” Stove Pipe

Made in 5, 6 and 7 inches.Nested in Crates of 25 each.

Simplest Stove Pipe to put together yet made—only tools required are a pair of hands.

Where time is an object, we will guarantee that six of our “EMPIRE” STOVE PIPES can be put together in the same length of time as one of various other makes, *and will stay put together.*

THE THOS. DAVIDSON MFG. CO., Limited, MONTREAL, QUE.



Just the Weather

The past week is the kind of weather that hustles people after Ice Cream Freezers. And when they are in a hurry they don't want to be bothered examining half a dozen makes. So they depend on their dealer's word, afterwards blaming him for a poor one or thanking him for a good one.

Sell your customers the

TRIPLE MOTION WHITE MOUNTAIN FREEZERS,

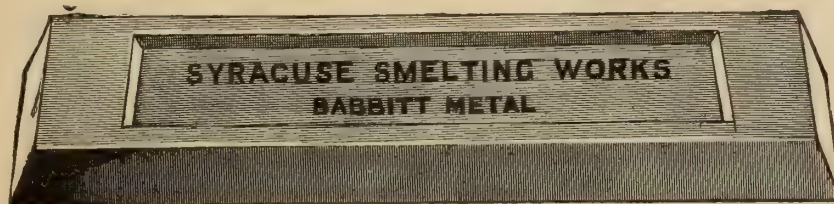
Sold only in Canada by the and you are sure to win their thanks and future custom.

THE McCLARY MANUFACTURING CO.

London, Toronto, Montreal, Winnipeg, Vancouver, and St. John, N.B.

Use Syracuse Babbitt Metal

IT IS THE
BEST MADE.



For
Paper and Pulp
Mills, Saw and
Wood Working
Machinery, Cotton
and Silk Mills,
Dynamos, Marine
Engines, and all
kinds of
Machinery
Bearings.

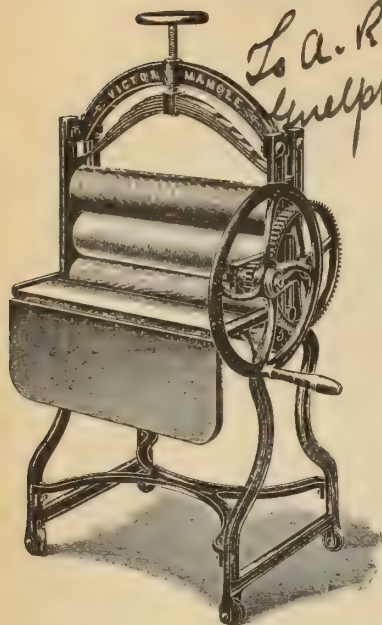
Wire, Triangular and Bar Solder, Pig Tin, Lead, Ingot Copper, Ingot Brass, Antimony, Aluminum, Bismuth, Zinc Spelter, Phosphor Tin, Phosphor Bronze, Nickel, etc., always in stock.

Factories: { 332 William St., MONTREAL, QUE.
and SYRACUSE, N.Y.

Syracuse Smelting Works

The Victor Mangle.

Owing to the careful selection of all the material used, together with the accuracy of fit of all its parts, a pressure of 500 lbs. can readily be obtained.



THE ROLLS are of special selected, well-seasoned Hard Maple, oil finished.

THE TABLE is made of selected Hardwood, oil-finished.

THE SPRINGS are made from Best Cast Steel, carefully tempered.

Painted with durable, attractive colors.

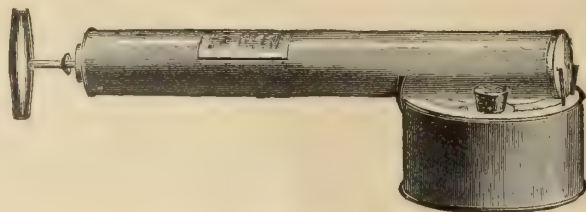
Manufactured by

A. R. WOODYATT & CO.,

GUELPH, CANADA.

SOLD ONLY THROUGH THE WHOLESALE TRADE.

Kemp's Deluge Sprayers



will give your
customers
perfect satisfaction.

They are well made.

They will last.

They will do the work.

They are supplied with galvanized or copper reservoir, according to the size of your customer's purse.

We will be pleased to tell you how little they cost.

Kemp Manufacturing Company, Toronto.



VOL. XIII.

MONTREAL AND TORONTO, JULY 6, 1901.

NO. 27.

President,
JOHN BAYNE MacLEAN,
Montreal.

THE MacLEAN PUBLISHING CO. Limited.

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, North-West Territories, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, P.E. Island and Newfoundland.

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W. H. Miln.
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J. J. Roberts.
ST. JOHN, N.B. - - - - No. 3 Market Wharf,
J. Hunter White.
NEW YORK. - - - - - 176 E. 88th Street.

Subscription, Canada and the United States, \$2.00.
Great Britain and elsewhere 12s.

Published every Saturday.

Cable Address { Adscript, London.
Adscript, Canada.

WHEN WRITING ADVERTISERS
PLEASE MENTION THAT YOU SAW
THEIR ADVERTISEMENT IN THIS PAPER

LOCAL MARKET DAYS.

THE retail trade of Canada did not take long to recognize in the departmental stores, with their extensive newspaper and catalogue advertising, their cash system of business and their numerous "bargain" days, a new competitive force which was bound to cause a revolution in business, or drive dozens, if not hundreds, of merchants out of business.

But, though the trade was quick to realize the danger, they were slow in meeting it. At first there was but an outcry against the power of the young giant, then time, thought, energy and influence were spent in endeavoring to cripple him or at least lessen his power by means of the excitement of

public prejudices and by legislative enactment.

Every trick of business, no matter how dishonorable, was ascribed to the departmental; cunningly devised laws were prepared and introduced to compel it to pay special taxes because of its very size and strength; and in various ways it was sought to prevent further encroachments on the fields of the "natural distributors," the local retailers.

The direct results of this agitating and legislating have been small, for the departmentals seem to be flourishing to-day "like a green bay tree"; but the indirect results have been good, for the average buyer has received an education in the selection of goods, while everywhere throughout the country merchants have realized that the best way to meet the departmental is to beat him at his own game—to buy closely, so as to be able to sell at the smallest margin possible; to make the store attractive, and, at the same time, keep the expense account down to the lowest possible figure; and to sell so carefully that the loss from "bad debts" shall not necessitate an addition to the general selling price. It is safe to say that there is a greater proportion of close buyers, more attractive stores and more cautious sellers now than at any time in the history of Canadian retailing.

Of late, retail merchants throughout the country have awakened to the fact that by uniting their energies in certain directions they are able to meet their big competitor in the open market, and buy just as cheaply, do business just as economically and to sell as cheaply and, at the same time, give better results to customers than can the departmental.

Last month the Toronto Retail Grocers' Association united to make a purchase of paper bags. By buying 300,000 bags they secured a discount of 50 and 3 per cent., whereas the discount on 20,000 or less was but 40 and 3 per cent. Other purchases of a similar nature will probably be made.

Now the proposal is made in some quarters that the old-fashioned, time-honored market-day be revived under new century conditions. It is suggested that the merchants in a municipality agree to recognize one day each week or each fortnight as a special market day; that the early part of the day be devoted to a short programme of amusement that will interest and attract buyers and that the afternoon and evening be devoted to business, or, as an alternative, that the day be devoted to business and the evening to pleasure.

This proposition seems entirely practical. Many towns have already market days, cheese board days, live stock delivery days, etc. These, or such of them as are possible, might be combined, care being taken to secure the presence of buyers of standing for the different lines. Few towns have local wheat markets where the farmer could depend on competition securing to him the highest price for his product. But, if such a market is feasible in the large cities every business day the year round, it should be possible once every week or two in towns surrounded by good farming land. Unity on the part of merchants in any up-to-date town situated in the agricultural sections of Canada should be able to make a weekly or fortnightly market day a practical and profitable business institution. Here is a suggestion for local boards of trade.

CANADA MISSES A GOLDEN OPPORTUNITY.

ONE of the defects of party Government as it is constituted to-day is its lack of practical business instinct. No matter which party is in power this defect is in evidence. In a business sense, the Government in power is repeatedly doing those things what it ought not to do and leaving the things undone that it should do.

It is generally admitted that the Government of Sir Mackenzie Bowell made a big mistake from a commercial standpoint when it rejected the terms upon which Newfoundland was willing to enter Confederation. One of the best proofs of the mistake is the unlikelihood of anything like as favorable terms again being offered. Newfoundland, at that time, was financially weak, while now she is in a prosperous condition and the richness of her natural resources have come into greater prominence.

The present Government did a good stroke of business for Canada when it gave a preference to British products. But it has made several blunders, commercially speaking, since then. And now to its others must be added the Australian Commonwealth blunder, for which there can be no possible excuse.

The proceedings there at the opening of the first Parliament of the Australian Commonwealth were such as were never experienced before and are never likely to be experienced again for bringing the Dominion of Canada into prominence before the people of the sister colony that was following in the footsteps that Canada made thirty-four years ago. But the opportunity was not grasped.

When Canada was invited to participate in the auspicious ceremonies a unanimous demand went up that this country should be represented in a manner becoming to its importance. It was held, and properly so, that there was no man in the Dominion, on account of his striking personality and eloquence of speech, that was so well qualified to represent this country at the inaugural proceedings, as Sir Wilfrid Laurier, for we all had in mind his extraordinary success in this respect at the Diamond Jubilee celebration in London in 1897. But he ignored the wishes of the people.

Hon. Wm. Mulock, who was sent to represent the Dominion, is one of the best Departmental administrators in the Laurier Cabinet. And his administration of the Post Office Department has been attended with signal success. He has been progressive, as the business men of this country are aware. But he is lacking in the qualities which are essential to the proper representation of the Dominion of Canada at such a function as that of launching a new Commonwealth on its Parliamentary career.

Even, however, had he been a Sir Wilfrid Laurier in striking personality and in gift

of speech, he would have been placed at a great disadvantage on account of the way in which he was sent forth. Had he been the representative of a commercial concern he scarcely could have gone forth in a more penurious manner.

Canada is a democratic country, and we have not much sympathy with fuss and feathers, but a small body of men representative of the various arms of the Canadian militia should have accompanied him, not for the mere purpose of show, but for the purpose of giving Canada due prominence in the proceedings at Melbourne. It was business common sense that demanded it; it was lack of business common sense that denied it.

Eight years ago the Dominion Government voted a subsidy for a steamship line between Canada and Australia. While the trade between the two countries has increased since 1893, yet it is still small and disappointing, for during the last five years our export trade with the Antipodes in home products has been practically at a standstill. The first steamer running between Canada and Australia arrived at Vancouver on June 8, 1893. In that year the exports of Canadian products were \$350,061. Last year they were \$1,648,926. But when it is remembered that the figures during the past four years have remained almost stationary, as will be seen from a glance at the following table, the satisfaction that is engendered from a comparison of the figures of 1893 and 1900 is somewhat diminished:

1897	\$1 413,754
1898	1 644 506
1899	1,520,016
1900	1,648 926

The amount of the steamship subsidy paid last year was \$121,666.

Lost — At the inauguration of the Australian Parliament, through the lack of business foresight, a golden opportunity of attracting the attention of the new Commonwealth toward the Dominion of Canada. No reward is offered, for, like yesterday, it is irrecoverable.

The Government was awake at the Diamond Jubilee; why was it asleep at the birth of the Australian Parliament?

THE PLUMBER AND SANITATION.

THE plumber as a factor in preserving the health of the community is gradually becoming more recognized.

In order to protect people from quackery in medicine stringent laws have been enacted. But if it is important that those who have the healing of people after they are sick should be controlled by legal enactments, it is certainly at least equally important that the proper legislative bodies should enact laws for the government of those who, through carelessness or ignor-

ance, have it in their power to breed disease and create patients for the doctors.

This fact is being recognized by the master plumbers of Canada, and at the annual conventions the importance of sanitary plumbing is attracting an increasing share of attention. But many of the master plumbers are in advance of the times. At any rate they are in advance of the views of the average legislator of the country. And the result is that while the master plumbers, as seen through their local and national associations, are striving with might and main for the enactment of sanitary laws that will insure good plumbing, the necessary legislation is only doled out slowly and in small quantities. The friends of disease germs are at court, not in the plumber's workshop.

Unfortunately, in the movement for better sanitary laws there are still a good many master plumbers who are not lending as active co-operation to those who are championing the cause as the principles for which they are contending warrant.

The National Association at its session last week decided on the organization of Provincial Associations and this should increase interest in the movement for more efficient sanitary laws.

WHITE LEAD CORRODING WORKS.

The quarterly meeting of the White Lead Association was held in Montreal on Friday, June 28. No change was made in the price of white lead.

Some discussion took place upon the possibility of establishing a Canadian white lead corroding and red lead works, but it was found the matter was not ripe for action, pending the decision of the Government.

He who keeps his eye on the markets is not usually the merchant who tries to hide from the eye of his creditors.

MR. SYMONDS LEAVES FOR ENGLAND.

Mr. A. H. Symonds, Toronto, who for several years has represented Geo. Butler & Co. and other English and American houses, sails to day from Montreal for England, where he intends to reside in future. He is accompanied by his family.

During his residence in Canada, Mr. Symonds has become very popular, and it is with regret that his many friends have learned of his departure. There is a lingering hope that some day Canada may again find him among her citizens.

CLASSIFIED LISTS VS. QUANTITY DISCOUNTS.*

BY THOS. W. FRITTS.

QUANTITY discounts, special privileges to a special few, is the cause of over buying, under selling and demoralization of the market. It is a premium offered by the manufacturers' associations for the unsettling of prices. True, it was not intended by them to be so, but once this mighty power of special favors is given into the hands of a favored few the producer ceases to control the price of his product. They have transferred that right to this favored child of fortune, and what he will do to them will be a plenty. He chuckles to himself and says: "I will use this special privilege not as a profit already made, but I will give it away. And why? For the purpose of drawing trade from others, not in a fair business way and upon business principles, but having received this special favor I am enabled to sell my staples at what they cost many of my competitors, and by doing this I will be able to draw orders for shelf goods, cutlery, etc., that would naturally go elsewhere."

Now we will follow this man of favors home and see what he does. In his private office at home, still pleased with what has been accomplished, he calls his men around him and explains what he has accomplished, and tells them "We are on the inside. We have been given a quantity discount on many lines of goods which amounts to as much as the profit usually made on these goods, and what I want you to do is to give this special discount away, thereby securing the orders of the country merchants for shelf goods, cutlery, &c., on which I shall expect a good profit." The men are delighted, for be it said to the credit of travelling men they do like to take orders. So out into the trade they go with the

SHILLALAH OF DEMORALIZED PRICES in hand! and the way they do lay things out is a caution.

The first round is successful; orders are snatched from the competitors. But then a rallying all along the line by his competitors; with or without profit, the less favored meet the cut, retake the lost ground and make a combined charge upon the manufacturers for lower prices. This combined effort is of greater force than that of the favored few. The reduction is secured, not always directly, but it is secured just the same.

The result: The manufacturer is damaged just the quantity discount. The man of many favors is damaged by a demoralized market. The fact is, all concerned have

been damaged. If we would follow this man of quantity discount favors we will find him back at the feet of the manufacturer begging for further favors and protection. Then, if the manufacturer would, with righteous attempt, tell him "begone, you demoralizer of business, I have no specials for you," he could justly say as the Irishman did when he attended a Methodist meeting. Before going he asked how he should conduct himself, and was told to sit down and be quiet. At the meeting services began and grew fast and furious. As of old, the exhorter pleaded for one more soul, as only an old-time Methodist exhorter could. Mr. Irishman, feeling an impulse to do his duty and restore order, moves quietly to the side of the exhorter, and, with a Sullivan thrust, lays him on the floor, saying: "Be quiet, you were the cause of all the trouble." And I say to you: "This quantity discount is the cause of all the trouble."

For instance, you take the American Steel & Wire Company. In a spirit of fairness, they attempted as masters of the situation to make prices based upon quantity, and this will illustrate the whole question. Horse and mule shoes, 2,000 kegs, 15 cents quantity rebate. On nails, one price to the wholesale buyer, another to the carload buyer and still another to the less than carload buyer. What is the result: The larger 2,000-keg concern does not intend to make the 15 cents, but gives it away to the buyer of any little quantity wanted. The same rule applies to nails and wire. So the favored one has defeated the object of his benefactor.

THE CONCERNS THAT GAMBLE ON
OVERBUYING

know when they place the order that they intend to force the goods on the market at reduced prices. Then why continue the unsatisfactory plan?

It is a hard question to handle; has never been satisfactorily handled, and may never be. But the horse swapper never keeps a stump sucker or a spavined horse. He swaps again, and I now advise a swapping of plans. Instead of quantity discount I would suggest classifying merchants.

CLASSIFIED LISTS.

I would classify all concerns employing one or more men for the specific purpose of traveling and soliciting orders, and who do not resort to net catalogues or net price lists, and who carry a stock to supply demands, "Wholesale No. 1." I would classify net catalogue and price list concerns as No. 2.

A concern that are entitled to wholesale prices are entitled to all there is in it. We have to compete with the same trade and conditions. Discrimination by the manufacturer in favor of the strong is not right. Put all of a class on the same basis and let the best man take the business upon business principles.

Why should we be at war with each other? The prosperity of one is the prosperity of the other. Why should I not rejoice to know that my competitor is making money? For, so sure as he is, there is no reason why I am not.

The truth is we ought to be a band of brothers, willing to do a brother's part to each other. Who among you, if in a distant and strange city, does not instinctively turn his steps to a hardware store with the confidence of a friendly welcome and a God-speed-you-on-your-way? Then, why not in our business always remember that I have a friend and brother in this same business, and I will do no act that will damage him?

A BUSINESS MAN SHOULD BE
APPOINTED;

THE death of Senator J. Villeneuve removes a shrewd business man from our upper federal chamber. It is, then, to be hoped, that when the Governor-in-Council is choosing an occupant for the position that he will let a business man have first call.

The Senate should essentially be a body composed of business men, tried, tested and found successful, men who have stamina, who are of a sound and trained mind. It is a checking body, and who is more fit to be a member of it than an experienced business man? Unfortunately, the number of such in the Senate is too small.

And now that we have lost a man of this class the Government should see to it that his place is taken by one of the same class. Le Journal, of Montréal, has announced the following likely ones for the position: Thos. Brossoit, C. R. de Beauharnois, Dr. Lachapelle, M. R. Prefontaine, M. Wilfrid Mercier and L. E. Geoffrion, president of the Chambre de Commerce and manager of L. Chaput, Fils & Cie; four lawyers, one doctor and one business man. It is to be hoped that the odds against the business man getting the position are not what they seem—5 to 1.

It would seem very fitting that Mr. Geoffrion should get the position, if he could be induced to accept it, for a wholesale grocer would then be succeeded by a wholesale grocer.

*Paper read at the convention of the Southern Hardware Jobbers' Association.

AN ILLUSTRATION OF A PERSONAL THEORY OF ACCOUNTS.

BY JOSEPH HARDCASTLE, C. P. A.

THE purchase of a commercial business is a common operation; it is easier, more certain, and needs less knowledge than the purchase of a corporation.

Let us suppose that an old merchant, whose business is in full prosperity, wishes to retire from commercial affairs and that he sells it to a young capitalist. At the moment of transfer the seller has disposed of his mercantile effects, and the buyer has assumed the payment of the liabilities, paying for the equity of the old merchant, \$16,000. The buyer purchases the goodwill for an additional \$4,000, making in all \$20,000.

The merchant desiring to withdraw from the business makes a fictitious liquidation, for, in spite of the transfer, the business continues its regular routine without interruption. By a fictitious operation we mean an operation destroyed the instant after by an opposed operation, the merchandise is theoretically delivered to a person, who will give it back again immediately after, but between these two instants there will be passed an important act; the business will have changed hands, and these two operations will have been made by different owners.

Let the old merchant draw up his balance sheet, which, on the personalistic theory, we will suppose contains the following elements, and it is in the following form:

FINAL BALANCE SHEET OF A BUSINESS SOLD.

ASSETS.	
Cash, amount in bank and bills received.....	\$ 4,600
Merchandise.....	19,400
Sundry debtors.....	21,000
	\$45,000
LIABILITIES.	
Capital.....	\$16,000
Sundry creditors.....	26,000
Bills payable.....	3,000
	\$45,000

In this balance sheet the assets and the liabilities, being equal, amount to \$45,000; it is then easy to suppose that the old merchant sells his merchandise fictitiously, and that he causes to be paid by his debtors, banker, bills receivable, certain amounts to the purchaser, since he pays fictitiously his creditors and his bills payable; the rest, his merchandise, representing his investment, \$16,000, is sold to his successor, who takes it fictitiously to himself, and gives a fictitious discharge to all his employees, keeping only in his possession his books.

The business is thus liquidated, all the debts are paid, the merchandise sold and taken away, the employees dismissed, there remains nothing, neither values active (assets), nor passive (liabilities), nor individuals—there is an entire void. But the business is not destroyed for all that; it is indeed reduced to a condition for which the purchaser pays, under the name of goodwill, \$4,000.

What does the capitalist then buy?

A legal right upon the effects, exists by an act;

A name advantageously known, a trademark, a sign;

An acquaintance with purchasers and sellers;

The secrets of the business;

An assemblage of tried employes, etc.;

Finally, the power of making money from the start. These are the advantages and these the rights, which do not exist, when one founds a business, for which the buyer pays \$4,000, but which may be worth more or less.

Some define a business: A merchant surrounded by his effects, his merchandise, his employes, these forming an indivisible whole, an entity.

But then the buyer would buy the employes of his predecessors at the same time as the rights and merchandise. The unexpected consequence shows clearly that the point of view is inadmissible; the business capable of being bought and sold is a value transferable, which cannot include living persons. Empiricism creates a being of two different characters, which is opposed to reason. If the business represents the proprietor, how shall the relations between them be established? The capital enters into business at the same time as the merchant enters into his store. He cannot then deliver it, and to credit the capital does not represent any delivery; it is an empty amount, being neither an asset nor a liability, placed to bring about an equilibrium of the assets and liabilities.

From the definition arise some accounts, which are neither assets (active accounts) nor liabilities (passive accounts). some debtors who will never pay anything (expense account), some creditors who will never reclaim the amount to their credit (reserve account).

Separate, on the other hand, the proprietor from the business, shareholders from their company, leave to each the proper function, the proprietor has the exclusive right of purchasing and selling and possessing the effects of the business, and these effects are objects to which he bears relations, while other accounts not assets and liabilities merely record the condition and progress of the business. Under this view the proprietor becomes a manager, whose duty it is to receive and turn in the equivalent as regularly as an ordinary agent, and to pay out proper claims made against the business. With this view all the accounting becomes perfectly lucid, and all the deductions of the personal theory of accounts become mathematical varieties.

The business is represented by a manager carrying on the business, a superior employe, who has not an accounting existence, who does not possess any of the merchandise deposited in the storeroom, but who disposes of it, and the proprietor becomes a correspondent who delivers and receives as others do, and "Credit Capital" says that the proprietor, under the pseudonym of Mr. Capital, has delivered some values to the business; then all these accounts are an incumbent in flesh and blood, who can be designated by this name; all the debtors will pay, and all the accounts, without exception, become personal, for the proprietor formerly delivered into the business an amount called capital, which is still found in the assets, and has allowed sums called profits accumulating by the operations of business either to remain in the assets or has withdrawn them from

the business for his own use and others of these profits he has allowed to remain in the assets under the name of reserves, for all of which he has taken credit.

Certain accountants say that a business under a proprietor and one under a manager differ. It is certain that a proprietor can add to his function, those of the manager who carries on the business, but of how little importance the business may be, the distinction is forcibly realized. A proprietor cannot do everything and be always present. He causes many things to be done by his principal employe, who becomes a sharer of his labors. If the proprietor is sick, travelling, detained by any cause whatever, the employe takes his place and becomes the manager of the business, for a business can not remain without a director. But the proprietor, although absent, conserves the ownership of the business, the right to the profits and losses, the right of giving orders to his manager, who is accountable for his acts, and the proprietor on his return resumes his functions which he had for a time abandoned.

In companies by shares, the separation of these powers is imposed; the shareholders, very numerous, cannot direct all of their enterprises themselves. They name a manager, but in their general meetings they exercise their right of ownership in confirming or replacing the manager; in approving or disapproving his acts, in impressing on the affairs a progress conformable to their wishes, or in repressing while there is still time, the vagaries of the manager who deviates from the way laid out in the by-laws, articles of association, and the statutes.

The entries by double entry separate always the business accounts, by some called nominal accounts; by some fictitious accounts; by some representative accounts, and by others economic accounts, from those of the proprietor, sometimes called assets and liabilities, active and passive accounts, real accounts, and specific accounts. If the accountant confounds them in his imagination he does not proceed in accord with the science, and further, does not comprehend it.

After this digression we return to the purchase.

The seller has liquidated his business, the purchaser recomposes it on the same basis. The fictitious operations are annulled by the opposite operations, each debtor, each creditor, retakes his first position, and the new proprietor who has received the merchandise from his predecessor, contributes it as his capital in the business; all the employees refund their desks as if nothing had occurred, and the accounts retake their place by journal entry along with the goodwill. The goodwill is a merchandise, since it was bought, but a merchandise impalpable, immaterial, and nevertheless susceptible of being placed in an imaginary storage.

WIRE NAILS TACKS WIRE

Prompt Shipments

The ONTARIO TACK CO.

Limited

HAMILTON, ONT.

BALANCE SHEET OF NEW BUSINESS.

ASSETS.

Good-will.....	\$ 4,000
Cash in bank and bills receivable.....	4,600
Merchandise.....	19,400
Sundry debtors	21,000
	\$49,000

LIABILITIES AND CAPITAL.

Sundry creditors.....	\$26,000
Bills payable.....	3,000
	\$29,000
Proprietor's capital.....	20,000
	\$49,000

The entries in the journal will be as follows:

Sundries, debtor to capital	\$49,000
Good-will.....	\$ 4,000
Cash in bank and bills receivable	4,600
Merchandise.....	19,400
Sundry debtors	21,000
Capital to Sundries.....	29,000
Sundry creditors.....	26,000
Bills payable	3,000

(Showing the net capital to be \$20,000.)

Each of these accounts is open in the new ledger, the corresponding sums are carried to the debits or credits, as the case may be, and the journal and the ledger are ready to receive the entries of the business which may be transacted by the proprietor.

The empiric school defines the capital the excess of the assets over the liabilities (the balance of the situation). It attributes to this excess the power of distributing the debts and the credits, a power which it will not even be possible to practically confer on a man.

Is, then, the capital a liability? No. For we have seen that the assets and liabilities are proprietor's accounts; for the former show those values from outside of himself, due to him, or belonging to him, whether in his possession or not, and the latter the obligations under which he is placed to others. What is it, then? It is credited to him because it shows the proprietor delivered that value into the business, and it is entered among the accounts not only to show his contribution to the business, but to put the accounts in equilibrium.—Business, New York.

BUSINESS CHANGES.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

THE LEADER MFG. CO., manufacturers of bicycles, etc., Toronto, have assigned to Henry Bennett, Toronto, and a meeting of their creditors will be held on July 10.

G. Charette, general merchant, St. Marie de Blandford, Que., has assigned.

John Parker, general merchant, Dunbar-ton, Ont., has assigned to D. H. Ward.

C. J. Belanger, general merchant, Port-neuf (Saguenay), Que., is offering 40c. on the dollar.

A meeting of the creditors of A. Wagner & Co., hardware dealers, Vancouver, has been held.

J. M. Phillips, dealer in hardware, tin-ware, etc., Morris, Man., has assigned to F. J. C. Cox, Winnipeg.

PARTNERSHIPS FORMED AND DISSOLVED.

Fair & Naien, general merchants, Wat-son's Corners, Ont., have dissolved, each continuing alone.

No Competition

can bother you if you're selling

THE SHERWIN-WILLIAMS PAINT

You can show actual superiority over any other paint material offered. You can show greater durability, greater covering capacity, greater economy, easier working quali-ties, greater uniformity, and greater beauty of finish.

No paint on the market can beat you out in a single point.

This fact alone is sufficient to give you a constantly growing paint business, and when you add to it the adver-tising push and methods we can give you, it is easy to see why S.-W.P. dealers are the leaders in their towns.

Let us explain more fully to you. Send for the "B-13" booklet.



THE SHERWIN-WILLIAMS Co.
PAINT AND VARNISH MAKERS.

CHICAGO,
NEW YORK,

NEWARK,
MONTREAL,

CLEVELAND,
BOSTON,
TORONTO,

SAN FRANCISCO,
KANSAS CITY.



SALES MADE AND PENDING.

R. J. Riddell, general merchant, Hynd-ford, Ont., has sold out.

Geo. P. Leitch, general merchant, Spry, Ont., is advertising his business for sale.

The assets of Pierre Dauplais, sawmill-er, St. Cyrille de Wendover, Que., have been sold.

A. Cote & Fils, general merchants, St. Fabien, Que., have sold their stock to Bellevance & Frere at 62c. on the dollar.

CHANGES.

The St. Lawrence Wagon Co. have registered to do business in Montreal.

Keeler & Constance, general merchants, Mount Sicker, B.C., are out of business.

Robert Gardner, blacksmith, Valetta, Ont., has been succeeded by A. Graham.

J. W. Robinson, general merchant, Os-pringe, Ont., has been succeeded by A. J. Currie.

Wm. Laidlaw, general merchant, Dur-ham, Ont., has been succeeded by James Ireland.

FIRES.

A. Marchildon, sawmill-er, Sturgeon Falls, Ont., has suffered loss by fire.

The premises of T. F. Moore & Co., coal and wood dealers, Montreal, have been damaged by fire; insured.

The factories of the Montreal Car Wheel Co. and the Montreal Pipe and Foundry

Co., Limited, Montreal, have been damaged by fire; insured.

DEATHS.

Salmon Willard, sawmill-er, Dudswell Centre, Que., is dead.

DON'T CUT.

Some business men fall into the error of making high prices on their goods, so that there may be plenty of reduction when it is asked, says The Storekeeper. When a merchant becomes known as a "cutter" the customers who are aware of his propen-sities in price-making will invariably ask for a lower figure because they know they will obtain it. The old method of barter, where every sale was preceded by long negotiations concerning the price, is still used among semi-civilized countries, but is sadly out of place in modern America, where the quick despatch of all business has become proverbial. A fixed price that allows for a working profit is a much better rule in all cases than is a sliding scale of values. The customer will not allow the merchant to cheapen his dollar, nor should the merchant allow the customer to cheapen his goods, it being a poor rule that doesn't work both ways. As for the merchant who permits himself to be advertised as one who will take less for his goods than the price at which they are first offered, it may not be out of place to remark that he mainly suc-ceeds in cheapening himself.

GOOD TASTE.

MANY people have an idea that business enterprise and refined taste are essentially opposed to each other; therefore, regulate the latter to the domain of showman, wealthy idlers and long-haired artists, writes C. H. Loomis, in Advertising World. This is a great mistake, for good taste is a factor, the commercial value of which is inestimable.

Good taste, should, first of all, be exercised at the store itself. Neatness, order, harmony, an attractive display of goods—all these leave favorable impressions that strengthen your hold upon trade. Good taste includes good taste on the part of your salespeople.

A giddy maiden, with loud voice, and louder tie, airing her own distinct, if disagreeable, personality behind your counter will drive more people away from your place of business than a whole lot of good newspaper or circular advertising will attract. People take pleasure in visiting a store whose employees show themselves to be courteous.

Good taste is also very essential in dealing with customers. Humor their fancies, but at the same time retain your own self-respect; the fawning sycophant's part is always in bad taste. Be courteous; don't try to force goods upon any one; this particular exhibition of bad taste is ruinous to your future. Neither participate in heated discussions yourself, nor encourage them in your place of business; loud talk is a store nuisance. Keep gossip quiet; the store which is known as a political forum or as a gossiping place is getting bad advertising and plenty of it.

Good taste in the goods you carry is also of vital importance. The best reputation to have is the reputation for handling the best goods. Educate your customers to a desire for higher qualities. The recognized masters of department-store advertising to-day back their advertising by strictly high-grade goods.

Don't let your advertising violate the laws of good taste. Many a man whose store is well and tastefully kept, whose clerks are uniformly polite and whose personality is attractive, labors under the delusion that exaggeration is a prime requisite of good advertising. Boastful bombast and insidious reflections on competitors are out of place in any legitimate advertising campaign.

Good taste is good advertising. It gives a business publicity of the right sort. It brings good taste—the trade that is worth striving for and brings in the golden gains.

We get the price that we challenge for ourselves. The best is none too good.

HAMILTON BOARD OF TRADE.

The following officers were elected by acclamation by the Hamilton, Ont., Board of Trade on Tuesday:

President—John Bruce.
Vice-President—F. C. Fearman.
Secretary-Treasurer—Chas. Stiff.

Council—J. B. Fairgrieve, William Hendrie, James Turnbull, John Proctor, Senator A. T. Wood, George E. Bristol and W. D. Long.

Board of Arbitration—J. M. Young, R. T. Steele, George Hope and Ald. C. K. Domville.

DISTINGUISHING FEATURES

that mark the difference between the best Single Gun and others:

Semi-Hammerless.
Trigger Action (neither side nor top snap).
Automatic Ejector or Non-Ejector (at option of user).
Flush Head Locking Bolt (positive and simple).
Absolutely safe (accidental discharge impossible).
Metal Tipped Fore End.

Features that are found only in the

IVER JOHNSON

The World's Single Gun Standard of Excellence.

**Iver Johnson's Arms & Cycle Works,**

Branches—New York—99 Chambers St.
Boston—165 Washington St.
Worcester—364 Main St.

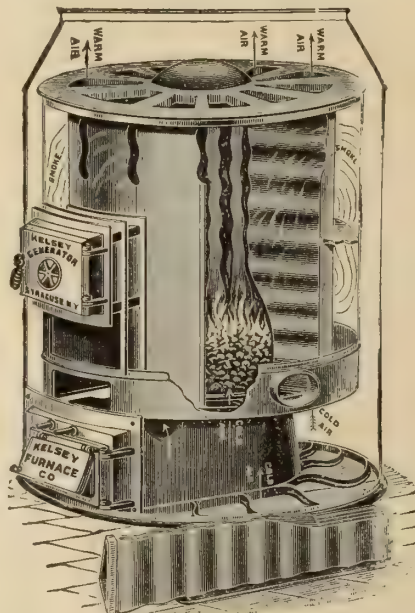
FITCHBURG, Mass.

KELSEY Corrugated Warm Air GENERATORS

(Patented)

Assure to the Users:

Most Heat with Least Fuel.
Better Quality of Air.
Good Ventilation; Cool Cellars.
Freedom from Gas and Smoke.
All Rooms Warmed at all times.

**Note Particularly**

How Fire-Pot is formed. Long Fire Travel.
Great Heating Surface. Large Air Capacity.

Over 1,600 Kelseys

IN USE in its home city, Syracuse, N.Y.

KELSEYS are especially adapted to the proper and economical warming and ventilating of schools, churches and large residences.

KELSEY printed matter tells all about them and gives interesting experiences of users.

If you visit the Pan-American look up the "Kelsey" Exhibit.

THE JAMES SMART MFG. CO., Limited, BROCKVILLE, ONT.

EXCLUSIVE MAKERS FOR CANADA.

When writing mention "Canadian Hardware and Metal."

H. S. HOWLAND, SONS & CO.

ONLY
WHOLESALE37-39 Front Street West, **Toronto.**WHOLESALE
ONLY

HARVEST TOOLS.



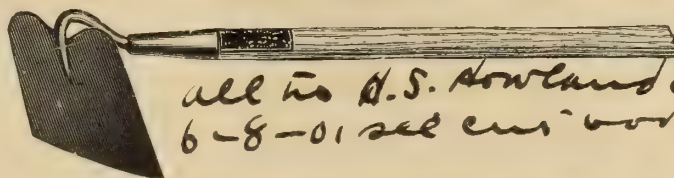
Hay Forks
Manure Forks
Spading Forks



Lawn, Grass, and Cradle Scythes.



Snaths.



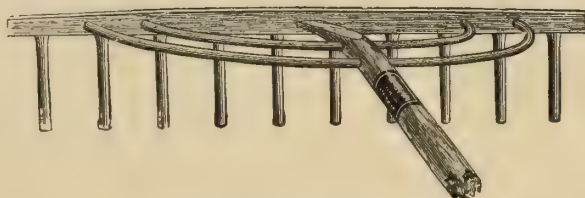
Hoes.



Ferrules.

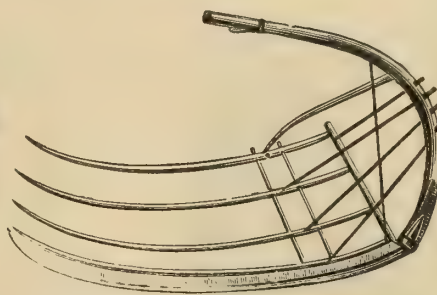


Hay Forks
Straw Forks
Barley Forks



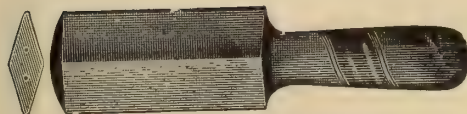
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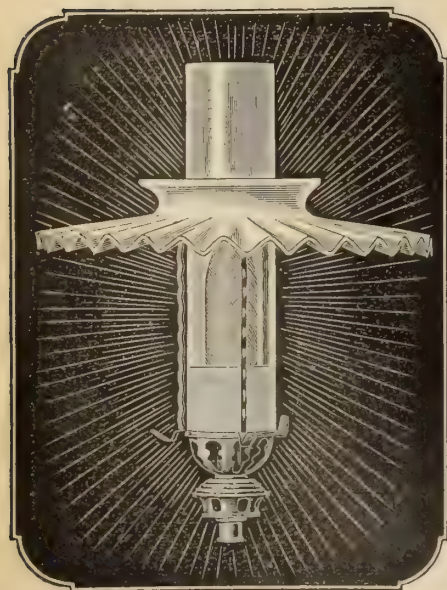
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entirely leads all others for brilliancy of light. If you get in line using our goods you will be certain to improve your trade.

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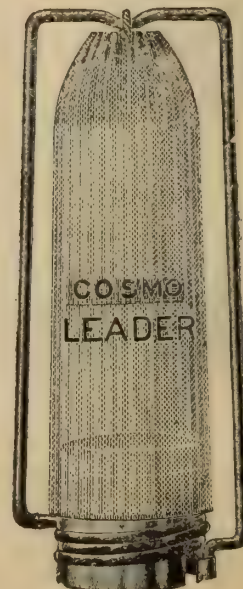
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OF CANADA.

24 Front Street West

TORONTO.



The Master Plumbers and Steamfitters of Canada

The National Association Holds its Sixth Annual Convention in Toronto—An Enthusiastic and Harmonious Gathering—Halifax the Next Place of Meeting.



TORONTO was for four days last week in possession of the master plumbers of Canada. It was the occasion of the sixth annual convention of The National Association of Master Plumbers and Steamfitters, which opened its first session on Wednesday, June

26. And while the plumbers came and saw and conquered, there is a general hope that ere long they may again grace the "Queen City" with their presence.

The press of business kept several master plumbers away, whose faces were familiar at previous National Conventions, but there were a number of new faces present, and while, during the first session, the attendance was rather slim, there was an improvement at subsequent ones and the convention was, taking it all round, the most successful in the history of the association.

Running through the business sessions and the social functions were decided evidences of harmony and enthusiasm, which must have made it evident to the most casual observer that the National Association has reached a stage when substantial development may be looked for.

The work of the convention began on Wednesday morning when the Executive Committee met to consider various matters and to prepare business for the regular meetings of the Association. The place of the convention was the large, spacious and well ventilated hall of the I.O.F., in the Temple Building, Bay street. And as the weather was decidedly hot, the fact that the local association had secured such a suitable place for the meetings was much appreciated.

The convention proper opened at 3 o'clock. "This convention was called at 2.30 p.m.," remarked President W. H. Meredith as he ascended the dais, "and it is therefore time we started."

The president's first duty was the appointment of a sergeant-at-arms, and he named Mr. George Cooper, of Toronto, for the position.

The president noticing a number of members smoking in spite of the placards pro-

hibiting the same, remarked that the members need not fear to smoke as a special dispensation had been secured to allow them to do so. "But," said he, "be moderate in all things."

Secretary Mansell—Is it a pipe-smoke test?

President Meredith—I believe it is a cigar test. (Laughter).

COMMITTEE ON CREDENTIALS.

President Meredith—It is now in order to appoint a committee on credentials, and I have much pleasure in nominating Messrs. John McKinley, Ottawa; Frank Powers, Lunenburg, N.S., and J. H. Wilson, Toronto. The delegates will now kindly come forward and inform the secretary by whose authority they are here."

During a lull in the proceedings, the president said he regretted to say that the convention would not be graced with the presence of Mr. Joseph Wright, one of the past presidents of the association. He is," he explained, "away on the Continent. He has been away six weeks and will probably be away six weeks longer. Before he left he took a note of the dates and hours of meetings. No doubt he is thinking of you now. And if he is a praying man is probably praying for the success of this convention." (Laughter).

After an absence of a few minutes the Committee on Credentials returned and Mr. John McKinley presented the report, showing the following delegates to be present:

Montreal—Thomas Moll, T. Christy, John Watson.

Toronto—H. Hogarth, W. J. McGuire, J. B. Fitzsimons.

Ottawa—F. G. Johnston, H. A. Knox.

Guelph—H. Mahoney.

Windsor—M. B. Squires.

Barrie—John N. Neelands.

Halifax—A. Fiddes and A. Purdy, Toronto.

On motion of Messrs. Hogarth and Joseph Pennington, the report was received.

This list was supplemented during the day, and among the master plumbers who were present at the convention during one or more days, were the following:

Thomas Moll,	Montreal
Ald. Lamarche,	"
Capt. Joseph A. Giroux,	"
Thomas Christie,	"
John Watson,	"
H. Hogarth,	Toronto
W. Mansell,	"
W. H. Meredith,	"
J. B. Fitzsimons,	"
K. J. Allison,	"

George Cooper,	Toronto
Alex. Fiddes,	"
J. H. Wilson,	"
R. Ross,	"
Alex. Purdy,	"
J. J. McKittridge,	"
F. G. Johnston, Ottawa.	
John McKinley,	"
H. A. Knox,	"
H. Mahoney, Guelph. Ont.	
John H. Neelands, Barrie, Ont.	
Frank Powers, Lunenburg, N.S.	
James Boxall, Lindsay, Ont.	
Adam Clark, Hamilton.	
J. Wallace,	"
A. Rogers,	"
Peter Shiells, Kincardine, Ont.	
George Ross, Brockville, Ont.	
S. King, Ingersoll, Ont.	
James Pennington, Windsor, Ont.	
W. Sievwright, Petrolia, Ont.	
James Williams, St. Thomas, Ont.	
Charles T. Bull,	"

RESOLUTION COMMITTEE.

On motion of Messrs. Pennington and Wilson, it was decided to appoint a committee on resolutions. In pursuance of this report Messrs. R. Ross, H. Hogarth, Thomas Moll and J. B. Knox were appointed by the president as a committee on resolutions.

A communication was read from The Master Plumbers' Association of Vancouver,



President McKinley, Ottawa.

B.C., showing that the Association there was stronger than ever, all but one member being affiliated with it.

The Executive Committee recommended that, in the absence of Mr. Joseph Wright,

Mr. R. Ross, Toronto, be the representative of British Columbia. This was concurred in.

RECEPTION OF THE SUPPLY MEN.

The President: I will now ask Mr. Hogarth, chairman of the Reception Committee, to introduce the representatives of the supply men.

Mr. Hogarth procured a box in which were kept the badges worn by the delegates and remarked: "I suppose, Mr. Chairman, I must bring them in in regalia."

The President: "Yes, of course." (Laughter).

The following gentlemen, representing the different supply houses, were then brought in and introduced by Mr. Hogarth:

Fred. Somerville, Ontario Lead & Wire Company;

W. C. Allen, Ontario Lead & Wire Company;

Alex. Fleming, Ontario Lead & Wire Company;

Chas. W. Chandler, Ontario Lead & Wire Company;

Chas. J. Brittain, James Morrison Brass Manufacturing Company;

E. A. Rogers, The James Robertson Company;

W. L. Helliwell, The Gurney Foundry Company;

T. B. Alcock, The Gurney Foundry Company;

E. J. Brewer, The Gurney Foundry Company;

Andrew Mann, James Robertson Company, Limited;

W. Taylor, Dominion Radiator Company, Limited.

After welcoming the representatives of the supply houses he called upon Mr. Hogarth, chairman of the local Reception Committee, who made a few remarks, speaking as follows:

"On behalf of the Reception Committee of The Toronto Master Plumbers' Association we bid you a hearty welcome on your again meeting here in convention, and as we look around the room we see a number of familiar faces of gentlemen who were present at the last convention held here, others again, who were with us then in full vigor of health have since passed away and are sadly missed.

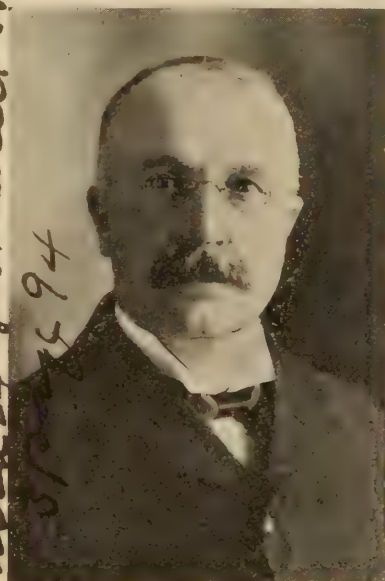
"We hope that our deliberations will be wise and just and result in the lifting up and improving of our trade relations, not only amongst ourselves, but with the manufacturers who are so closely identified with us.

"And allow me to inform you that, believing in the old maxim, that all work and no play makes Jack a dull boy, we have prepared a few social features in connection with the convention as you will see by the programme, and would earnestly request that all of you, including your good ladies and friends, will avail yourselves of it. And now, as you have business of importance to

transact I will not take up any more of your time but again wish you a pleasant meeting and safe return to your respective homes."

President Meredith called on Mr. Frank Powers, of Lunenburg, N.S., for a few remarks.

Mr. Powers said he was quite taken by surprise. "I am, however, very much pleased to be with you. It is the first time I have ever been in your city, but I see an occasional face among the supply men that gets down my way. I am well pleased with everything I have seen and with everyone I have met in your city. I am not able to make a speech and I think, therefore, you have called upon the wrong man. But this reminds me of a story. An Irishman named Pat, had given notice to the hotel clerk to have him called at a certain hour. During the night someone got in Pat's room and blackened his face while he slept. When Pat was called in



Vice-President Powers, Lunenburg, N.S.

the morning and looked in the mirror, he exclaimed with a tone of surprise, 'Sure, and I think you have called the wrong man.' " (Laughter).

President Meredith: Mr. James Wilson, of The Toronto Association has now something to say to us.

Mr. Wilson spoke briefly, as follows: "At this, the sixth annual convention of The National Master Plumbers' Association and as President of The Toronto Master Plumbers, it gives me much pleasure to welcome you, gentlemen, members of our association, coming from all over the Dominion with the object of promoting the interests of our association as well as that of the general public. It will be our duty and pleasure while you are with us here to make your stay interesting and beneficial as possible.

"I have no doubt there will be many matters of interest brought up and discussed at this convention which will require your most

serious consideration and I trust that all our deliberations will be brought to a completion in such a matter as will further the best interests of our future welfare as an association.

"I will not trespass further on your time but conclude with again hoping that you will all have a pleasant time while in our city."

Mr. John Watson, Montreal, on being called upon by the president, declared he would only be too happy to make a speech provided he could do so, but in well chosen words he expressed his pleasure at being present at the convention and to meet with the members of the association, the faces of many of whom were quite familiar to him.

"Now," said the president, "we would like to hear from some of the supply men."

Mr. W. C. Allen, of The Ontario Lead & Wire Company, was the first to speak for the supply men, who jocularly remarked that sometimes it was not well to say too much. His line of thought was the necessity of such organizations as that of the Master Plumbers. He cited Windsor, Ont., as an example and only wished he could say the same thing for London.

Mr. Chas. J. Brittain was glad the supply men had been called in, for he thought it was well that if there were any grievances they should be ventilated.

Mr. F. B. Alcock, secretary of The Gurney Foundry Company, Limited, extended a hearty welcome to the Queen City and stated personally he would be glad to do all he could to make the stay of the delegates pleasant.

Mr. E. A. Rogers, of The James Morrison Co., also expressed words of welcome and invited the delegates to visit the sample rooms of his firm.

"I hope," said Mr. Fred. Somerville, of The Ontario Lead & Wire Co., "that the business you have got to do will be beneficial to your association and you can count on our hearty co-operation.

Mr. W. Helliwell, of The Gurney Foundry Co., who believed he was the youngest representative of the supply trade present, declared that while he appreciated being called upon for a speech, he thought Mr. Alcott had said all that was necessary to be said on behalf of his firm.

Mr. Alex. Fleming, of The Ontario Lead & Wire Co., also declared that he thought enough had already been heard from his firm.

Mr. E. J. Brewer, of The Gurney Foundry Co., expressed his sympathy with the objects of The Master Plumbers' Association.

President Meredith, addressing the supply men, said: "We are glad to see you here. We are not here in our interest alone; we are here in your interest as well. Yes; and in your interest more than our own. If the master plumber gets more for his work he

can afford to pay you better prices and to pay you more promptly. (Hear, hear). Our interests are mutual. The mistakes you have made are not of the heart: they are of the head. Get your heads right. (Laughter). I thank you, gentlemen, for your kind words of greeting."

Secretary Mansell: "I can only thank the supply men for their friendly feeling towards our association. I do not think the relations between the supply men and the master plumbers have ever been as friendly as during the past year. (Applause). And our grievances have been few and far between."

Mr. H. A. Knox, secretary of The Ottawa Association of Master Plumbers, considered that it was essential that the plumbers and supply men should meet together occasionally.

President Meredith: "And now, we would like to hear Mr. Thomas Moll, of Montreal, address us in French."

Mr. Moll declared that as he could not make a good speech even in French he would speak a few words in English and prove by that how unfitted he was to make a speech of any kind. One thing that impressed him was the good feeling that existed among the master plumbers in Toronto. He was glad to see it and hoped the good work would go on.

Vice-President McKinley said it was the sixth annual event of the kind in which he had participated, and he hoped the deliberations of the present convention would be profitable to master plumbers and supply men alike.

Mr. Joseph Pennington, Windsor, Ont., vice-president for Ontario, expressed the opinion that the representatives of the supply houses could do a great deal while on their travels throughout the country if they would endeavor to induce master plumbers to take greater interest in the association.

Mr. A. Fiddes, of Toronto, one of the first treasurers of The National Association, uttered words of welcome and hoped all would have a good time.

Mr. J. J. McKittrick, of The Toronto Association, estimated that there were 150 plumbers in Toronto. If all these were members of the local association he felt there were many evils now existing that might be remedied. He thought The National Association might spend some of its energy in that direction. The supply men and the master plumbers might, he thought, with mutual advantage, meet and consider ways and means of helping each other. He referred to the importance of sanitary science and held the association would be doing a great deal of good along that line by drawing up a by-law that might be a guide for the different municipalities throughout the country. "As a member of the local association, and as a young member, I am enthusiastic and am willing to do all I can to further the interests of the association," he concluded amid applause.

WELCOME FROM THE CITY.

Aldermen E. S. Cox and Loudon, of the Reception Committee of the Toronto City Council were introduced.

Ald. Cox, on behalf of the City Council, extended a hearty welcome to the delegates and referred in sympathetic words to the good work that had been done by the master plumbers along the lines of sanitary plumbing.

Ald. Loudon, after expressing hope that the deliberations of the association would be advantageous to the plumbing trade, said he had much pleasure on behalf of the mayor and corporation, of extending the freedom of the city to the delegates. (Applause).

President Meredith: "We thank you for your words of welcome and particularly for the freedom of the city which you have given us." Then addressing himself to the delegates, he jocularly remarked: "I may tell you, gentlemen, we have a curfew bell



Secretary Knox, Ottawa.

in Toronto. It is rung every night at nine o'clock, and unless you possess the freedom of the city you are liable to be run in if found on the streets after that hour." (Laughter).

THE OTTAWA ASSOCIATION.

H. A. Knox, secretary of the Ottawa Association, wrote, reporting the payment of a per capita tax for twelve members, being an increase of one over the previous year. "Our branch," said the report, "has been very busy during the year. The work and its results proved the necessity of the benefits of the co-operation of the individual plumbers."

GOOD WISHES FROM MR. WIGGS.

The following telegram was read from Mr. W. H. Wiggs, of The Mechanics Supply Company, Quebec: "May the deliberations of your convention now in session result in greater benefactions both to the

general public and to the members of your honorable craft. With the kindest remembrances."

REPORT OF APPRENTICESHIP COMMITTEE.

Your Apprenticeship Committee beg to report on some of the evils regarding apprentices:

We are obliged to engage boys when trade is good only to discharge them when the rush is over. In most cases, the boy, the employer, and the public suffer, but why should this be so when we have the remedy within ourselves, and that is by selecting boys of good habits and insist on them serving a full apprenticeship of three years, commencing on his first year as an assistant, before entering on his apprentice terms. After he has so served his full time he would go on as an improver for one year. We feel confident that the apprentice would be greatly benefited by such conditions, and each master plumber would feel proud to issue a certificate of competence and honesty to such as would merit the same. All respectfully submitted.

F. G. JOHNSON,

H. A. KNOX,

J. HIGMAN,

E. B. BUTTERWORTH.

LEGISLATIVE COMMITTEE'S REPORT.

Your Legislative Committee regret that they cannot report much progress in the way of actual legislation, neither the Dominion or Provincial Parliaments having a direct bearing on the practice of our art, but the year just closed has not been altogether barren of results. Several of our cities and towns have introduced new or revised existing plumbing laws, and the trend of public opinion is towards legislation of this kind. We are of the opinion that as our part of the general health law, there should be on the statute books of the Dominion a law dealing with the general and basic principles of modern plumbing, leaving to the different Provinces and municipalities the working out of details in a manner suitable to special requirements of the different localities. There is as much reason and necessity of a law for the preventing of contaminations of the air of our dwellings as there is for a law to prevent the adulteration and contaminations of food. The people take into their system a greater quantity of air by actual weight than by food, either liquid or solid, then why should not our legislators, as far as in them lies, do what they can to insure purity? A law covering such questions as public and private sewerage, specifying briefly certain principles as to practice, and prohibiting the employment of certain materials, such, for instance, as wooden drains. Questions of ventilation and light, questions of the number of feet space of air per inmate in dwellings, and so on, should not be left as at present to the caprice of the ignorant or avaricious. A special committee might be appointed to outline the proposed scheme. This should be forwarded to the Parliament, backed by a petition, which, if taken in charge by the members of our association throughout the Dominion, will certainly be signed by a large number of influential citizens. Such a scheme and petition placed in the hands of so capable a legislator as Dr. Roddick, who has interested himself actively in Parliament in such matters, and who fully understands the importance of them, could not fail in the results productive of general good to the inhabitants of the Dominion, but public opinion must first be formed, and your committee feel, that largely owing to the efforts

of our association, there has been a great change in public opinion in these matters since the formation of our association. The public is a large mass to leaven, and in all matters affecting long established customs and practice; very conservative, but the influence of our association and kindred bodies is leavening the mass slowly but surely. Let anyone connected with the plumbing business look back and consider the methods and they will be astonished with the change. The whole respectfully submitted.

J. W. HARRIS.

Chairman of the Legislative Committee.
Montreal, June, 1901.

MORE SUPPLY MEN.

The sergeant-at-arms announced that still another deputation from The Wholesale Supply Association were without. Soon it was within. It comprised Messrs. A. A. McMichael, of The James Robertson Company, chairman; H. W. Anthes, of The Toronto Foundry Company, vice-chairman, and Adam Taylor, of The Dominion Radiator Company. All, of course, were compelled to make speeches.

"I have very much pleasure in welcoming you," said Mr. McMichael, "and I trust that while here you will have a good and profitable time. I am glad," he added, in a quiet insinuating tone, "that you have no grievances with the supply men." (Laughter).

Mr. Anthes expressed regret that the attendance was not larger. "But," he added, "you are a good crowd and I hope you will have a good time." (Applause).

Mr. Taylor expressed the hope that the association would become even stronger and more influential than ever.

PRESIDENT MEREDITH'S REPORT.

Another year has come and gone since we and the time has again arrived when you met in convention in the city of Montreal, ask of your officers an account of their stewardship during the intervening time. While we cannot claim any great thing accomplished we are glad to be able to report the existence of a good feeling between the manufacturers, jobbers and ourselves. There is yet great room for improvement along this line; these gentlemen have not yet grasped the idea of the aims and objects of our association, and we believe it is the vague or mistaken idea that they have of us that causes any friction that may, from time to time, exist. Let us be generous enough to grant that any wrongs that have been done are rather of the head than the heart. I venture to make this assertion that if we only had more unity amongst ourselves, more confidence in each other, if we more thoroughly understood our own purpose, that we would command greater respect and greater attention from the manufacturers and jobbers. It appears to me that it would be in their interest as well as our own for us to have a good strong association.

One of the greatest evils of our calling to-day is the over-keen desire to underbid each other in soliciting custom.

We have been in the habit in the past of blaming the manufacturers and jobbers for our not accomplishing greater success. Let us change our view and turn the searchlight rather upon ourselves and see if the

greater defects are not there. Do we not find to-day rather more difficulty to persuade master plumbers outside our association to join us than to get the supply houses to concede to our requests? These are problems to my mind we should try to solve. The man among us who can solve them will do more good in six months than we have done in that many years. I am not a pessimist by any means, rather of the optimistic class, rather look for the silver lining on the other side of the clouds than *ts on the sun*, but I do believe that unless this matter is overcome that the future of our association is not of the brightest.

Just along this line let me point out one great need we feel, that is systematic organization, and I fear the only remedy for this is the securing of a secretary who will receive such a remuneration for his services that he can devote his time to organizing. How we can best provide the funds is the question. I very much regret having to report so little done along this line during the past year. In accepting office at your hands last year it was my intention to devote my time to this branch of our work, but circumstances over which I had no con-



Treasurer Lamarche, Montreal.

trol prevented my making a success of it. Unofficially I have visited a few of our western towns.

I must not weary you by too lengthily a report, but before I close let me bid you a hearty welcome to this, our sixth annual convention. While we look forward to these annual reunions with a great deal of pleasure in the anticipation of renewing old acquaintanceship, still, if this is all our meetings are for we certainly meet in vain. I take it that the main object of our assembling ourselves together in these annual sessions is to exchange thoughts and ideas along the line of the most up-to-date and scientific sanitation; to elevate our profession in our own minds, knowing that our customers will not have any higher opinion of us and our business than we have ourselves. Let us educate our members to rather endeavor to do first-class work at a fair price than to contract at such a price that scamp work is the result.

I trust when this convention adjourns and we each assume the duties of our business again, we shall feel that we have been greatly benefited by the ideas advanced.

I thank you, gentlemen, for the honor you did me a year ago in electing me your

President, and while I have not accomplished all that I would have liked, I have done what I could.

W. H. MEREDITH,

VICE-PRESIDENT MCKINLEY'S REPORT.

Vice-President John McKinley reported as follows:

I have the honor to submit the following report as Vice-President of The National Association of Master Plumbers.

It affords me great pleasure to meet with you again and I regret that I am unable to report any great work having been accomplished, but I trust that in my humble sphere I have done some little good for our association. My duties have been very light, the reason for this being the great distance that separates me from the rest of your executive.

I am happy to say that in our local association the best of feeling exists, and that all are busy.

I regret to have to report that a great number of the supply houses are not living up to their agreement with us and I think that some action should be taken at this convention to protect our interests.

Another matter which I wish to draw your attention to, is the impossibility of getting the city councils of Ontario to frame proper plumbing and sanitary by-laws, owing to the defective law of the Province. I would suggest that a committee be formed in each Province to see that proper legislation is passed to protect our calling, as at present anyone can engage in plumbing work.

A practical plumber, one who is concerned about elevating his profession, finds it exceedingly difficult in cities where no such by-laws exist, to compete with the tin-smith and hardware men. He not only has this kind of competition, but he has also to deal with a class of people that have never given the sanitary question a thought. A system of laws emanating from the Legislatures and applying to all localities would obviate all such trouble and secure for the plumber a protection which he has not at present. Until this is accomplished the practical plumber with all his skill and ability must suffer.

JOHN MCKINLEY.

Ottawa, June 25, 1901.

REPORT FOR NEW BRUNSWICK AND NOVA SCOTIA.

In accordance with the usual custom, I respectfully submit my report, as vice-president for Nova Scotia and New Brunswick, for the year ending June 26, 1901:

The past year, taken as a whole, has been a very prosperous one for the plumbing fraternity in the Maritime Provinces, and the trade outlook at the present time is very promising.

I am happy to state that the strike of the Halifax journeymen plumbers, mentioned in my report of 1900, has been arranged to the satisfaction of all concerned.

Several complaints have been made against the supply houses for selling to consumers, contrary to the regulations of our association, and I am sorry to say that in every instance, the complaints were founded upon facts. In view of the above I would suggest that the association take the matter up at the present session, and devise ways and means for dealing promptly with cases of this kind, and as a means to this end I would advise the forming of Provincial associations as recommended by ex-Presi-

dent Smith, in whose hands the matter was left for report at our last annual meeting.

The formation of Provincial Associations will be of service in three ways:—

First—In the benefits which would accrue to The National Association by the increased membership;

Second—In the benefits to the country plumber-himself, enabling him to become a member and attend the quarterly meetings; and

Third—and securing increased sanitary legislation, which is needed in the country towns as well as in the great cities.

Most large cities have their own local rules and laws which regulate all work done within their jurisdiction, but, when the city plumber goes to the country to do a job he is very apt to leave this rule behind; thus causing loss to the customers and discredit to the fraternity generally.

In the matter of organization, I have found some trifling jealousy existing between the city and country master plumbers, and I am satisfied that the forming of Provincial Associations will help to allay all existing irritation, and all become interested on one common platform.

I submit, herewith, for your consideration, copies of the Plumbers' Estimate Books, which I trust will be to your satisfaction.

The Halifax Association is in a prosperous condition, but, unfortunately, the secreta Mr. J. G. Crump (of Crump & Perrier), one of the leading spirits, has been ill for some time, and most of the master plumbers being busy at this time of the year, the business of the association has lagged a trifle. And if we have not a large delegation from Nova Scotia, I can assure you that we have their best wishes and they are with us to a man.

On my visits to St. John, N.B., I was kindly received by the plumbing fraternity, and although interest in the association's affairs has lagged somewhat during the past two years, I have great hopes of the St. John Association renewing its old-time vigor, and sending a large delegation to our next annual meeting. The plumbers in New Brunswick (outside of St. John), are anxious to connect themselves with us, but are not strong enough at any one point to form a local association; hence the need of a Provincial Association in New Brunswick.

I have not been able to visit the eastern part of Nova Scotia during the year, but have had some correspondence with plumbers in that section, and we may expect a local association in Sydney at an early date.

FRANK POWERS,

Vice-President N. B. and N. S.

SECRETARY'S REPORT.

I beg herewith to present my report as secretary for the year ending June 27, 1901, and must apologize for its brevity and for which an explanation is necessary.

Upon assuming the office of secretary for the year 1898, I did so with the determination to do as well in that capacity as the former secretary, T. W. Hughes, who so cheerfully devoted so much of his time to the arduous duties of that year. To not be behind my honored friend I spared neither time nor energy in my endeavors, and at the end of that year closed up my book with a clear conscience, only to find myself selected as secretary pro-tem, until the newly elected President, W. Smith, of London, could get my successor in office appointed in that city in the bush. But

I was destined to fill the position for another year as acting secretary, much against the grain, and did so with a poor grace, but faithfully under the adverse circumstances, the secretary pro-tem living in Toronto, and the president in London.

At the Ottawa convention in 1899, P. C. Ogilvie, of Montreal, was elected to the office, which he successfully filled.

At the termination of his year your humble servant was extremely surprised and dumfounded by being elected to the office again. This I considered was imposing too much on one who had done faithful work in office, and without complaint, but gentlemen, to have it rubbed in is more than some can stand, and the result has been lack of interest and a low pressure of energy and ambition. I am extremely sorry to have to embody this in my report and do hope you will be guarded in the future of spoiling the good work by expecting anyone to continue an office and perform the duties of secretary from year to year.

I am glad to be able to report that good news has been received from the Atlantic and Pacific Coasts, and also from the interior, that our association locals are in such flourishing condition. We hear from some



W. Mansell, Vice-President for Ontario.

localities that some members are delinquent, but many localities speak highly of their thorough organizations, and the personal benefits derived by being connected with our Master Plumbers' Association.

Wherever dissatisfaction exists, the cause of such is traced to the small and suspicious nature, unsociability and narrow-mindedness of some, who in their ignorance cannot practice the golden rule of doing to others as they would be done by, but continue others at all times and expect others to give away to their demands. This is a serious point and a great hindrance to the success of our national and local associations. I am also glad to report to this meeting the friendly feeling at present existing between the master plumbers and the supply houses and manufacturers throughout the Dominion. Only one direct complaint has been received for the consideration of the sub-executive, and that from a non-member in Manitoba. This is gratifying to report when you consider the competition for trade, the ambition to extend their connections and to increase their yearly business. It shows that our friends, the manufacturers and jobbers, are doing, as far as possible, their business in a man-

ner that is satisfactory to our wishes. In closing this report I beg to remind the delegates to consider well the report of W. Smith, our ex-President, on the proposal for Provincial Associations. That, in my mind, is a problem to the success of our national association in this respect. Within the Province of Ontario there are scores of small towns where one or two master plumbers are in business, far distant from any local association, who could be induced to connect themselves with a Provincial Association at a small yearly fee, and know they had the united friendship and assistance of their colleagues throughout the land.

The following are the names and places of meetings of local associations of master plumbers:

Halifax	21	members.
Sydney, C.B.	12	"
St. John		"
Fredericton		"
Quebec		"
Montreal	34	"
Ottawa	12	"
Kingston		"
Toronto	23	"
Hamilton	12	"
St. Catharines		"
Windsor	9	"
London		"
St. Thomas	2	"
Guelph, in affiliation with Toronto	1	"
Sarnia, in affiliation with Windsor		"
Chatham, in affiliation with Windsor		"
Winnipeg	8	"
Vancouver	11	"
Barrie, in affiliation with General	1	"

Respectfully submitted,

W. L. MANSELL.

Toronto, June 27, 1901.

REPORT FOR ONTARIO.

In a few brief words I beg to submit, as Vice-President of Ontario, my annual report respecting the affairs of The National Plumbers' Association in this Province during my term of office. Personally, I found it difficult and not at all practical to visit the various cities and towns in Ontario, both those which have a branch of this association and those which have no. To advance the interest of the craft I have written to a number of the cities and towns, and the replies received have not been very favorable, for various reasons. A letter from the Windsor association might be favorably looked upon in that it is suggested the work might be divided into districts of, say, four or six cities and towns, would probably interest the present membership, and they in turn may induce non-members to join our association, and this would be a smaller field for officers and may be more practical for them to work up an interest in the affairs relating to the association in general. The discontinuance of the bulletin, to my mind, was not to the interests of the association. Probably from a financial standpoint this could not be avoided. Would it not be possible to charge, say, \$1 per year per member? This revenue, with reasonable charges for advertising space, would, I think, make the bulletin a financial as well as an interesting success to the members. I would suggest to your honorable body, the co-operation of the manufacturers and jobbers, through their agents, in their travels throughout our country, fortified with literature furnished by the association,

inviting all non-members to join the association, to better the standard of plumbing throughout this country. Would it not be a better idea to suggest a standard specification to be adopted by the Federal Government for use throughout Canada?

In conclusion, I may state that the association in Windsor is flourishing, perhaps not all that one expects in a financial standpoint, but every member takes an interest in the welfare, not only of Windsor, but of the National Association, and it would be well if some of your cities and

association, any member of the trade who presented himself at the convention and paid the per capita tax would have a voice in the proceedings."

The convention adjourned shortly after six o'clock.

EVENING SESSION.

The attendance showed a large increase over the morning session, the seats on either side of the hall being fairly well filled. President Meredith was in the chair.

REPORT ON RESOLUTIONS.

The report of the Resolution Committee was presented by Mr. H. A. Knox and induced quite a little discussion.

The report recommended that the question of appointing a permanent secretary be referred to a select committee. The report of Vice-President McKinley, recommending that certain grievances be referred to a select committee was concurred in. It also supported his recommendation regarding Provincial Associations and sanitary laws. Secretary Mansell's report came in for warm eulogium. The report of the Vice-President of Nova Scotia was recommended for adoption, and coupled with the recommendation was an expression of regret at the illness of T. P. Cramp. It was suggested that the recommendation regarding Provincial Associations should be referred to a select committee. The report of the Committee on Legislation was recommended for acceptance. The report of the Vice-President for Ontario, Mr. Pennington, was also recommended for consideration for a select committee. The report of the Apprenticeship Committee was referred to as follows:

This committee is of the opinion that five years is the least term that an apprentice should serve before being recognized by the National Association of Master Plumbers as a journeyman, and that all present and future apprentices shall have at their maturity a certificate of the National Association of Master Plumbers from their employer as a proof of their ability; and that the matter of their wages be referred to the local associations for adjustment.

The report was received and then discussed. The discussion largely centred around the apprenticeship question.

THE APPRENTICESHIP QUESTION.

Ms. Ross explained that in Toronto before an apprentice could secure employment with another master he had to present a certificate from his former employer. "We have never," he said, "had any trouble over the matter. Five years is the term."

In reply to a question from Mr. Powers, Mr. Ross said: "If I went out of business I would try to get an apprentice a position and would also give him a certificate showing the time he had served."

Doubt being expressed by some of the members as to the number of years an apprentice should serve, it was explained by Mr. Knox that it was the intention of the committee that he should serve five years.

Mr. J. B. Fitzsimons thought that in order that the principles of the report be carried out it would be necessary to have

a uniform rate of wages. If there was not a uniform rate of wages, apprentices would naturally be inclined to seek employment in the shops where the best wages were paid.

Mr. McKinley said the trouble with Mr. Fitzsimons' suggestion was that it would not be practical to fix a rate of wages for apprentices that would be uniform the Dominion over, as the conditions in all towns were not the same.

Mr. Fitzsimons: "I do not mean that a uniform rate should be fixed for the Dominion. What I meant was it should be for certain districts."

Mr. McKinley: "If you want to fix the rate of wages leave it to the local associations, and embody such a recommendation in the report."

Secretary Mansell: "As I understand it, by this report, a boy leaving one place and seeking employment in another must show a certificate before he can be employed. In our last agreement with the employes this matter of apprentices' wages was fixed."

Mr. Neelands declared that it was not likely one master plumber would employ a boy who, on leaving another shop could not get a certificate.

President Meredith: "This is a large question and it is almost impossible to go into it fully. You can only take the spirit of it; you cannot go into the letter of it."

The report was finally adopted.

SANITARY LAWS.

A member asked if it was proposed to do anything in regard to sanitary laws as referred to in Vice-President McKinley's report?

Mr. McKinley said the question of proper sanitary laws was an important one. At present the laws were deficient. In Ottawa,



J. H. Wilson, President of the Toronto Association.

towns could show as good a record as the Windsor branch can. Every man in good standing for five years past, and every master plumber in the city is a member of the association. I desire to thank the members for the honor conferred upon me in selecting me as Vice-President for Ontario for the past term, and I remain,

JAMES PENNINGTON.

President Meredith: "Now, gentlemen, you have heard the different reports. What is your pleasure in regard to them?"

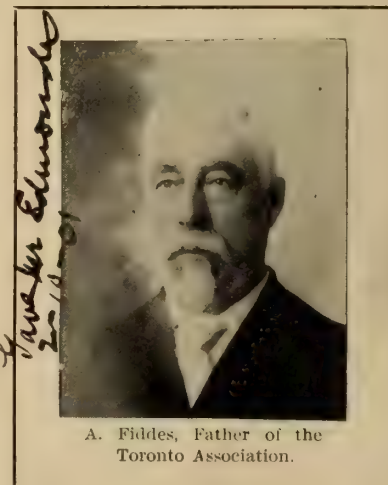
On motion, the different reports were referred to the Committee on Resolutions.

At the convention held in Ottawa in 1899, the retiring president of that year, Mr. W. Smith, London, Ont., introduced the subject of the formation of Provincial Associations, but action was deferred. At the Montreal convention last year, Mr. Smith was not present and a resolution was adopted again deferring the question in the hope that Mr. Smith would take the matter up. At this year's convention Mr. Smith was again absent, but he wrote at some length regarding the subject and regretted his inability to be present. After the letter had been read, these were appointed a committee to consider the question:

F. Powers (convener); Joseph Pennington, F. G. Johnston, John Watson, W. Mansell and John McKinley, with power to add to their number, which was hardly necessary seeing they had Mr. Powers as convener.

A WISE INNOVATION.

President Meredith: "In order to get a strong convention here we have sent out notices to the plumbers in the various towns and cities throughout the Dominion, stating that, if they were without a local



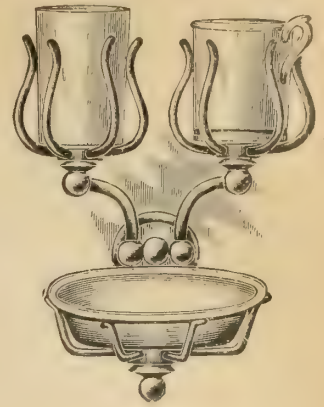
A. Fiddes, Father of the Toronto Association.

for instance, a committee had been appointed by the city council to prepare a plumbing by-law. This committee was composed of City Engineer Galt, Architect Harwood and himself (McKinley). They had taken a great deal of pains in the preparation of the by-law. But when it came before the council for acceptance the city solicitor declared it unconstitutional, hold-

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You should test all your plumbing.

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Let us send you booklet on "How to Test Plumbing."

If your customers knew you tested your work they would think better of it.

*all the James Morrison Brass Mfg Co
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PLATE 7 E.

Our _____

"Low Downs"

with our Improved Patent Valve, Noiseless Ball Cock, and woodwork the best, are up-to-date Sanitary outfits.

ASK FOR

The "Elgin" Syphon Wash Down.

The "Simplex" Syphon—Jet Low Down.

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THEY ARE THE LATEST IMPROVED.

Solid Porcelain and Enamelled
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The _____
James Morrison Brass Mfg. Co., Limited, Toronto

ing that the municipality had not the power to issue licenses to plumbers.

Mr. Powers said the question was one that required a great deal of consideration. He suggested, therefore, that a committee consisting of three from each Province should be appointed to consider the question and try and induce their respective legislators to enact laws empowering municipalities to pass the desired sanitary laws. He moved a motion to that effect.

Mr. F. G. Johnston declared that although it was a matter that would cost money an effort should be made to secure power from the House of Commons.

Mr. McKinley: "I think the matter should be dealt with by each Province for the simple reason that the requirements of all Provinces are not the same."

Mr. J. Pennington: "If you are going to form Provincial Associations, why not leave the matter with them?"

Mr. John Watson pointed out that the Montreal City Council had but recently passed a by-law licensing plumbers, but it had only been able to do so after the city had received a charter from the Provincial Legislature.

Mr. Wilson also favored the matter being left to the Provincial Associations should they be formed.

After some further discussion the motion of Mr. Powers' was adopted.

PERMANENT SECRETARYSHIP.

On the question of a permanent secretary being brought up, President Meredith declared that it was not a new thing. It had been talked about at every convention and yet nothing practical had been done. "I may say," he continued, "that it is a mistake to change the secretary from year to year, but a secretary appointed from the ranks of the trade cannot be expected to pay that attention to the office which it deserves." He thought that possibly someone could be appointed, who, for a fair remuneration, would give the office part of his time.

Mr. J. Pennington: "Would a paid secretary look after the affairs of the Provincial Associations as well as those of the National Association, if we appointed him? I think we should have a practical plumber occupying the position. He would be able to go into each town and talk intelligently to plumbers of the advantages of the association. His duty should be to organize."

Mr. Powers: "I have given the matter some thought, and in my opinion, we should, to-night, appoint a committee to consider the question of a paid secretary, and report to-morrow as to cost, etc. I would, therefore, move that a committee of three be appointed to report not later than 11 o'clock to-morrow."

Mr. Neelands approved of Mr. Powers' motion by seconding it.

Mr. Watson ventured the opinion that the

work of organization should be left with the Provincial Associations.

Mr. Pennington said that in the way of organization more could be done by an outside than by a local man. When Mr. Smith visited Windsor we had not the slightest idea of forming an association," declared Mr. Pennington, "but within an hour after his arrival we had one formed. I think we should have a practical man who can go on the ground and talk business." Before taking his seat, he seconded Mr. Powers' motion, which was then carried.

President Meredith: "I will name as the committee, Messrs. K. J. Allison, J. B. Fitzsimons and Mahoney."

The convention adjourned at 10.40 p.m. And as soon as the door was opened in walked Mr. A. A. McMichael, H. W. Anthes and other members of the supply trade. Mr. McMichael, amid much applause, ascended the chairman's dais and in a witty speech reprimanded the delegates for sitting so late, particularly as the supply men were desirous of entertaining them.

THURSDAY'S PROCEEDINGS.

The convention opened on Thursday morning shortly before 10 o'clock with President Meredith in the chair. Among the new arrivals present were: Ald. Lamarche and Capt. Giroux, of Montreal, and warmly were they welcomed.

"I think," remarked the president, "that we should have a few words from our old friend, Ald. Lamarche, of Montreal." The applause which greeted the proposal showed how popular it was.

ALD. LAMARCHE ON MONTREAL'S PLUMBING BY-LAW.

Ald. Lamarche: "It affords me a great deal of pleasure to come to Toronto, and I am glad to have the opportunity of telling you that we have been doing something in Montreal in the way of trying to improve the trade. After two years of hard work we have at last got a plumbing by-law, which I really consider, although I do not know whether it is pride for me to say so, a model by-law. This by-law will insure good plumbing and protection to the lives of our citizens. For instance, we have one clause which says that no person, firm or corporation shall engage in the plumbing work unless such person, firm or corporation has received a qualifying certificate. We have in Montreal a business tax, and at one time it was a question whether or not whether we could levy a license to plumbers besides. There is now no danger of plumbing work being done by shoemakers if the inspectors do their duty." (Laughter.)

He explained that the examining board consisted of a sanitary engineer, a master plumber of 12 years' experience. These examiners will hold office for two years and will be paid for their services.

He said there was a clause which provided that master plumbers must be practical men. "This does not, however," he

explained, "mean that we want to restrain capitalists from investing their money in firms engaged in the plumbing business. Such men have only to get as partners those who are practical plumbers. Another clause in the by-law makes the master plumber responsible for the acts of his agents, and it is therefore possible to take his license away from him should any of his agents violate the by-law. We endeavored to have embodied in the by-law a clause providing that none but heavy cast-iron pipe should be used in drains, but did not succeed. In Montreal we have suburbs lately annexed in which there are a number of poor people whose houses are small. It was held, therefore, that the proposed clause would be unfair to them, those who so held forgetting that the object of such a by-law was the protection of the health of the poor people. The rich people have the means to protect themselves. Those opposed to the clause wanted tile drains, and we compromised the matter by allowing the use of tile drains provided they were embedded in four inches of cement. I believe this method will be as expensive as if cast-iron pipe was used." The proper ventilation of vents was also provided for in the by-law.

"The Montreal delegation," continued Mr. Lamarche, "is not as numerous as we would have wished. But circumstances over which they had no control prevented many of our people from coming up. The dangerous illness of his son, prevented Mr. Sadler, our president, from being present; and press of business kept Messrs. Harris and Thibault away. They all desired us to convey to you their good will." (Applause.)

President Meredith: "We are more pleased to hear such words fall from the lips of Ald. Lamarche than he is even to utter them. We look upon him as being one of the fathers of our organization."

"I have here," said the president, "a telegram from the Halifax Association announcing that they have 21 members. Not so bad for Halifax. What say you?" And the applause which greeted the announcement showed what the delegates thought.

Messrs. W. Sievwright, Petrolia; James Williams, St. Thomas, and Chas. T. Ball, St. Thomas, were introduced as visitors, and President Meredith announced that Mr. Sievwright wanted to affiliate with the plumbers in some other Western Ontario town in the formation of an association. His preference was for Sarnia. At a later stage in the meeting, Mr. Boxall, of Lindsay, Ont., was also introduced.

Mr. Frank Powers, on behalf of the committee appointed to consider the question of Provincial Associations, submitted a draft constitution, but after a few clauses had been read and adopted, further consideration of the matter was deferred until the following morning.

Ald. Lamarche, at the request of Presi-

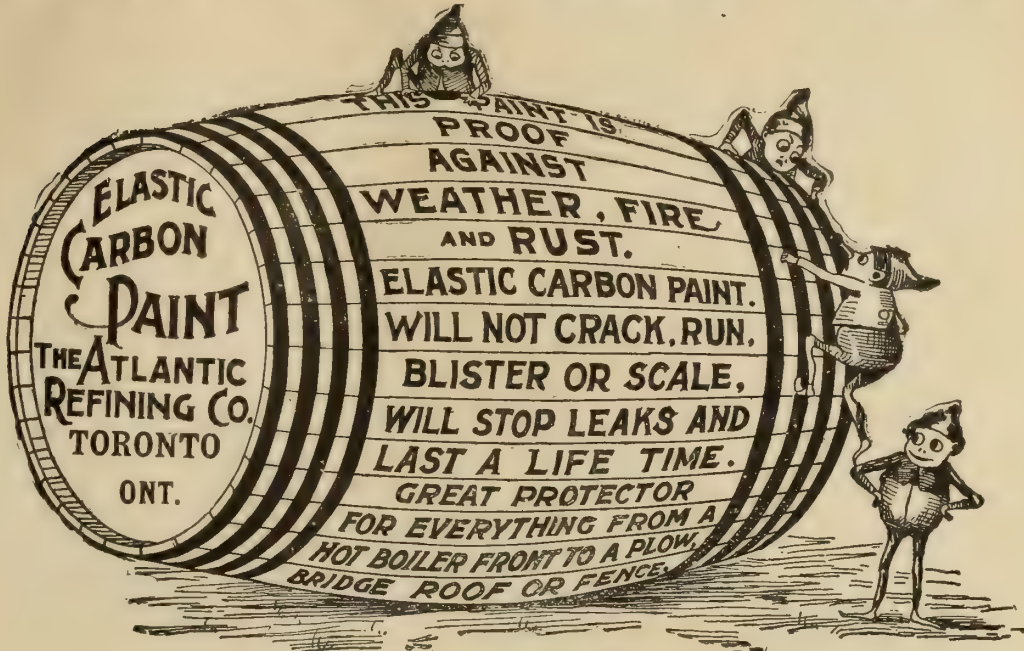


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ELASTIC CARBON PAINT.

A
big
thing.



Look
into
it.

This is what they say of it:—

Copy of letter from A. A. Hunt, dealer in Hardware, Tinware, Mining Supplies and Furniture:

WABIGOON, ONT., JUNE 24, 1901

Messrs. THE ATLANTIC REFINING CO., Toronto, Ont.

Gentlemen,—The barrel of Elastic Carbon Paint received some time ago, and have been testing it since. Am more than pleased regarding its remarkable qualities. Will cite one case.

Some two years ago I put a flat tin roof on a hotel. Owing to weight, the building sank in the centre, buckling the tin, and leaving a depression in the roof, where the water lay the whole year round. The tin naturally rusted, and the whole roof leaked very badly, so much so, that it was considered a new roof would have to be put on, as the old one could not be raised. However, I requested to be allowed to try your paint, and going on the roof, put heavy cotton on the worst places, and gave the whole thing two good coats of E. C. Paint. This was done about two months ago. We have had some very heavy rains since, and that roof has not leaked a drop.

I consider it wonderful, and can assure you it was a most agreeable surprise to me to find that the roof did not leak.

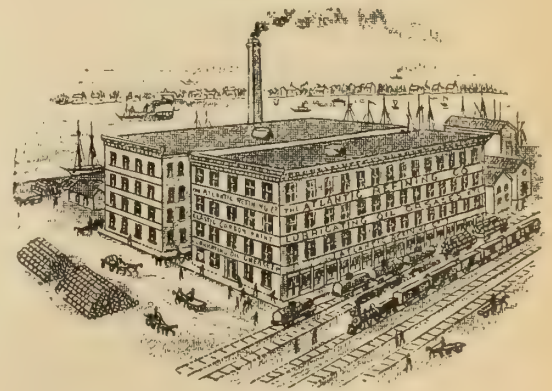
We are also using it on canoes and boats up here, and find it works splendidly.

I am, yours truly,
A. A. HUNT.

The above, which is only one of the many voluntary testimonials we have received from our customers, speaks volumes for the durability and efficiency of our paint.

We are also headquarters for all grades of high-class American Lubricating and Illuminating Products.

A full stock of Linseed Oil, Pure Spirits of Turpentine, and Castor Oil always on hand. We are direct importers from the producers, and sell each of the above mentioned articles subject to a chemical analysis. Estimates and prices cheerfully submitted. Samples mailed upon request.



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TORONTO.

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dent Meredith, took the chair and presided during the remainder of the morning session.

A PERMANENT SECRETARY.

Mr. K. J. Allison, convener of the committee appointed the previous evening regarding the appointment of a permanent secretary, reported they were ready to report. The report read as follows:

1. That a permanent secretary be appointed at a salary of \$200 for the first year.
2. His duties to be to furnish the members of the association in good standing with the names of the supply men in sympathy with the association, and vice versa.
3. To attend all executive meetings.
4. To do all work possible by correspondence, to save expense.
5. To record all acts and transactions for the good of the association, and to have the reports printed and mailed to the members of the association.

We would also suggest that a copy of the report of this convention be mailed to all master plumbers, not members of the association.

On motion of Messrs. Neelands and Christie, the report was received.

Chairman Lamarche: "The report is now open for discussion."

Secretary Mansell: "Having had some experience in the work of secretary of this organization, I can personally say that no man in business, can, at the same time, properly attend to the duties of the office without interfering with his own private affairs. I do not think we should call upon any man to look after our business when it interferes with his own. There are days and weeks at a time when the work of this association requires the whole of a man's time.

"The only difficulty I see in the way of appointing a permanent secretary is this: As soon as you appoint him he is separated in all probability from the Executive Committee. You may, for instance, have the president in Ottawa and the secretary in Toronto. Under such conditions the president would almost necessarily be compelled to have an assistant secretary in his own town."

Mr. F. G. Johnston: "It is too much to ask the secretary to do the work free, but I would like to see the committee look a little more into the matter and let us know where the money is coming from to meet the additional expense. At present, we have, I believe, a balance of about \$321, but it must be borne in mind that the last convention held in Montreal was probably one of the most economical we have ever had. There is talk of going to Halifax next year, which would mean a large increase in the expenditure."

Mr. Mahoney: "As a member of that committee let me say that we did not con-

sider where the money was to come from. We felt it would have to come from somewhere. I would not like to see the report referred back for the simple reason that it would prolong the session."

Mr. H. A. Knox said that his idea was that with a paid secretary would come increased revenue.

Mr. R. Ross suggested that the remuneration for a paid secretary might be raised by making a special levy on the members.

Ald. Lamarche: "To my mind the remuneration is too low. (Hear, hear). My idea of a permanent secretary is one that can go out among the plumbers with a view to organization. I think, however, we might carry out the suggestion of the committee for one year and in the meantime we would be getting experience."

Secretary Mansell: "I have been thinking over a scheme, and it is that we may permit the secretary to draw on the funds of the association for clerical assistance. That could be done for the next year, and all the secretary would have to do would be to look after the correspondence."

Mr. Knox: "The point we should keep before us is organization. Mr. Mansell's suggestion would divide the labor. The point we aim at is to organize."

Mr. A. Fiddes: "If we are going in for organization, \$200 is nothing for the purpose."

Secretary Mansell: "I understand there is a feeling among the members that something should be allowed the vice-president for organization. That would overcome the difficulty."

On motion of Messrs. Johnston and Mansell, it was finally decided to adjourn further discussion on the subject till Friday morning.

These telegrams were read by Secretary Mansell:

Impossible to come. If committee is appointed for formation of the Provincial Association will gladly be with you at a later date. Success to all.

W. SMITH.

London, Ont., June 27.

Regret that it will be impossible to be present.

PARNELL & BALD.

St. Catharines, Ont., June 27.

The convention adjourned at 1.40 p.m.

SIGHT-SEEING ABOUT TOWN.

Friday afternoon was given up to sight-seeing under the guidance of Ald. Woods, of Toronto, who had been deputed to represent the City Council, whose guests the delegates were for the afternoon. Twenty-three carriages were required to convey the party to the different points of interest in the city, and although the thermometer registered 97 degrees in the shade, the hottest June day since 1854, everyone had a good as well as a hot time.

THE BANQUET.

Nearly 150 Guests Participate in a Highly Successful Affair.

Banquets under the auspices of The National Association of Master Plumbers and Steamfitters of Canada are always successful, but that which was held at McConkey's on Thursday evening was one of the best, if not the best of the six, which has been held in the lifetime of the organization. It was hot, frightfully hot, in spite of the electric fans and the wide open windows, but nearly 150 guests were present, and although they perspired freely the inspiration of the occasion exercised such an inspiration over them that it was almost two o'clock in the morning before the last toast had been honored and "God Save the King" sung.

Mr. J. H. Wilson, manager of The Ritchie Heating and Plumbing Co., Limited, and President of the local association, occupied the chair. On his right, was President Meredith, Ald. Woods, Ald. Lamarche and H. W. Anthes, and on his left, Mr. A. E. Kemp, M.P., Mr. Edward Gurney, Mr. J. H. Patterson, Mr. Andrew Mann and Mr. Aleck Saunders. It was 9.50 o'clock when the discussion of the toast list began. One of the most important toasts was "Our Country and Its Manufacturing Industries," coupled with which were the names of Mr. A. E. Kemp, M.P., and Mr. Edward Gurney.

A VOICE FROM THE MANUFACTURERS.

"I am surprised," began Mr. Kemp, "at the splendid organization you have in this day of organizations. This thing of modern ideas; this thing that did not exist 10 or 20 years ago. Only good can result from this kind of thing. For many years I have considered the plumber a very much abused citizen. (Applause and hear, hear). I considered that plumbers' bills were not exorbitant. (Applause, and a voice: 'I would like to do work for you.') Some years ago, on receiving a bill from a plumber I would carefully look over the one item and if the profit was 400 per cent. I did not even then think it exorbitant. (Laughter). But I used to wish I could make a profit like that. (Renewed laughter). I came to the conclusion that the plumber should, in making out his bills, do as the doctor does, merely say, 'to professional services,' so much. (Laughter). The plumber is doing a great service to the community. As I understand it, you are striving for better sanitary laws. You are not satisfied with the present laws, which are in some instances of a very crude character. I am sure, therefore, you should be proud of your association and its aims." (Hear, hear).

Speaking of Canada, he said in part: "We have one of the greatest countries in the world. We have an intelligent and progressive people, and we have almost everything in this country that we require. The opinion is often expressed that we are



THE NATIONAL CONVENTION OF MASTER PLUMBERS.
A Group of Plumbers, Supply Men and Ladies.

keeping more of our people in this country than we ever did before. This is because of our manufacturing industries. And we hope that those manufacturing industries will so develop in the future that we shall be able to continue this policy."

Loud and long applause greeted Mr. Kemp as he took his seat.

THE DEVELOPMENT OF MANUFACTURING.

Mr. Gurney, who was greeted with "He's a jolly 'good fellow,'" when he arose to speak, began with a little pleasantry at Mr. Kemp's expense, whom he considered magnanimous in paying his plumbers' bill when he knew they were earning profits of 400 per cent. The warmth of the atmosphere, he declared, must have been largely due to the warmth of the reception given to the out-of-town delegates.

Touching upon the aims and objects of the association, he said it seemed necessary under the modern system of competition to bring on some ameliorating conditions.

Speaking of the manufacturers, he said: "One of the daily papers used to call us robber barons. (Laughter). This was a new order of nobility. I am glad to say that the Canadian manufacturer has come to stay. When my grandfather came to this country they had to manufacture goods from start to finish. The goods they

manufactured they had to turn into maple sugar and fish, which they would bring into Hamilton and turn over to the grocers, while their workmen would be paid with orders on the grocer. It was a great system of barter. The manufacturer has now a reasonable amount of protection. And you have in Canada a great banking system. You have social conditions better than any in the world: you have in Canada a country where law is observed and where one man stands before the law, no matter how wealthy he may be, just the same as any other man. We have to-day, in Canada, a degree of freedom of trade which can only exist where the individual trader can maintain himself against those consolidations which are taking place in the United States and in other countries."

He expressed his approval of the aims and objects of the association, and added: "I would say to the young men here: if this association does not make you better fellows, then you had better get into some other association." (Applause).

In a witty speech, Mr. H. W. Anthes proposed the next toast, "Our guests of The National Association."

THE ASSOCIATION'S DEVELOPMENT.

President Meredith, of The National Association, was the first to respond. He said that what seemed to be a mountain of

obstacles five years ago, when the National Association was formed in Montreal, had turned out to be only a 'bluff.' (Hear, hear). "And by-and-bye our association will be on Pisgah's Height," he added, amid applause. This National Association has grown so large that to-day we have been discussing the question of forming Provincial Associations. We shall have six Provincial Associations, and we trust that before another year has passed over our heads this will be an accomplished fact. (Applause). To-day we are stronger than ever before. And we believe that the stronger we are and the more we organize, the better it will be for the master plumber and for the manufacturer of supplies. Mr. Kemp, in his address, placed us next to the doctors. I would place the plumber before the doctor, for we keep the people well while the doctor keeps the people sick as long as you have money in your pocket." (Laughter).

Ald. Lamarche was greeted with "He's a Daisy," when he arose to speak. After thanking those present for the hearty manner in which they had drunk the toast, he said that when the National Association was formed in Montreal six years ago they never thought it would have attracted so much attention as it now does. "We wanted simply," he continued, "to ask the

manufacturers to do unto us as they would that we should do unto them. They were with us in Montreal: they are with us in Toronto. What we want in our association is simply to live and let live. We want to see that good work is done. We do not want, as our chairman has said, the doctor to get all the money. (Laughter). The best thing we can do is to prevent disease by having good plumbing laws enacted." (Hear, hear). He explained that the object sought in forming Provincial Associations was the promotion of this good work.

He spoke of the absence of racial feeling in the association. "I have," he said, "the honor of being of French descent, but I had also the honor of being the first president of the National Association. (Applause). So long as we in this country work hand in hand the better it will be for us. We have here with us to night, Capt. Giroux, than whom there is no better Canadian. He has fought for his country. Only one nationality should exist in this country. I believe that the English mother is as good as the French mother and the French as good as the English. The Canadian mother cannot be surpassed by any mother in the world." (Loud applause).

Before taking his seat, he said that although that day was his 17th birthday and his family would have preferred to have him at home, yet he felt it was his duty to attend the convention. (Loud applause).

Mayor Howland just then entered the hall and was warmly received.

Telegrams of regret were read from Henry Dunbrack, of St. John; W. Smith, of London; J. H. Doody and P. McMichael, of St. John, N.B.

Mr. Frank Powers, of Lunenburg, N.S., also replied to the toast, "Our Guests," and he was warmly applauded on rising to his feet. "I feel very highly honored," he said, "in being called upon to reply to this toast, but as the evening has advanced and as other speakers are to follow, I shall speak but very briefly. I wish to thank you on behalf of the Nova Scotia Association for the warm way in which you have received me. I am much pleased with your beautiful city. I hope to come here again and I think you will do well by trying to bring up more people from the Lower Provinces. I wish to differ with Ald. Lamarche as to Montreal being the best place in which to hold the next meeting. I ask you to come down to God's own country—Nova Scotia. We cannot show you as beautiful a city as Toronto, but we can show you the salt water, the ships of the British navy, and we will treat you well. (Applause).

Mr. Patterson, of The Toronto Foundry Co., proposed the toast: "The Mayor and Corporation."

A STIRRING INCIDENT.

His Worship was happy in his remarks. After a few introductory remarks, he spoke in French, the following of which is a translation: "We speak in French as we are always pleased to meet people from the Province of Quebec, and whenever we have an opportunity of meeting them we receive them as Canadians, as all classes should be received all over Canada." After the loud and long applause had subsided, His Worship added in English: "I must apologize for the polyglot way in which I spoke. But it would be a good thing for us to speak the two languages of the two peoples that inhabit this country."

In the midst of the loud applause which greeted this remark, Ald. Lamarche, of Montreal, jumped to his feet.

"Mr. Chairman," he said, "I must apologize for interrupting, but it would give us French-Canadians a great deal of pleasure to give three cheers for the Mayor of Toronto. It is the first time that a Mayor of the city of Toronto has addressed a public meeting in French. It shows that a much better feeling is growing up between the two people and I am sure I only express the feelings of the people of the Province of Quebec when we say that we wish to have an opportunity of having some gentleman in a position similar to his to return the compliment."

Then, not only the French-Canadians, but every guest in the room joined in loud and long applause.

Ald. Woods declared that the city of Toronto was proud of its master plumbers and was proud of its plumbing by-law, which was largely the work of the master plumbers.

HONORS FOR MR. A. FIDDES.

After the last speaker had taken his seat there was a brief and mysterious consultation between Chairman Wilson and a few of his confreres, which was followed by Mr. Wilson remarking: "Just at this point we have an important matter to perform, and I will call upon Mr. Meredith to perform it."

Mr. Meredith: "As I cannot perform it alone I must ask Messrs. Fiddes and Purdy to come forward."

When these gentlemen had complied, Mr. Meredith added: "Ald. Lamarche is the father of The National Association but our friend Mr. Fiddes is the father of the Toronto Association, and was wiping joints when the most of us here were in embryo. When our funds were low and our accounts pressing we would appeal to 'Papa,' and they would be paid. (Laughter). On behalf of The Master Plumbers' Association, I render unto this gentleman the dues that are his, and we have selected this ring because it is a circle and because, as you know, a circle has no ending. I once thought that the grey hairs that crown the head of Mr. Fiddes were due to age, but I learned to-day that they were due to the

fact that Mr. Alex. Purdy was once his helper—(laughter)—and took so long to go to the shop for tools, as to cause our old friend's hair to turn grey. (Renewed laughter). I have now much pleasure in asking Mr. Purdy to present this ring to Mr. Fiddes."

Mr. Purdy: "Before I put this ring on Mr. Fiddes' finger allow me to say that he is the first man for whom I carried tools, and I thank the members of the association for giving me the honor of placing this ring on his finger."

As the ring, a broad gold band with Masonic emblem and diamond setting, was placed on the recipient's finger, cheers and counter cheers, long and loud, went up from the assembled guests, and after these had subsided, deeply touched by the warm appreciation of his friends, Mr. Fiddes thanked them in fitting terms for the way in which they had honored him.

The toast list was again taken up, by Mr. J. B. Fitzsimons proposing the "Manufacturers and Supply Men." The gentlemen who replied to the toast were Messrs. J. H. Patterson, of The Toronto Foundry Co.; Adam Taylor, of The Dominion Radiator Co.; H. W. Anthes, of The Toronto Foundry Co.; Alex. Saunders, of The Goderich Organ Co.; Alex. Fleming, of The Ontario Lead & Wire Co.; T. B. Alcock, of The Gurney Foundry Co., Limited; Chas. Morrison, of The James Morrison Co.; ——— Stevens, of The Stevens' Manufacturing Co.; Andrew Mann, of The James Robertson Co., Limited.

"Sister Associations," proposed by Mr. W. Mansell, brought speeches from Mr. Grant Helliwell, President of the Ontario Society of Architects, and Mr. Robert Harrison, President of The Journeyman Plumbers' Association.

"Local Master Plumbers Association," proposed by Mr. Frank Powers, of Lunenburg.



A Supply Man's Easy Position.

burg, N.S., was responded to by Messrs. J. J. McKittrick, of The Toronto Furnace Co.; J. H. Wilson, President of The Toronto Master Plumbers' Association, and K. J. Allison, Secretary of The Toronto Master Plumbers' Association.

"The Ladies," brought Capt. Giroux, of Montreal, to his feet.

The toast list was liberally interspersed with songs, the quality of which may be gathered from the fact that those who contributed were Messrs. Bert. Harvey, James Fax, Wainwright, Fulton, and J. Fiddes, jr.

FRIDAY'S SESSION.

The morning session was called for 9.30 o'clock, but it was after 10 before the thread of business was taken up.

"I was in the chair at 9.10," remarked President Meredith as he called the meeting to order, "but as the delegates were not present I had to vacate it again."

After routine, the first order of business was the appointment of auditors, and these gentlemen were named by the president and accepted by the meeting: Messrs. R. Ross, H. Malone and H. A. Knox.

These were appointed a Nominating Committee: Messrs. John Watson, Montreal; Frank Powers, Lunenburg, N.S.; and J. G. Johnston, Ottawa.

THE NEXT PLACE OF MEETING.

President Meredith: "I think the next business to discuss in the place of meeting for 1902. It may have some influence on the Nominating Committee."

Mr. Watson: "You appointed a special committee to consider the probable cost of meeting in Halifax. The committee is now able to report."

President Meredith: "Is it your pleasure that the committee now report? Just before the committee reports I may state that Halifax has got one of the strongest associations in the Dominion. They have urged us for three years to come down there with our convention. They believe it would put a great deal of life into both the National Association and the plumbers of the Maritime Provinces. At the last session in Montreal, had the Nova Scotia representatives pushed their claims we would now be down by the salt water sniffing the sea breezes. But they did not press their claim on conditions that a special committee was appointed to consider the matter and report at this year's convention."

Mr. John Watson presented the following report:

The cost of holding the next convention in Halifax, your committee estimate as follows:

Railroad fare, including meals and sleeper for 7 officers	\$315
Printing and reporting proceedings	125

Total

\$440
Your committee, however, are of opinion that we shall be able to get lower railway fares than those upon which we now base the cost.

JOHN WATSON,
J. PENNINGTON,
FRANK POWERS.

Mr. Frank Powers said he was positive lower rates could be obtained provided the

E. W. B. Snider, Pres.

W. W. Snider, Vice-Pres.

H. W. Anthes, Manager, Secy. and Treas.

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National Association was properly brought to the attention of the railway authorities.

President Meredith: "What the Executive Committee has done is to find out the cost over the I. C. R., from Montreal to Halifax. If there are ten or more delegates attending the convention we are charged single fare to Halifax, but knowing that we will be anxious to get back to a more congenial spot they will take us back to Montreal for nothing. (Laughter). The fare from Montreal to points in Ontario will be one-third of the regular fare."

The report was received.

"Now," said Mr. Powers, who last year moved a similar resolution. "I would move that the next place of meeting be Halifax. I guarantee to treat you well and to keep you cool while you are there."

Secretary Mansell (jocularly): "I would move that the next place of meeting be Toronto. I do not want to go down to Halifax to keep cool. I want to stay here and have a hot old time."

Mr. Powers: "We will give you a hot old time."

Mr. Mansell: "Oh, that makes it different. Why did you not say so before?"

After some further pleasantries, it was, by a unanimous vote, finally decided to hold next year's convention in Halifax, and the cheering which followed was led by Secretary Mansell.

PROVINCIAL ASSOCIATIONS.

When President Meredith announced that the next order of business would be the consideration of the question of the formation of Provincial Associations, he said that some of the delegates seemed to be under the impression that they were amending the constitution of The National Association. "This," he continued, "we are not doing. We are simply making a constitution for the proposed Provincial Associations. We are not changing the constitution of The National Association one iota. The constitution of The National Association cannot be changed at this meeting. It would require a notice of motion for next year's meeting."

After some discussion the constitution as reported by the special committee was adopted with the proviso that the chairman of the special committee, after altering such portions of the constitution as had been taken from the constitution of The National Association in order to make it applicable to the Provincial organizations, should submit the same to the new Executive Committee for endorsement. With a few possible clerical changes, the constitution for the proposed Provincial Associations will read as follows:

1. The Dominion shall be divided into six Provinces, as follows:

- (a) Nova Scotia, Prince Edward Island and Cape Breton.
- (b) New Brunswick.
- (c) Quebec.
- (d) Ontario.
- (e) Manitoba and the Territories.
- (f) British Columbia.

2. The Provincial Association shall consist of master plumbers, gas, steam and hot water fitters residents of the different Provinces aforementioned.

3. Wherever local associations are formed all master plumbers must be members of the local association in the town. Wherever there is no local association formed, a master plumber may affiliate with the nearest local association or may become a member of the Provincial Association.

4. Representation to Provincial Associations shall be 1 in 5 or fraction thereof.

5. The meetings shall be held not less than twice a year, date of meeting to be left in the hands of the Executive Committee of the Provincial Associations, such dates not to conflict with the annual meeting of the National Association.

6. This Association shall be known as The National Association of Master Plumbers, Gas, Steam and Hot Water Fitters of the Province of

7. This Association is organized for sanitary, commercial and social purposes, and has for its special object the advancement of the trade in all the latest discoveries of science appertaining to sanitary laws; to promote and combine the interests and influence of members for the protection of the trade against imposition, injustice or encroachment upon our common rights or interests, encouraging inventions and improvements in sanitary appliances; fostering an interchange of thought, and eliciting and communicating for the benefit of each member the best talent and result of the experience and ability of all; to promote amicable relations with employes on the basis of mutual interest and equitable justice to both journeymen and master plumber; to encourage Dominion and Provincial legislation for the furtherance of the interest of sanitary laws; to secure for the members of the trade equitable treatment in their dealings with manufacturers and dealers in supplies; to regulate the system of apprenticeship and employment, so as to prevent as far as practicable the evil growing out of deficient training in the responsible duties of selecting, arranging and fitting up materials relating to the hydraulic and sanitary condition of dwellings, public and private institutions; to create and maintain a sanitary code at as high a standard as the progress of science (chemical, philosophical and mechanical knowledge) teaches. And we agree to carry forward, with tireless zeal, the great work to which the above language relates.

8. Its officers shall consist of a President, Vice-President, Financial and Recording Secretary, Treasurer and Executive Committee.

The Executive Committee shall consist of the President, Vice-President, Financial and Recording Secretary, Treasurer, retiring President and a delegate from each Province represented in the Association, who shall be elected at the annual meeting, said elected delegate to be known and designated Vice-President of the Province he represents. The President shall be chairman of the Executive Committee.

9. Provincial Associations composed of Local Associations and individual members not recognized by the National Association, as associations or individuals, but as a Provincial Association, shall have the same representation, and shall elect delegates at their Provincial Conventions previous to the meeting of the National Convention.

10. The officers of the Association, and the delegates elected by the Provincial or Local Associations, when in convention shall constitute the National Association.

Where less than five master plumbers are located in one city or town, they must become members of

the nearest Local Association in order to be represented at the Provincial Association.

No individual member or members will be admitted to membership from cities where Associations are organized and in affiliation with the National Association, nor from Provinces where Provincial Associations are organized and represented as prescribed in Article IV., second clause.

All Local Associations in any Province must be affiliated with their respective Provincial Associations, if such exist, in order to be recognized and have membership in the National Association of the Dominion.

Only one Association will be recognized in any one city or town.

11. Religious and political questions shall be utterly excluded from the debates and other exercises of this Association.

12. The annual election of officers for the ensuing year shall be held at annual Conventions convened at the time and place declared by the Association at the preceding Convention, the term of office to begin immediately upon the election to and acceptance of the office.

13. The officers of this Association shall be elected by ballot, and each officer elected shall have a majority of the votes cast.

14. A constitutional quorum of the Association shall consist of 10 members in good standing.

15. This Association shall be governed by the Parliamentary law as laid down in Cushing's Manual, when it does not conflict with the Constitution and By-laws.

16. All Associations in arrears with their dues shall be dealt with by the Provincial Association, annually, as in its wisdom it may deem best.

17. All Local Associations when organized will at once notify the Secretary of the Provincial Association, giving the names of its officers and members; also any change in officers from time to time, and furnish the Secretary of the Provincial Association twice a year with a list of the members in good standing.

18. The duties of the officers of this Association shall be the same as in all civic societies, unless otherwise specified by the Constitution and By-laws, the Vice-President taking the chair in the absence of the President; and should both of these officers be absent the officer next in order of mention in the Constitution will call the Association to order, and the members shall elect a temporary chairman.

19. All Local Associations and Conventions shall be subordinate to the National Association, and obey its Constitution and By-laws.

20. All amendments to the Constitution shall be proposed in writing, and must be in the hands of the Secretary 30 days before the annual meeting of the Association, and two-thirds majority shall be required for their adoption.

21. Nothing in Article XV. shall prevent a change in the Constitution, provided the same meets with the unanimous consent of the National Association.

22. The Dominion Supply Association shall be asked to furnish a list of supply houses in sympathy with the Association quarterly, which list shall be endorsed by the President and Secretary of the National Association. The Secretary of each Provincial shall be asked to furnish each supply house in the list furnished as above with a list of master plumbers in good standing at the last regular meeting. No member's name shall be furnished who shall refuse to pay sight draft for arrears in dues.

23. Each Provincial Association shall assess and collect such quarterly dues as shall be required for

general expenses, including per capita tax to National Association. Dues shall be paid in advance quarterly, and it shall be the duty of the Treasurer to make sight drafts on all members (with exchange) three months in arrears at the regular time of meeting. Members refusing to pay such drafts shall be suspended and dealt with at the next regular meeting.

PERMANENT SECRETARY.

The question of appointing a permanent secretary, deferred from the morning session of the previous day, was again taken up, and after some discussion it was finally decided to leave the matter with the morning executive committee, the idea being to allow the incoming secretary to employ what clerical assistance might be found necessary.

Votes of thanks were tendered to the press, to the local Association of Master Plumbers, and to the City Council.

THE TREASURER'S SURPLUS.

Treasurer Lamarche presented his report. It showed receipts to be \$303.21 and expenditures, \$226.61, while the balance in hand, taking into account what was carried over from last year, was \$293.22.

THE NEW OFFICERS.

The election of officers resulted as follows:

Past-President—W. H. Meredith, Toronto.
 President—John McKinley, Ottawa.
 Vice-President—Frank Powers, Lunenburg, N.S.
 Secretary—H. A. Knox, Ottawa.
 Treasurer—Ald. Lamarche, Montreal.
 Vice-President for Ontario—W. Mansell, Toronto.
 Vice-President for Quebec—John Watson.
 Vice-President for Nova Scotia—G. A. Perrier, Halifax.
 Vice-President for New Brunswick—James Walker, St. John.
 Vice-President for British Columbia—J. H. Wilson, Toronto.
 Vice-President for Manitoba—Capt. J. A. Giroux, Montreal.
 Chairmen of Committees—Apprenticeship, R. Ross, Toronto; Legislative, E. B. Butterworth, Ottawa; Sanitary, J. W. Hughes, Montreal; Essay, George Morton, Yarmouth, N.S.
 Sub-Executive—President McKinley, Ald. Lamarche, H. A. Knox, John Watson, F. G. Johnston.

Speeches were made by the new officers and by retiring President Meredith, who was nominated, but would not stand for reelection.

The Auditing Committee reported the treasurer's books were correct, and urged that a vote of thanks be tendered Treasurer Lamarche for the faithful and excellent services he had rendered. The suggestion was heartily concurred in.

Hearty votes of thanks were also tendered retiring President Meredith and retiring Secretary Mansell.

At the suggestion of the president, the president was instructed to recognize in a special manner the telegram of Mr. Wiggs, of The Mechanics Supply Co., Quebec.

On motion of Messrs. Allison and Ross,

accounts aggregating \$221.86 were ordered to be paid.

DEFINITION OF A PLUMBER.

Ald. Lamarche said that there appeared to be some misunderstanding in regard to the definition of a master plumber when local organizations were being formed. He held a master plumber to be one who works in the plumbing, steamfitting and gas-fitting lines, roofing, tinsmithing, and is a member of any local association. He moved a motion to that effect. He further explained that what he wanted to get at was that a plumber should not be debarred from joining a local association because he also engaged in steamfitting or roofing.

Mr. Pennington said he had great pleasure in seconding the resolution.

Mr. Mansell declared that it was a local matter.

The subject was finally dropped.

Ald. Lamarche, of Montreal, expressed regret that since the last annual meeting of The National Association, death had removed Her Majesty Queen Victoria, and it was only fitting that the delegates should sing "God Save the King." This was done, and then followed by "Auld Lang Syne." This was at 9.15 p.m., and the business of the convention was closed.

AN AFTERNOON AT LONG BRANCH.

Friday afternoon, with the business of the convention closed, the delegates and their friends gave themselves up to pleasure. At 3.30 the delegates, the representatives of the supply houses and a fair sprinkling of ladies assembled on the lawn of the Government House, where, with a green bank for a background and spacious elm trees for a shade, an excellent group picture was taken, a cut of which we print elsewhere.

After the picture was taken, electric cars were boarded at York and King streets, and a trip was made around the belt line and along King street to Sunnyside, where light refreshments were served. Electric cars were then taken for Long Branch. There it was delightfully cool, and most of the party were satisfied to stroll around the grounds or sit beneath the magnificent shade trees that abounded. A few, however, went to see a three-inning baseball match between teams representing the master plumbers and the manufacturers, the result being a victory for the latter by 4 to 3. The manufacturers' nine consisted of Adam Taylor, W. Taylor, J. Foster, C. World, C. Brittain, J. Taylor, R. Morrison, E. A. Rogers, Aleck. Saunders. That of the plumbers' was as follows: Geo. Cooper, McCollough, McMullen, Bates, Richardson, Fulton, Clapper-ton, Pickard.

At 7 o'clock p.m. dinner was announced, and, as an appetizing and ample menu had been provided, the couple of hundred ladies and gentlemen who were present were able to

satisfy an appetite which had been made keen by the afternoon's enjoyment. Dinner over, a concert was held in the pavilion, and after that came dancing, which only ceased when it was necessary to catch the last car for home.

JOINT ENTERTAINMENT COMMITTEE.

One of the most pleasing features of the convention was the hearty manner in which the manufacturers and supply houses and the local master plumbers cooperated in entertaining the visiting delegates. And their efforts were so successful that one could not conceive of its being more so. The joint committee was made up as follows:

A. A. McMichael, Jas. Robertson Co., Limited, chairman; H. W. Anthes, Toronto Foundry Co., vice-chairman; J. H. Wilson, John Ritchie Plumbing Co., treasurer; A. G. Booth, Booth Copper Co., Limited, secretary; Adam Taylor, Dominion Radiator Co.; T. B. Alcock, Gurney Foundry Co., Limited; Alex. Fleming, Ontario Lead Co.; Chas. J. Brittain, Jas. Morrison Brass Manufacturing Co., Limited; Wm. H. Meredith, R. H. Lear & Co.; H. Hogarth, Fiddes & Hogarth; J. E. Fullerton, Fullerton & McMullen; Alex. Purdy, Purdy, Mansell & Co.; Kenneth J. Allison.

CONVENTION NOTES.

Well, well!

On to Halifax!

Hurrah for McKinley and expansion!

Mr. Joseph Wright was absent, but not forgotten.

The convention could not resist the Powers that be, and had to consent to go to Halifax.

The National Association of Master Plumbers of Canada has, like the United States, a McKinley for president.

The banquet menu card was unique and elaborate and well worthy of being preserved as a souvenir.

Each convention brings the French and English-speaking delegates closer together, and it is to be hoped the joints are being so well wiped that they will never sever.

There were no less than four Taylors looking after the welfare of the plumbers, and the stitches of friendship they put in are likely to hold.

The new secretary of the National Association is one of a family of five boys, three of whom are plumbers. He came to Ottawa from London, Eng., in 1889, and until starting in business in 1891 was employed by local firms.

PERSONAL MENTION.

Mr. Wm. H. Evans, of The Canada Paint Co., Limited, Montreal, has left for a 10 weeks' trip to Europe.

Mr. A. E. Domville, of The St. Thomas, Ont., Car Wheel Co., Limited, arrived home this week after a visit of 10 months in Great Britain and Ireland. While away he superintended the construction of a large plant which his company has erected at Barrow-in-Furness.

Mr. Milton Carr, general storekeeper, Powassan, and Liberal candidate for the Legislature to represent Parry Sound district, was in Toronto a few days ago.

Mr. R. J. Walkem, hardware merchant, Tottenham, Ont., was in Toronto this week. He said that building operations, particularly in regard to barn construction, were good in his part of the country, while the crop outlook was excellent.

PACKING GOODS FOR FOREIGN MARKETS.

OWING to the distance and the change from land to water haul and back again to land haul, the use of proper packages for goods exported from America to European countries has become of vital importance. The matter has received so much attention of late, on both sides of the Atlantic, that United States Consul Fleming, of Edinburgh, in his annual report to the Department of State, goes into the subject comprehensively. The report, though prepared for United States shippers, is of equal importance to Canadian exporters.

In his introductory remarks Consul Fleming points out that severe criticism is heard regarding the style and quality of cheese boxes used. Hams, tobacco, and several other articles are also sent from this side of the Atlantic in inferior packages.

In the following paragraphs taken from the report, the words following the figure (1) denote the more important forms in which an article is shipped, the most common form being stated first. The matter following the figure (2) describes or indicates the method of packing considered by shippers and importers to be the best, or gives the opinion commonly held here regarding the way packing is now done. Where there is practically only one form of package or only one way in which an article is prepared for shipment, the figures are omitted, and the matter relates to the best method of packing or some feature of it, or comments on present methods. I should add that, although the export case universally recognized as the best for all goods requiring special protection from moisture is a tin-lined or zinc-lined case, where the word case is used in these pages, the ordinary wooden case is meant, unless otherwise stated.

Brooms—1. Bales, bundles, cases. 2. The importance of stoutly binding bales and bundles must not be overlooked; otherwise, the best handling will not save them from damage. be rendered secure enough to withstand very careless usage.

Handles—1. Cases, crates, bags, bundles. 2. Handles in any sound case are always secure enough, as are short handles in bags. To put in bundles is poor packing, unless the ends are very firmly bound. Those from America are cased and come in first-rate condition.

Bicycles—As a rule, the material of which American crates are made lacks the proper strength. The same is true of the cases in which bicycle parts are shipped. Solid cases and crates are required, as rough handling is always to be expected.

Bolts and Nuts—1. Boxes, bags, packages. 2. Extra strong cases and tight packing necessary, owing to the weight. Bolts shipped in bags are sometimes damaged by water and dampness and otherwise.

Copper ware—Extra strong cases are required, and they should be of moderate size.

Cordage—1. Bales, bundles, cases. 2. Bales bound with the same material and hooped with iron.

Fishing rods—Tightly bound at the ends and in the middle with cord and packed in a strong wooden box the length of the rods.

Furniture—Finished furniture of value, such as desks and bookcases, reaches its destination in the best condition when covered with paper and then with matting, or some other soft material, before being crated or cased.

Hardware—1. Cases, barrels, crates, packages. 2. Cases from the United States are notably strong. The best material is used in making them.

Ironware—1. Cases, blooms, bundles, crates, barrels. 2. As with general hardware, the cases must be strongly made and secured with iron bands. They are now, as a rule, quite satisfactory, especially those coming to this market from the United States.

Machinery—1. Cases, crates, pieces. 2. The best practice in packing machinery—heavy or light—is to firmly fix every piece to the case, either by bolts going through the case, or by battens arranged inside to securely lock the various pieces in position. With heavy machinery, no loose material should be used in any case. The American, as well as the Scotch, packing of machinery in general has been on this plan, and is everywhere commended.

Nails—1. Bags, kegs, packages, boxes. 2. Of course, kegs are a better protection from dampness than bags, but bags are more easily handled and are almost universally used, not for this reason only, but for the more practical one of economy. Bags of nails for Great Britain should always contain 112 lb. each.

Netting (wire)—1. Rolls, packs, bundles. 2. Mostly in moderate-sized rolls. It is important that these be firmly and smoothly fastened at the outer edge.

Paint—1. Cases, barrels, cans. 2. Principally in cans packed in cases. The matter of importance is to make the tops of the cans secure. This done, any ordinary case is sufficient.

Tools—1. In cardboard boxes, packed in strong cases of convenient size bound with hoop iron.

Wire—1. Reels, bundles. 2. The obvious requirement is to perfectly secure the ends of the wire. Yet this is not always done.

TORONTO SILVERPLATE WINS.

A very interesting game of baseball was played on Saturday afternoon on the North Toronto grounds, The Toronto Silverplate Co. demonstrating their ability to still continue to win their games. This game was of unusual interest on account of the keen rivalry of the opposing teams. The Torontos excelled in their stick work; also their work on bases and in tight places deserves special commendation, they being steady at all stages of the game except the third inning, when the Standards gained a comfortable lead, which they failed to hold. The Torontos worked consistently, gradually overcoming their opponents' lead by their superior batting and the excellent work of

Pitcher Walker, who deserves credit for his all round work. The score:

	R.	H.	E.
T. S. P. Co.....	16	20	4
S. S. P. Co.....	14	10	5

Batteries—Walker and Wilkes; Charlton, Story and Brown; umpire, Downs.

The standing of the Silverware Mfg. Co. League is as follows:

	Won.	Lost.	Dr.
Toronto S. P. Co.....	6	0	0
Standard S. P. Co.....	3	2	1
Roden Bros.....	1	4	0
Eckhart Casket Co.....	1	5	1

AN ATTRACTIVE HARDWARE WINDOW.

One of the best hardware window displays that have been made in Rat Portage, Ont., for some time has been in the window of the Rat Portage Hardware Co. for over a week. By clever arrangement, an excellent representation of a railroad locomotive and freight train has been made of kitchen ware. It has attracted much attention.

CANADIAN VS. UNITED STATES PAINTS.

Editor **HARDWARE AND METAL**,—With reference to a letter in your last issue signed by Mr. Walter H. Cottingham, I find the remarks of your reporter, to which he refers, are about right. The Canadians can and do give points to their United States conferees, and Mr. Cottingham might get his practical man to study with advantage the object lesson from Canada named in the article to which he takes exception.

As to the quality of American paints, Canadians have not forgotten the expose made by the Lead Company, of New York, some time ago, and any amount of tall talk will not wipe that out.

I may mention that quite recently a wealthy United States house sent an expert to a Canadian factory for help to solve an important difficulty, and he returned enlightened. Even this morning another extensive maker inquires on a technical matter in which his own laboratory experts are in doubt. Nor are these all the instances within a year when our experts have been invited to cooperate with respected friends across the line.

As to the dollar's worth, it is non possumus; what with the lead trust, zinc trust, linseed oil trust, Canadians can afford to let them talk.

ROBT. MUNRO.

Montreal, July 2, 1901.

Among the exports to the United States last week were 15,260 lb. of "Salada" Ceylon tea.

Inspector W. Wilson, of Victoria, condemned as unfit for use 150 cases of imported fruits, principally peaches. They were seized and sent back to the shippers.

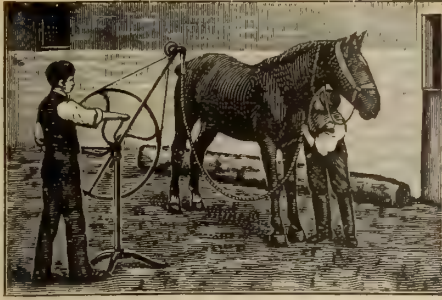
BURMAN & SONS' CELEBRATED CLIPPERS

Established 1871.

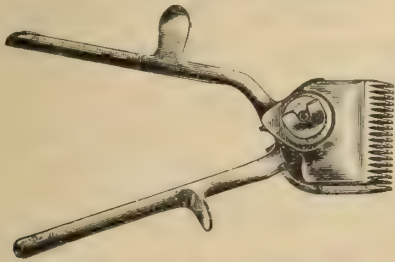
BIRMINGHAM, ENG.

for Horsemen
and Barbers.

NO. 297.



NO. 3—POWER CLIPPER, with "Wrist Joint."

As supplied to:
The Czar of Russia.
The King of Denmark.
Earl Roberts, Etc., Etc.

THE "LEOPOLD" TOILET.

THE "WARWICK"
CLIPPER.
Cuts over three teeth.As supplied to
His Majesty's
War Department.

SEND FOR PRICE LIST AND TERMS.

DELORME BROS., Agents, Debresoles Street, Montreal

BUTLER'S

FAMOUS

Sheffield Cutlery.

Fish and Dessert Knives ; Spoons and Forks ;
Cabinets and Cases of Cutlery and Plate.

❖ "BUTLER" was registered as a
Trade Mark, A.D. 1768. ❖

Sole Makers of the celebrated
"KEEN" Razors, "CAVENDISH"
brand of Table Knives and Carvers.

HIGHEST AWARDS.

SPECIAL MENTION.

—Full Line of Samples and stock at—

GEORGE BUTLER & Co.'s

LONDON SHOWROOM: 62 HOLBORN VIADUCT, E.C.
(Over Snow Hill Station.)

MANUFACTORY:

Trinity Works, SHEFFIELD, ENG.

CLEARING SALE

Wellington Bicycles

Lamps, Bells, Cyclometers,
Saddles, Toe Clips, Wrenches,
Cements, Oils, Lubricants.

Caverhill, Learmont & Co., Montreal

Wholesale Hardware Merchants.

MARKETS AND MARKET NOTES

QUEBEC MARKETS

Montreal, July 5, 1901.

HARDWARE.

MONTREAL houses have been doing a very satisfactory business this week, the sorting orders coming to hand in large numbers. The demand for wires continues fairly good, while nails are almost brisk. Horse nails have been shipped in some quantities this week. Screens and screen wire cloth have been in heavy request, while binder twine is moving freely. Railway supplies and structural material are selling well. The local plumbing trade is reported rather quiet, and the supply houses are only moderately busy.

BARB WIRE—Supplies are none too plentiful in the face of a steady demand. The price is unchanged at \$3.05 per 100 lb. f.o.b. Montreal.

GALVANIZED WIRE—All orders are said to have been filled, and shipments can be made from stock next week. We quote as follows: No. 5, \$4.25; Nos.

6, 7 and 8 gauge, \$3.55; No. 9, \$3.10; No. 10, \$3.75; No. 11, \$3.85; No. 12, \$3.25; No. 13, \$3.35; No. 14, \$4.25; No. 15, \$4.75; No. 16, \$5.

SMOOTH STEEL WIRE—A good deal of business has been done this week, but orders are not now heavy. We quote oiled and annealed as follows: No. 9, \$2.80; No. 10, \$2.87; No. 11, \$2.90; No. 12, \$2.95; No. 13, \$3.15 per 100 lb. f.o.b. Montreal, Toronto, Hamilton, London, St. John and Halifax.

FINE STEEL WIRE—There is nothing unusual to report. The discount is unchanged at 17½ per cent.

BRASS AND COPPER WIRE—Several parcels have been sold this week. The discounts are 55 and 2½ per cent. on brass, and 50 and 2½ per cent. on copper.

FENCE STAPLES—A sorting trade is being done. We quote: \$3.25 for bright, and \$3.75 for galvanized, per keg of 100 lb.

WIRE NAILS—The wire nail market is extremely healthy. A good demand con-

tinues to be reported, while certain sizes are still very scarce. We quote as follows: \$2.85 for small lots and \$2.77½ for carlots, f.o.b. Montreal, London, Toronto, Hamilton and Gananoque.

CUT NAILS—Cut nails are 10c. per keg higher. The demand is somewhat better than that of last year. Shingle nails are in good request. We quote: \$2.45 for small and \$2.35 for carlots; flour barrel nails, 25 per cent. discount; coopers' nails, 30 per cent. discount.

HORSE NAILS—A fairly good trade is reported in this line. Discounts are unchanged from a week ago. "C" brand is held at a discount of 50 and 7½ per cent. off the new list. "M" brand is quoted at 60 per cent. off old list on oval and city head and 66⅔ per cent. off countersunk head. Monarch's discount is 66⅔ per cent., and 70 per cent. in 25 box lots.

HORSESHOES—There is a moderate trade being done. We quote as follows: Iron shoes, light and medium pattern, No.



The

Fairy Queen

Burns coal or wood.

Has large fire door, and is fitted with ash chute.

Rods are on the outside, insuring durability.

Made in six sizes, giving a large range to choose from.

Full nicked, making it an attractive and cheerful parlor stove.

The Fairy Queen is a modern stove at a low price.

THE McCLARY MFG. CO.

LONDON, TORONTO, MONTREAL, WINNIPEG, VANCOUVER AND ST. JOHN, N.B.

*To the glory
Wm. Co. London
6-7-01*

THE PAGE-HERSEY IRON & TUBE CO.

Limited

MONTREAL

Manufacturers of

Wrought Iron Pipe

For Water, Gas, Steam, Oil,
Ammonia and Machinery.

**DRAIN PIPES,
PORTLAND CEMENTS,
FIRE BRICKS AND CLAY
SILICA AND MAGNESIA
BRICKS,**

with specially prepared mortar.

Contractors' and Founders'
Supplies.

F. HYDE & CO.

31 WELLINGTON ST., MONTREAL

.. FULL STOCK ..

Salt Glazed Vitrified



Double Strength Culvert Pipe
a Specialty.

THE CANADIAN SEWER PIPE CO.

HAMILTON, ONT. TORONTO, ONT.
ST. JOHNS, QUE.

Deseronto Iron Co.

LIMITED

DESERONTO, ONT.

Manufacturers of

Charcoal Pig Iron

BRAND "DESERONTO."

Especially adapted for Car Wheels, Malleable Castings, Boiler Tubes, Engine Cylinders, Hydraulic and other Machinery where great strength is required; Strong, High Silicon Iron, for Foundry Purposes.

2 and larger, \$3.50; No. 1 and smaller, \$3.75; snow shoes, No. 2 and larger, \$3.75; No. 1 and smaller, \$4.00; X L steel shoes, all sizes, 1 to 5, No. 2 and larger, \$3.60; No. 1 and smaller, \$3.85; feather-weight, all sizes, \$4.85; toe weight steel shoes, all sizes, \$5.95 f.o.b. Montreal; f.o.b. Hamilton, London and Guelph, 10c. extra.

POULTRY NETTING—The demand is rather small and the market is featureless. We quote 50 and 10 per cent. off list A and 50 and 5 per cent. off lists B, C and D.

GREEN WIRE CLOTH—There has been a heavy run on green wire cloth during the past few days. The price is still \$1.35.

SCREEN DOORS AND WINDOWS—Quite a number of letter orders have been received this week for screen doors and windows. We quote as follows: Screen doors, plain cherry finish, \$7.30 per doz.; do. fancy, \$11.50 per doz.; walnut, \$7.30 per doz., and yellow, \$7.45; windows, \$2.25 to \$3.50 per doz.

SCREWS—A sorting-up trade is being done. Discounts are: Flat head bright, 87½ and 10 per cent. off list; round head bright, 82½ and 10 per cent.; flat head brass, 80 and 10 per cent.; round head brass, 75 and 10 per cent.

BOLTS—There is no change to report. A moderate inquiry is reported. Discounts are as follows: Norway carriage bolts, 65 per cent.; common, 60 per cent.; machine bolts, 60 per cent.; coach screws, 70 per cent.; sleigh shoe bolts, 72½ per cent.; blank bolts, 70 per cent.; bolt ends, 62½ per cent.; plough bolts, 60 per cent.; tire bolts, 67½ per cent.; stove bolts, 67½ per cent. To any retailer an extra discount of 5 per cent. is allowed. Nuts, square, 4c. per lb. off list; hexagon nuts, 4¼c. per lb. off list. To all retailers an extra discount of ¼c. per lb. is allowed.

BUILDING PAPER—The local demand is only fair, but the country trade is fully up to the average. We quote as follows: Tarred felt, \$1.70 per 100 lb.; 2-ply ready roofing, 80c. per roll; 3-ply, \$1.05 per roll; carpet felt, \$2.25 per 100 lb.; dry sheathing, 30c. per roll; tar sheathing, 40c. per roll; dry fibre, 50c. per roll tarred fibre, 60c. per roll; O.K. and I.X.L., 65c. per roll; heavy straw sheathing, \$28 per ton; slaters' felt, 50c. per roll.

RIVETS AND BURRS—A small trade is passing at unchanged quotations. Discounts on best iron rivets, section, carriage, and wagon box, black rivets, tinned do., coopers' rivets and tinned swedes rivets, 60 and 10 per cent.; swedes iron burrs are quoted at 55 per cent. off; copper rivets, 35 and 5 per cent. off; and coppered iron rivets and burrs, in 5-lb. carton

Plates and Sheets

Tank, Boiler and Firebox Plates.

Lysaght's Best Steel Sheets.

Low Prices for Import to Wholesale Buyers.

Sanderson's Tool Steel in Stock.

A. C. LESLIE & CO.

MONTREAL.



IRON AND
BRASS

Pumps

Force, Lift and Cistern
Hand and Power.

For all duties. We can supply your wants with—quality the best and prices right. Catalogues and full information for a request.

THE R. McDOUGALL CO., Limited
Manufacturers, Galt, Canada.

ADAM HOPE & CO.

Hamilton, Ont.

We have in stock

PIG TIN
INGOT COPPER
LAKE COPPER
PIG LEAD
SPELTER
ANTIMONY

WRITE FOR QUOTATIONS.

NOVA SCOTIA STEEL CO.

Limited

NEW GLASGOW, N.S.

Manufacturers of

Ferrona Pig Iron

And SIEMENS MARTIN

Open Hearth Steel

Elastilite Varnish

For inside, for outside, for buildings, for carriages, for front doors, for boats, for furniture, for bathrooms, for anything and everything to be beautified or preserved by varnishing.

Why carry a stock of five or six different lines of varnish when **Elastilite** will fill the bill for them all?

Put up in $\frac{1}{2}$ pints to 1 gallon sealed with our Brass Cap.

THIS IS WHAT A CUSTOMER SAYS ABOUT Elastilite:

"When once tried, when in need of more varnish my customers usually ask for the same as they had bought from me before."

MANUFACTURED ONLY BY

The Imperial Varnish & Color Co. LIMITED
TORONTO, ONT., CANADA.

Binder Twine

Binder Twine

The John Bowman
Hardware & Coal Co.,
London, Ont.

Write us for close prices on
best quality American
Binder Twine.

Binder Twine

Binder Twine

boxes, are quoted at 60 and 10 per cent. off list.

BINDER TWINE—The demand is increasing. Prices are unchanged. We quote: Blue Ribbon, 11 $\frac{1}{2}$ c.; Red Cap, 9 $\frac{3}{4}$ c.; Tiger, 8 $\frac{3}{4}$ c.; Golden Crown, 8c.; Sisal, 8 $\frac{1}{4}$ c.

CORDAGE—Business is fair in cordage. Manila is worth 13 $\frac{1}{2}$ c. per lb. for 7-16 and larger; sisal brings 10c. and lath-yarn, 10c.

HARVEST TOOLS—Scythes and snaths are in good request, and other lines are moving fairly well. The discount is 50, 10 and 5 per cent.

SPADES AND SHOVELS—Spades and shovels are moving but slowly. The discount is 40 and 5 per cent.

LAWN MOWERS—A few scattered orders are still coming to hand. We quote: High wheel, 50 and 5 per cent. f.o.b. Montreal; low wheel, in all sizes, \$2.75 each net; high wheel, 11-inch, 30 per cent. off.

FIREBRICKS—The inquiry is limited. We quote: Scotch at \$17.50 to \$22 and English at \$17 to \$21 per 1,000 ex wharf.

CEMENT—The absence of large works accounts for the fact that no larger sales are being made. The country demand has shown some slight improvement this week. We quote: German cement, \$2.35 to \$2.50; English, \$2.25 to \$2.35; Belgian,

\$1.70 to \$1.95 per bbl. ex wharf, and American, \$2.30 to \$2.45, ex cars.

METALS.

This week we have to report a rather quiet trade in metals. Pig iron is slow, and while the sheet metals are firm and scarce, the demand does not seem to be extraordinarily heavy. English mills still decline to take any orders for shipment before September or October. Most importers have arranged for their summer and fall importations.

PIG IRON—The demand for pig iron is rather slow, and prices are in buyers' favor. We quote No. 1 Summerlee at \$20 to \$20.50 and No. 1 Canadian at \$17.50 to \$18 per ton.

BAR IRON—There is a good demand for bar iron at steady and firm prices. General quotations are \$1.75 to \$1.80 for merchants' bar and \$2 for horseshoe.

BLACK SHEETS—Black sheets are still quite scarce and arrivals are very light. We quote: 8 to 16 gauge, \$2.50 to \$2.60; 26 gauge, \$2.55 to \$2.65, and 28 gauge, \$2.60 to \$2.70.

GALVANIZED IRON—The market remains very firm, with the demand quite steady. We quote as follows: No. 28 Queen's Head, \$4.50; Apollo, 10 $\frac{3}{4}$ oz., \$4.50, and Comet, \$4.30, with a 10c. reduction for case lots.

COPPER—Quite a number of small lots have been sold at 17 $\frac{3}{4}$ to 18c.

INGOT TIN—Is steady at 32 to 33c. for Lamb and Flag.

LEAD—No change. Fair amounts are selling at \$3.75.

LEAD PIPE—Trade is moderate. We quote: 7c. for ordinary and 7 $\frac{1}{2}$ c. for composition waste, with 30 per cent. off.

IRON PIPE—The demand has been very good, and the market is steady. We quote as follows: Black pipe, $\frac{1}{4}$, \$3 per 100 ft.; $\frac{3}{8}$, \$3; $\frac{1}{2}$, \$3.05; $\frac{3}{4}$, \$3.30; 1-in., \$4.75; 1 $\frac{1}{4}$, \$6.45; 1 $\frac{1}{2}$, \$7.75; 2-in. \$10.35. Galvanized, $\frac{1}{2}$, \$4.60; $\frac{3}{4}$, \$5.25; 1-in., \$7.50; 1 $\frac{1}{4}$, \$9.80; 1 $\frac{1}{2}$, \$11.75; 2-in., \$16.

TIN PLATES—Latest advices from England report the market firm and the mills oversold. The demand here is rather quiet. We quote: Coke plates, \$3.75 to \$4; charcoal, \$4.25 to \$4.50; extra quality, \$5 to \$5.10.

CANADA PLATE—Sixty-sheet Canada plate is still abnormally scarce. Otherwise, there is no feature. We quote: 52's, \$2.45; 60's, \$2.55; 75's, \$2.60; full polished, \$3, and galvanized, \$3.90.

STEEL—Unchanged. We quote: Sleigh shoe, \$1.95; tire, \$2; bar, \$1.95; spring, \$2.75; machinery, \$2.75, and toe-calk, \$2.50.

SHEET STEEL—We quote : Nos. 22 and 24, \$3, and Nos. 18 and 20, \$2.85.

TOOL STEEL—Black Diamond, 8c. and Jessop's, 13c.

TERNE PLATES—Terne plates are scarce, but, as the demand is quiet, the stringency is not felt very severely. The ruling price is \$7 50.

COIL CHAIN—Quite a demand has sprung up for coil chain, which has been ordered in some quantity. We quote as follows: No. 6, 11½c.; No. 5, 10c.; No. 4, 9½c.; No. 3, 9c.; ¼-inch, 7½c. per lb.; 5-16, \$4.85; 5-16 exact, \$5.30; ¾, \$4.40; 7-16, \$4.20; ½, \$3.95; 9-16, \$3.85; ⅝, \$3.55; ¾, \$3.45; ⅞, \$3.40; 1-in., \$3.35. In carload lots an allowance of 10c. is made.

SHEET ZINC—Quite a quantity has been taken this week at \$5 75 to \$6.25.

ANTIMONY—Quiet, at 10c.

ZINC SPELTER—Is worth 5c.

SOLDER—We quote: Bar solder, 18½c.; wire solder, 20c.

GLASS.

There is no change to report. We quote: First break, \$2.10; second, \$2.20 for 50 feet; first break, 100 feet, \$3.90; second, \$4.10; third, \$4.60; fourth, \$4.85; fifth, \$5.35; sixth, \$5.85, and seventh, \$6.35.

PAINTS AND OILS.

Linseed oil, on account of the scarcity, has been advanced 3c. per gallon. The demand from the country for this article is not brisk. The trade in paints is only now beginning to taper off, having been remarkably well maintained. We quote:

WHITE LEAD—Best brands, Government standard, \$6.25; No. 1, \$5.87½; No. 2, \$5.50; No. 3, \$5.12½, and No. 4, \$4.75 all f.o.b. Montreal. Terms, 3 per cent. cash or four months.

DRY WHITE LEAD—\$5.25 in casks; kegs, \$5.50.

RED LEAD—Casks, \$5.00; in kegs, \$5.25.

DRY WHITE ZINC—Pure, dry, 6¼c.; No. 1, 5¼c.; in oil, pure, 7¼c.; No. 1, 6¼c.; No. 2, 5¼c.

PUTTY—We quote: Bulk, in barrels, \$1.90 per 100 lb.; bulk, in less quantity, \$2.05; bladders, in barrels, \$2.10; bladders, in 100 or 200-lb. kegs or boxes, \$2.25; in tins, \$2.55 to \$2.65; in less than 100-lb. lots, \$3 f.o.b. Montreal, Ottawa, Toronto, Hamilton, London and Guelph. Maritime Provinces 10c. higher, f.o.b. St. John and Halifax.

LINSEED OIL—Raw, 83c.; boiled, 86c. in 5 to 9 bbls., 1c. less, 10 to 20 bbl. lots, open, net cash, plus 2c. for 4 months. Delivered anywhere in Ontario between Montreal and Oshawa at 2c. per gal. advance and freight allowed.

TURPENTINE—Single bbls., 55c.; 2 to 4 bbls., 54c.; 5 bbls. and over, open terms, the same terms as linseed oil.

MIXED PAINTS—\$1.20 to \$1.45 per gal.

CASTOR OIL—8¼ to 9¼c. in wholesale lots, and ½c. additional for small lots.

SEAL OIL—47½ to 49c.

COD OIL—32½ to 35c.

NAVAL STORES—We quote: Resins, \$2.75 to \$4.50, as to brand; coal tar, \$3.25 to \$3.75; cotton waste, 4½ to 5½c. for colored, and 6 to 7½c. for white; oakum, 5½ to 6½c., and cotton oakum, 10 to 11c.

PARIS GREEN—Petroleum barrels, 16¼c. per lb.; arsenic kegs, 17c.; 50 and 100-lb. drums, 17½c.; 25-lb. drums, 18c.; 1-lb. packages, 18½c.; ½-lb. packages, 20½c.; 1-lb. tins, 19½c.; ½-lb. tins, 21½c. f.o.b. Montreal; terms 3 per cent. 30 days, or four months from date of delivery.

SCRAP METALS.

A lively market is again reported in scrap metals which are quoted without change. Dealers are now paying the following prices in the country: Heavy copper and wire, 13 to 13½c. per lb.; light copper, 12c.; heavy brass, 12c.; heavy yellow, 8½ to 9c.; light brass, 6½ to 7c.; lead, 2½ to 2¾c. per lb.; zinc, 2¼ to 2½c.; iron, No. 1 wrought, \$14 to \$16 per gross ton f.o.c. Montreal; No. 5 cast, \$13 to \$14; stove plate, \$8 to \$9; light iron, No. 2, \$4 a ton; malleable and steel, \$4; rags, country, 60 to 70c. per 100 lb.; old rubbers, 7¼c. per lb.

HIDES.

The market is very firm and an advance in lambskins is expected next week. We quote: Light hides, 7c. for No. 1; 6c. for No. 2, and 5c. for No. 3. Lambskins, 15c.; sheepskins, 90c. to \$1; calfskins, 10c. for No. 1 and 8c. for No. 2.

NOTES.

Linseed oil is scarce and 3c. per gallon higher.

Cut nails are advanced 10c. per keg.

Paris green has been advanced 2c. per lb., and is very scarce.

ONTARIO MARKETS.

TORONTO, July 5, 1901.

HARDWARE.

NO particularly striking feature has developed on the local market during the past week. Owing to the holiday season and the hot weather, business is naturally not as brisk as it was. There is still, however, a fairly good movement. In fact, in some lines, such as refrigerators, ice cream freezers, and oil stoves, the demand exceeds the supply. The demand for wire nails continues active, and prices firm. Cut nails are firm at the recent advance, but very little business is



Our Sheet Metal Fronts

Offer you splendid improvement, at small cost, for any style of building. We make them complete, to suit any sized or shaped structure—the entire metal finish including door and window caps, cornices, etc.—in a great variety of styles. They give a very handsome effect, and enduring, practical satisfaction. We give estimates if you send measurements and outline of the building. Think it over.

Metallic Roofing Co.,
Limited.
Wholesale Manufacturers,
Toronto, Canada.

being done. Harvest tools are going out fairly well. Business in fence wires is falling off, as is to be expected after the recent active trade. The manufacturers have concluded their meeting in St. John, but have made no further change than was noted last week in regard to cut nails. Cotton twines are lower. Rope is in good demand, particularly certain sizes. Quite an active trade is being done in nearly all lines which are required for harvest tools.

BARB WIRE—Business is just moderate and prices unchanged. We quote \$3.05 per 100 lb. from stock Toronto; and \$2.82½ f.o.b. Cleveland for less than carlots, and \$2.70 for carlots.

GALVANIZED WIRE—Business is fair, with prices steady and unchanged. We quote: Nos. 6, 7 and 8, \$3.50 to \$3.85 per 100 lb., according to quantity; No. 9, \$2.85 to \$3.15; No. 10, \$3.60 to \$3.95; No. 11, \$3.70 to \$4.10; No. 12, \$3 to \$3.30; No. 13, \$3.10 to \$3.40; No. 14, \$4.10 to \$4.50; No. 15, \$4.60 to \$5.05; No. 16, \$4.85 to \$5.35. Nos. 6 to 9 base f.o.b. Cleveland are quoted at \$2.57½ in less than carlots and 12c. less for carlots of 15 tons.

SMOOTH STEEL WIRE—The demand for oiled and annealed wire has dropped off quite a little, and the movement is now light. The demand for hay-baling wire is still practically nil. Net selling prices for oiled and annealed are: Nos. 6 to 8, \$2.90; 9, \$2.80; 10, \$2.87; 11, \$2.90; 12, \$2.95; 13, \$3.15; 14, \$3.37; 15, \$3.50; 16, \$3.65. Delivery points, Toronto, Hamilton, London and Montreal, with freights equalized on those points.

WIRE NAILS—The factories are very busy, and there is a scarcity in some sizes. Some of the orders that are being received are for good quantities. The base price is still \$2.85 for less than carlots, and \$2.77 ½ for carlots. Delivery points: Toronto, Hamilton, London, Gananoque and Montreal.

CUT NAILS—Prices are firm at last week's advance, but there is very little business being done. In fact, trade is almost altogether confined to shingle nails. The base price is \$2.45 per keg for less than carlots, and \$2.35 for carlots. Delivery points: Toronto, Hamilton, London, Montreal and St. John, N.B.

HORSE NAILS—Business is seasonably quiet, and prices are unchanged. Discount on "C" brand, oval head, 50 and 7 ½ per cent. off new list, and on "M" and other brands, 50, 10 and 5 per cent. off the old list. Countersunk head 60 per cent.

HORSESHOES—Business is still of a small sorting-up character. We quote f.o.b. Toronto as follows: Iron shoes, No. 2 and larger, light, medium and heavy, \$3.60; snow shoes, \$3.85; light steel shoes, \$3.70; featherweight (all sizes), \$4.95; iron shoes, No. 1 and smaller, light, medium and heavy (all sizes), \$3.85; snow shoes, \$4; light steel shoes, \$3.95; featherweight (all sizes), \$4.95.

SCREWS—Business in screws continues much as it has been for some time, namely, fairly good, with prices steady. Discounts are as follows: Flat head bright, 87 ½ and 10 per cent.; round head bright, 82 ½ and 10 per cent.; flat head brass, 80 and 10 per cent.; round head brass, 75 and 10 per cent.; round head bronze, 65 per cent., and flat head bronze at 70 per cent.

RIVETS AND BURRS—A steady trade is still to be noted. We quote: Iron rivets, 60 and 10 per cent.; iron burrs, 55 per cent.; copper rivets and burrs, 25 and 5 per cent.

BOLTS AND NUTS—The demand for practically all kinds of bolts and nuts continues brisk. We quote: Carriage bolts (Norway), full square, 65 per cent.; carriage bolts full square, 65 per cent.; common carriage bolts, all sizes, 60 per cent.; machine bolts, all sizes, 60 per cent.; coach screws, 70 per cent.; sleighshoe bolts, 72 ½ per cent.; blank bolts, 60 per cent.; bolt ends, 62 ½ per cent.; nuts, square, 4c. off; nuts, hexagon, 4 ½ c. off; tire bolts, 67 ½ per cent.; stove bolts, 67 ½; plough bolts, 60 per cent.; stove rods, 6 to 8c.

ROPE—Business is active in rope, particularly for ¾ inch size for hay fork pulleys, etc. In this size the demand exceeds the supply. The base price is unchanged at 10c. for sisal and 13 ½ c. for manila.

BINDER TWINE—A fair trade has been doing, and some of the factories report that they are pretty well sold up. A fairly good sorting-up trade is still expected.

COTTON TWINE—Prices are about 1 ½ c. per lb. lower, and there is a fair movement. We quote wrapping cotton, 3-ply, 18c.; 4-ply, 24c.

SPORTING GOODS—There is not a great deal being done, but an improvement is looked for.

ENAMELLED WARE AND TINWARE—Trade in both these lines is only moderate. There has been some preserving kettles sold for the strawberry season, but the bulk of the trade in this line of goods has yet to be done.

OIL AND GAS STOVES—The demand for oil stoves has been extremely brisk during the past week or two. Some of the large dealers report that their stocks are pretty well broken up, and they are expected to remain in this condition for the balance of the season. Gas stoves are only in moderate demand.

ICE CREAM FREEZERS AND REFRIGERATORS—An exceptionally heavy demand has been experienced during the past week in ice cream freezers and refrigerators, and stocks have become very much depleted. Some of the wholesalers have been trying to get supplies from the departmental stores in order to fill orders, but, as far as we can learn, the stocks in the departmental stores are also very much exhausted.

GREEN WIRE CLOTH—Trade is fairly good at \$1.35 per 100 square feet.

SCREEN DOORS AND WINDOWS—A good movement is still to be noted in screen doors and windows, and a number of shipments have gone out during the past week.

BUILDING PAPER—Business continues seasonably brisk. We quote: Building paper, 30c.; tarred paper, 40c., and tarred roofing, \$1.65.

POULTRY NETTING—Business continues fair, at 55 per cent. discount.

HARVEST TOOLS—An active business is to be noted in harvest tools, and, in fact, in all lines of goods which are in demand at this time of the year for harvest purposes. Discount 50, 10 and 5 per cent.

SPADES AND SHOVELS—Business is merely of a sorting-up nature. Discount, 40 and 5 per cent.

EAVETROUGH—There is still a good movement at the ruling price of \$3.25 per 100 ft. for 10 inch.

LEATHER BELTING—Trade is moderate. On account of action taken by tanners, there will probably be an advance. The price of leather, as has been noted in these columns, has been unsettled for some time.

OAKEY'S 'WELLINGTON' KNIFE POLISH

The original and only Genuine Preparation for Cleaning Cutlery. 6d. and 1s. Canisters.

JOHN OAKEY & SONS, LIMITED

MANUFACTURERS OF

Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.
Wellington Mills, London, England.

Agent:

JOHN FORMAN, 644 Craig Street MONTREAL

COVERT MFG. CO.
West Troy, N.Y.
Steel Carriage and Wagon Jacks,
Harness Snaps, Chain, Rope and Web Goods, etc.
FOR SALE BY JOBBERS AT MFRS. PRICES.

PRIEST'S CLIPPERS
Largest Variety, Toilet, Hand, Electric Power
ARE THE BEST.
Highest Quality Grooming and Sheep-Shearing Machines.
WE MAKE THEM.
SEND FOR CATALOGUE TO
American Shearer Mfg. Co., Nashua, N.H., U.S.A.

Don't Forget the Name...
NEWMAN'S INVINCIBLE FLOOR SPRINGS
Strong, Quick, Reliable, Effective.
Will close a door against any pressure of wind. Far ahead of ordinary door springs, pneumatic or otherwise. Ask your wholesaler.
W. NEWMAN & SONS, Birmingham.

Oneida Community Goods
HALTERS, COW TIES, SNAPS, etc., etc.,
in all sizes and styles. May be had of all jobbers throughout Canada.
Factory—NIAGARA FALLS, ONT.

MACKENZIE BROS.

HARDWARE

MANUFACTURERS' AGENTS,

Travellers covering Manitoba, Northwest Territories and British Columbia. ; **WINNIPEG, MAN.**

CORRESPONDENCE SOLICITED.

THE PULLMAN PNEUMATIC

Combined

Door Check and Spring.



for Screen Doors. Small, Simple, Strong, Perfect and Ornamental. Low in Price.

PULLMAN SASH BALANCE CO., ROCHESTER N.Y., U.S.A.

Discount, extra, 60, 10 and 5 per cent.; standard, 70 per cent.; No. 1, 70 and 10 per cent.

CEMENT—A good, steady trade is doing. Prices are firm. We quote barrel lots as follows: Canadian portland, \$2.25 to \$2.75; German, \$3 to \$3.15; English, \$3; Belgian, \$2.50 to \$2.75; Canadian hydraulic, \$1.25 to \$1.50.

METALS.

Trade, generally, has been rather quiet, naturally being influenced to some extent by the hot weather and the holiday. Some import business is being done in nearly all lines, but principally in tinplates, black sheets and galvanized sheets. Prices are stiffening enough in several lines.

PIG IRON—The demand is rather quiet. Prices are steady throughout. Canadian iron on track Toronto we quote at \$18 per ton for No. 1, \$17.50 for No. 2, and \$17 for No. 3.

BAR IRON—The demand for bar iron continues good, and the mills are still behind with their orders. The ruling quotation for small lots is still \$1.85 to \$1.90. Some of the mills are so far behind with their orders that they are not soliciting new business.

STEEL—Business continues fairly good in steel, and prices rule much as before. We quote: Merchantable cast steel, 9 to 15c. per lb.; drill steel, 8 to 10c. per lb.; "B C" and "Black Diamond" tool steel, 10 to 11c.; Jessop's, Morton's and Firth's tool steel, 12½ to 13c.; toe calk steel, \$2.85 to \$3; tire steel, \$2.30 to \$2.50; sleighshoe steel, \$2.10 to \$2.25; reeled machinery steel, \$3; hoop steel, \$3.

GALVANIZED SHEETS—The feeling in regard to galvanized sheets is still decidedly firm, and importers are compelled to pay 10c. per 100 lb. by the case higher than a short time ago. The demand locally keeps fairly good, and stocks are now in fairly good shape. The ruling quotation on 28 gauge English is \$4.50 and on American \$4.40.

BLACK SHEETS—A fair trade is being done. We quote: 28 gauge, common sheets at \$3, and dead flat at \$3.50.

CANADA PLATES—There is just a moderate trade being done. This market is also firm as to price, and values are from 10 to 15c. higher than a short time ago. The ruling quotations here are: All dull, \$2.90; half polished, \$3, and all bright, \$3.50.

PIG TIN—The demand during the past week has been rather quiet. There have been some fluctuations in the outside markets, but locally we still quote as before. In London on Wednesday prices closed £1 5s. above the previous night's quotations.

FILES

7 FACTORIES
9 BRANDS

RASPS



NICHOLSON FILE CO., Providence, R.I., U.S.A.

BRITISH PLATE GLASS COMPANY, Limited.

Established 1773

Manufacturers of **Polished, Silvered, Bevelled, Chequered, and Rough Plate Glass.** Also of a durable, highly-polished material called "**MARBLETE**," suitable for Advertising Tablets, Signs, Facias, Direction Plates, Clock Faces, Mural Tablets, Tombstones, etc. This is supplied plain, embossed, or with incised gilt letters. **Benders, Embossers, Brilliant Cutters, etc., etc.** Estimates and Designs on application.

Works: Ravenhead, St. Helens, Lancashire. Agencies: 107 Cannon Street, London, E.C.—128 Hope Street, Glasgow—12 East Parade, Leeds, and 36 Paradise Street, Birmingham. Telegraphic Address: "Glass, St. Helens." Telephone No. 68 St. Helens.

FOR SALE

RE-LAYING RAILS

350 tons 56. rail and fastenings.
75 tons 50. " " "
20 tons 14. " " "

Prompt Deliveries. Also Logging and Pit Rails.

SESSENWEIN BROS., 101 Shannon Street, MONTREAL.

In New York, however, prices were nominal on account of absence of business. Spot tin is said to be cornered in London. As far as futures are concerned, the market appears to be weak.

TINPLATES—The demand for tinplates during the past week has been fair. Prices are firm and some of the wholesale houses have marked their prices up to \$4.70 for I. C. Others, however, still quote \$4.50.

TINNED SHEETS—Trade is good in this line, and we still quote 28 gauge at 8½c.

COPPER—There is not much doing in ingot copper, but in sheet copper trade is fairly good. Prices are weak in London.

SOLDER—There is a fair demand and prices are as before. We quote: Half-and-half at 18½c. for guarantee, and 18c. for commercial.

IRON PIPE—There has been no change in this market either as to business or prices. One-inch black is still quoted at \$5.40, and one-inch galvanized at \$7.95 per 100 ft.

LEAD—Trade continues quiet, at 4¼ to 4½c.

SPELTER—Trade shows some improvement in this line and prices are unchanged, at 5½ to 6c.

ZINC SHEETS—Trade is fair at 6½ for casks, and 6¾c. for part casks.

PAINTS AND OILS.

The mid-summer quietness is here, and very little material is moving. Paris green is the leading seller at the moment, and prices are firm on account of the comparatively small stocks on hand. Linseed continues to advance at primary points, so prices have been raised 2c. locally. Turpentine is 1c. lower on account of a decline at Wilmington and Savannah. Other prices are unchanged. We quote:

WHITE LEAD—Ex Toronto, pure white lead, \$6.37½; No. 1, \$6; No. 2, \$5.67½;

No. 3, \$5.25; No. 4, \$4.87½; genuine dry white lead in casks, \$5.37½.

RED LEAD—Genuine, in casks of 560 lb., \$5.50; ditto, in kegs of 100 lb., \$5.75; No. 1, in casks of 560 lb., \$5; ditto kegs of 100 lb., \$5.25.

LITHARGE—Genuine, 7 to 7½c.

ORANGE MINERAL—Genuine, 8 to 8½c.

WHITE ZINC—Genuine, French V.M., in casks, \$7 to \$7.25; Lehigh, in casks, \$6.

PARIS WHITE—90c. to \$1 per 100 lb.

WHITING—70c. per 100 lb.; Gilders' whiting, 80c.

GUM SHELLAC—In cases, 22c.; in less than cases, 25c.

PARIS GREEN—Bbls., 16¾c.; kegs, 17c.; 50 and 100 lb. drums, 17½c.; 25-lb. drums, 18c.; 1-lb. papers, 18½c.; 1-lb. tins, 19½c.; ½-lb. papers, 20½c.; ½-lb. tins, 21½c.

PUTTY—Bladders, in bbls., \$2.10; bladders, in 100 lb. kegs, \$2.25; bulk in bbls., \$1.90; bulk, less than bbls. and up to 100 lb., \$2.05; bladders, bulk or tins, less than 100 lb., \$2.90.

PLASTER PARIS—New Brunswick, \$1.90 per bbl.

PUMICE STONE—Powdered, \$2.50 per cwt. in bbls., and 4 to 5c. per lb. in less quantity; lump, 10c. in small lots, and 8c. in bbls.

LIQUID PAINTS—Pure, \$1.20 to \$1.30 per gal.

CASTOR OIL—East India, in cases, 10 to 10½c. per lb. and 10½ to 11c. for single tins.

LINSEED OIL—Raw, 1 to 4 barrels, 84c.; boiled, 87c.; 5 to 9 barrels, raw, 81c.; boiled, 84c., delivered. To Toronto, Hamilton, Guelph and London, 1c. less.

TURPENTINE—Single barrels, 55c.; 2 to 4 barrels, 54c., delivered. Toronto, Hamilton and London 1c. less. For less quantities than barrels, 5c. per gallon extra.

will be added, and for 5-gallon packages, 50c., and 10 gallon packages, 80c. will be charged.

GLASS.

There is still a fairly good demand, but there is now practically no danger of shortage as stocks are coming to hand freely. We quote as follows: Under 26 in., \$4.15; 26 to 40 in., \$4.45; 41 to 50 in., \$4.85; 51 to 60 in., \$5.15; 61 to 70 in., \$5.50; double diamond, under 26 in., \$6; 26 to 40 in., \$6.65; 41 to 50 in., \$7.50; 51 to 60 in., \$8.50; 61 to 70 in., \$9.50, Toronto, Hamilton and London. Terms, 4 months or 3 per cent. 30 days.

OLD MATERIAL.

There is little doing, but prices are steady throughout. We quote jobbers' prices as follows: Agricultural scrap, 50c. per cwt.; machinery cast, 50c. per cwt.; stove cast, 45c.; No. 1 wrought 40c. per 100 lb.; new light scrap copper, 12c. per lb.; bottoms, 11c.; heavy copper, 12½c.; coil wire scrap, 12½c.; light brass, 7c.; heavy yellow brass, 10c.; heavy red brass, 10½c.; scrap lead, 2¾c.; zinc, 2c.; scrap rubber, 6½c.; good country mixed rags, 65 to 75c.; clean dry bones, 40 to 50c. per 100 lb.

COAL.

The advance of 10c. as noted last week is well maintained. We quote at international bridges: Grate, \$4.75 per gross ton; egg, stove and nut, \$5 per gross ton with a rebate of 20c. off for July shipments.

PETROLEUM.

There is no change. The demand is very light. We quote: Pratt's Astral, 16 to 16½c. in bulk (barrels, \$1 extra); American water white, 16½ to 17c. in barrels; Photogene, 15½ to 16c.; Sarnia water white, 15 to 15½c. in barrels; Sarnia prime white, 14 to 14½c. in barrels.

MARKET NOTES.

Linseed oil is 2c. per gal. dearer,
Turpentine has declined 1c. per gal.

ANOTHER CEMENT COMPANY.

The organization of The Sun Portland Cement Co., Limited, Owen Sound, Ont., has been practically completed. The authorized stock is \$500,000, of which \$200,000 is preferred stock and \$300,000 common stock. Half of the preference, and nearly all of the common, stock has been subscribed. Among the shareholders are F. H. Clergue and Mackenzie & Mann. The directors of the company are: President, John Flett; Dr. E. H. Horsey (M.P.), Messrs. W. P. Telford (sr.), John Harrison and John G. Hay. The location of the works will, in all probability, be at Owen Sound. Their marl beds are at McNab

Lake, near that town. The plant, which is now being ordered, is to have a capacity of 600 bbls. per day, and will give employment to at least 50 hands. It is expected that the factory will be completed in less than six months.

OUTPUT OF WIRE RODS AND WIRE NAILS.

ACCORDING to The Bulletin of the American Iron and Steel Association, the production of iron and steel wire rods in the United States in 1900 amounted to 846,291 gross tons, against 1,036,398 tons in 1899 and 1,071,683 tons in 1898 showing a decrease of 190,107 tons, or over 18 per cent., in 1900 as compared with 1899. Of the total production in 1900, 1,929 tons were iron rods and 844,362 tons were steel. Pennsylvania made the largest quantity of wire rods in 1900, with Illinois second, Ohio third and Massachusetts fourth. Six other States, Connecticut, New York, New Jersey, Kentucky, Alabama and India, also rolled wire rods in 1900.

The production of steel wire nails in the United States in 1900 amounted to 7,233,979 kegs of 100 pounds, as compared with 7,618,130 kegs in 1899, a decrease of 384,151 kegs, or over 5 per cent. In 1898 the production amounted to 7,418,475 kegs, in 1897 to 8,997,245 kegs, in 1896 to 4,719,860 kegs and in 1895 to 5,841,404 kegs. The wire nails produced in 1900 were manufactured by fifty-six works, three less than in 1899. The following table gives the production of wire nails in 1899 and 1900 in kegs of 100 pounds:

	1899.	1900.
Massachusetts, Rhode Island, Conn;	173,877	212,524
New York and New Jersey	49,603	63,461
Pennsylvania	2,905,211	2,158,399
Maryland, W. Va., Alabama and		
Ohio	2,154,823	2,516,391
Indiana and Illinois	2,184,662	2,198,672
Michigan, Wisconsin, Kansas,		
Washington and California	146,954	87,467
Totals	7,618,130	7,233,979

EARLY CLOSING IN GUELPH.

The following agreement has been signed by most of the merchants of Guelph, Ont. .

We, the undersigned, merchants of the City of Guelph, at the earnest desire of the Salesmen and Clerks' Association, have decided to close our respective place of business on Thursday of each week during the months of July and August at the hour of 12.30 p.m., provided all other similar places are closed, and that same shall be advertised by said Association.

Among those who signed were the following:

Hardware.—John M. Bond & Co., G. A. Richardson, G. B. Morris.
Stoves and Tinware.—Jas. Jarrett, A. Rumford, T. E. & S. Rudd.
Plumbers.—Mahoney Bros.

FANCY DECORATED LAMPS.

A STRIKING characteristic of the industrial development of Canada of late years has been the recognition by manufacturers and the mercantile world generally that in many lines, formerly imported, there can be produced at home goods fully equal in appearance, quality and value to the imported article.

Gowans, Kent & Co., Toronto, have done much to force recognition of this fact as regards fancy earthenware and glass-

ware. Not long since they established a plant to manufacture cut glass, and have been eminently successful in competing with foreign makers of this line of goods.

Another line in which they have begun to compete with the outside houses is fancy decorated lamps.



The only part of these which have to be imported are the opal globes and bottoms. The globes and bottoms which are brought in undecorated from Germany bear a duty of only 30 per cent. into Canada, as compared with 60 per cent. into the United States. As the large makers in both countries get their stocks from Germany, this gives the Canadian maker a big advantage at the start in buying his raw material.

The plant for decorating and "firing" installed by Gowans, Kent & Co., is thoroughly up-to-date. The decorations are of three classes, hand painted, pattern printed, and the dry tint process. In all cases, the lamp has a "fired" or burnt-in decoration which cannot be scraped or washed off. The decorations are bright and well finished, while the bases and brass connections used are now of the best quality and with the best gilt finish, making a vast improvement in the whole appearance of the lamps over inferior bases formerly used.

The accompanying cut shows one of the dainty designs made by Gowans, Kent & Co. Further particulars can be secured from the catalogue which has just been issued, and which gives several illustrations of the newest shapes and designs. The trade is invited to visit the firm's warehouse and factory while in the city.

CATALOGUES, BOOKLETS, ETC.

HARDWARE AND METAL is indebted to James Pender & Co., St. John, N.B., for a copy of the handsomely illustrated booklet of the New Brunswick Tourist Association.

THE COST OF DOING BUSINESS.

WE have the following communication in reply to one given in our issue of June 13. Our correspondents call attention, it will be observed, to the fact that the merchants in Nebraska did not allow in the cost of doing business for interest on the capital invested:

"The Nebraska merchant whose letter in regard to the cost of doing business was published in your issue of June 13 is evidently a good business man and does business on a very small expense, but we think he proves our assertion that many merchants do not figure their expenses sufficiently high. As we understand his statement, he allows 5 per cent. on the cost of his building for rent, which leaves very little for interest after repairs are made and taxes are paid. Ten per cent. would be a more reasonable allowance.

"He does not make clear why his capital should not bear interest. If he had a partner who contributed only 10 per cent. of the capital, while he furnished 90 per cent., he would see at once that the capital should draw interest. If he was using borrowed capital he would have to pay interest, and when he balanced his books it would appear on the debtor side of profit and loss account. We would revise his figures as follows.

5 per cent. interest on \$3,000 stock...	\$150 00
10 per cent. interest on building....	200 00
Freight and drayage expense.....	438 94
Insurance and other expense.....	310 05
52 weeks' salary at \$15 per week....	780 00

Total expense.....\$1,878 99

or a trifle over 16 per cent. of the sales, which were \$11,706.25.

"In estimating the profit to be added to the cost of the goods to cover expenses, he would have to add about 20 per cent. to the cost to equal 16 per cent. on the sales.

"We believe there are few retail merchants in the country who can make as favorable a showing as this."—Iron Age.

ROYALTIES ON COAL AND PETROLEUM.

By Order-in-Council, the regulations re coal and petroleum lands have been materially altered. Since 1885 the regulations regarding coal lands were such that the Government in all its patents reserved to the Crown the right of all coal beds underlying the surface. Under the late regulations, however, all coal lands are sold subject to the payment of a royalty on all coal mined. The rate of the royalty is fixed at 10c. a ton. This is the same royalty that is charged in British Columbia by the local Government.

The Order-in-Council re petroleum lands is as follows: "The Government will give

any person or company desiring a district in which to prospect, certain exclusive rights over a certain tract for the purpose of exploring and testing. The terms used to be \$1 an acre for such lands, and 2½ per cent. upon sales. That has now been rescinded, and after July 1 all lands in the Northwest Territories and the Yukon district will be open for prospecting. When oil territory is located the Government may grant to any person or company 604 acres at \$1 per acre, and the royalty to be charged may be fixed from time to time by Order-in-Council. Sworn statements will be required by the Government in regard to petroleum taxations, and in default the patents for lands may be cancelled."

THE EDINBURGH ROPERIE & SAILCLOTH CO., LIMITED

LEITH, SCOTLAND.

Manufacturers of

Cordage of all kinds, Flax Sail-cloths, Tarpaulins and Water-Proof Cloths, Sewing Twines, Fishing Twines, Fishing Lines, Tying Twines, Etc., Etc.

Represented by

DAVID INGLIS, 9 St. Peter St., MONTREAL
Phone Main 4359.

WESTERN ASSURANCE COMPANY

Incorporated 1851.

Fire and Marine

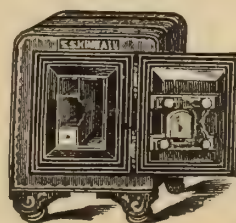
Capital, subscribed \$2,000,000.00
Capital - - - 1,000,000.00
Assets, over - - 2,340,000.00
Annual Income - 2,290,000.00

Head Office: TORONTO, ONT.

Hon. Geo. A. Cox, President. J. J. Kenny, Vice-President
C. C. Foster, Secretary.

CHAMPION FIRE and BURGLAR-PROOF SAFES

ESTABLISHED HERE SIXTEEN YEARS.



We sell direct to the user, and save all commissions.

SIXTEEN SIZES IN STOCK.

Our small Safe is the best low-priced safe in the market. GET PRICES, ETC., BEFORE BUYING.

S. S. KIMBALL,
577 Craig Street, - Montreal.



SEALED TENDERS addressed to the undersigned, and endorsed "Tender for Iron Superstructure, Battleford Bridge," will be received at this office until Friday, July 19, inclusively, for the construction of an iron superstructure for the Bridge over the Battle River at Battleford, N.W.T., according to a plan and a specification to be seen at the offices of H. A. Gray, Esq., Resident Engineer, Confederation Life Building, Toronto; Zeph. Malhiot, Esq., Resident Engineer, Winnipeg, Man.; C. Desjardins, Esq., Post Office, Montreal; and on application to the Postmaster at Hamilton Ont., and Battleford, N.W.T.; also at the Department of Public Works, Ottawa.

Tenders will not be considered unless made on the form supplied, and signed with the actual signatures of tenderers.

An accepted cheque on a chartered bank, payable to the order of the Minister of Public Works, for three thousand dollars (\$3,000.00), must accompany each tender. The cheque will be forfeited if the party decline the contract or fail to complete the work contracted for, and will be returned in case of non-acceptance of tender.

The Department does not bind itself to accept the lowest or any tender.

By order,

FRED. GELINAS,

Secretary.

Department of Public Works,

Ottawa, June 22, 1907.

Newspapers inserting this advertisement without authority from the Department will not be paid for it. (27)



Will Hold Up a Shelf!

That's what a shelf bracket is for.

For this purpose there can be

NOTHING BETTER
NOTHING CHEAPER

than the . . .

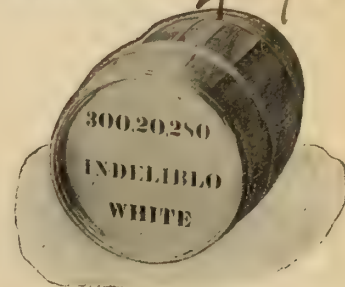
BRADLEY STEEL SHELF BRACKET

It is well Japanned, Strong and Light. The saving in freight is a good profit, aside from the lower price at which the goods are sold. Order direct or through your jobber.

ATLAS MFG. CO., New Haven, Conn., U.S.A.

GET A PAINT

Loamtoppie
4-9-01



that mixes with water only and is ready for the brush. Wouldn't it pay you? No smell, no dirt, no failure.

INDELIBLO

is the paint that does it. Comes in white and colors. Is washable and weatherproof. Lasts where others fail. It comes in dry powder. Does not cost much, and goes a long way. This is economical paint.

— AGENTS —

A. RAMSAY & SON, - - - - - MONTREAL.
J. H. ASHDOWN, - - - - - WINNIPEG.
McLENNAN, McFEELY & CO., - - VANCOUVER

HEATING AND PLUMBING

SOME BUILDING NOTES.

J. H. Robinson is building a new house in Rossland, B.C. It is to have up-to-date conveniences, including a bathroom, electric lights, electric bells and flush closet.

Work has been begun on a new hotel at Wheatley, Ont.

W. Cootes has started to erect a new house at Rosebank, Man.

Plans are being prepared for a new public library building in London, Ont.

R. E. North intends building a brick house on Louisa street, London, Ont.

There is a possibility of a general strike of building trades workmen in Ottawa.

A new Methodist church is being built by W. G. Hunt, contractor, at Renwick, Ont.

Tenders were received this week by Rev. H. S. Zwicker for the erection of a new Anglican church at Brooklyn (Hants Co.), N.S.

J. R. Eaton, contractor, has been awarded the contract for erecting the new Methodist church at Midland, Ont. The cost will be upwards of \$13,000.

TORONTO BUILDING PERMITS.

There was a rush for building permits during the last few days in June, causing the total for the month to reach \$384,260 as compared with \$94,399 in June last year. This made the aggregate for the first six months, \$1,154,265 in 1901, and \$942,194 in 1900. During the past week or so the following permits have been issued: Independent Order of Foresters, \$40,000 additions to their "Temple" building; the Toronto Litho. Co., Limited, \$40,000 factory on King street, near Spadina; the North British Mercantile Co., for \$10,000 alterations to 26 Wellington street east; to R. Davis for ten houses on Bright street, near Queen street, to cost \$12,000; Wm. Harris, for a \$1,000 residence on Pape avenue, near G.T.R. tracks; to J. W. Flavelle, for a \$50,000 residence on Hoskins avenue, Queen's Park; to King Bros., for five dwellings near Dewson street, on Dovercourt road, to cost \$10,000; to J. M. Lee for two stores and seven dwellings, near Gerrard, on Sumach street, to cost \$12,000, and for two \$1,100 residences on Sackville street, near Gerrard; to A. Hart, for two \$2,500 houses on Crescent road, near Yonge street; to A. J. and M. Cockburn, for houses at 40 and 42 Delaware avenue,

to cost \$50,000; to A. Wills, for a \$3,000 house on Osler street, near Royce avenue; to S. G. Spence for a \$1,600 house at 27 Withrow avenue; to R. T. Newton, for two \$1,000 houses at 316 Ossington avenue; to Mrs. M. W. Helliwell, for \$4,000 alterations to 74 George street.

BUILDING PERMITS ISSUED.

Building permits have been issued in Ottawa to Henry M. Willcox, 23 McLeod street, dwelling, \$1,200; D and H. McLaren and Mayor Morris, 3 Sparks street, warehouse, \$3,000; Mrs. Margaret Fox, 5 Clarence street, dwelling, \$3,000; Martin Lawson, 29 First avenue, dwelling, \$1,500; Mrs. Grahlman, 15 Blackburn avenue, dwelling, \$900; R. J. White, 20 First avenue, dwelling, \$900; John Nicoll, 8 Maple street, dwelling, \$1,000; T. Lindsay & Co., 16 Victoria street, stables, \$950; Ald. Geo. Dearing, 66 McLaren street, dwelling, \$2,500; Robert Barnett, 4 Gilmore street, dwelling, \$2,000; S. J. Davis, 40 Hickey street, dwelling, \$2,700; S. J. Davis, 38 Hickey street, dwelling, \$2,800; G. O. Liefert, 16 Wellington street, office, \$250; Lieut. Col. A. P. Sherwood, 3 and 4 Nicholas street, warehouses, \$17,000.

PLUMBING AND HEATING NOTES.

Paquin & Sertorelli, plumbers, Montreal, have dissolved.

The C. P. Co., Limited, manufacturers of electric supplies, Montreal, have applied for incorporation.

Mrs. Alex. Fisher has registered as proprietress of Alex. Fisher & Co., plumbers, etc., Westmount, Que.

The Cape Breton Electric Co. have bought out The Sydney Ferry Co. and The Sydney Gas and Electric Co.

J. M. Sherlock, plumber, 72 Dundas street, Toronto, was prostrated by heat on Friday morning, and was taken to the Emergency Hospital, where he soon recovered.

The Dominion Radiator Co., Toronto, have received an order for radiators for the fortification building at the entrance of the Drontheim Fjord. This fort is the most northerly one in the world. They have also received large orders for shipment to Dawson City, in the Yukon Territory. It begins to look as though Canadian radiators would be finding their way to the North Pole.

PLUMBING AND HEATING CONTRACTS.

W. Mashinter & Co., Toronto, have the contracts for plumbing in the Brock, Dewson and Grace schools at \$168.

The contract for pumping in the Gladstone avenue, Toronto, school, has been awarded to J. M. Sherlock at \$187.

Purdy, Mansell & Co., Toronto, have the contracts for plumbing in the Borden, Huron and Jesse Ketchum schools at \$185.

The Bennett & Wright Co. Limited, have contracts for remodelling the heating of Col. Mason's house in Queen's Park; for plumbing in two houses on Callender street for M. Scott, and for hot water heating in Paul Szelski's house on Indian road, Rosedale.

TRADE CHAT.

The Ottawa Saw Co., Limited, have been incorporated.

The Montreal Chrome Iron Co., Montreal, have been incorporated.

The Wire Cable Co., Montreal, have been authorized to increase their capital to \$1,000,000.

The stock of the estate of J. J. Boese, general merchant, Rosthern, Man., has been sold to Max Wodlinger at 65c. on the dollar.

About \$100,000 damage was done to the factory of the Montreal Pipe and Foundry Co., Limited, on Friday, last week. The loss is fully covered by insurance.

Christie Bros., Owen Sound, Ont., have the contract to put a corrugated iron roof on the new building for The Owen Sound Canning Co., Limited, Owen Sound.

The Nova Scotia Steel Co., Limited, Halifax, has been reorganized under the style of The Nova Scotia Steel and Coal Co., Limited, with \$9,500,000 capital. The directors of the old company continue in the new.

A. B. Ormsby & Co., Toronto, have the contract for tinsmithing in the Brock, Clinton, Gladstone, Dewson, Grace, Duke, Morse, Dovercourt, Lansdowne and York Street Schools, at \$527.

The Strathy Wire Fence Co., Limited, Owen Sound, Ont., have been reorganized, a new directorate being elected, composed of R. P. Butchart, James E. Keenan, R. L. Strathy, A. J. Creighton and Dr. E. H. Horsey, M. P. Considerable additional capital was subscribed.

CANADIAN ADVERTISING is best done by THE
E. DESBARATS ADVERTISING AGENCY
MONTREAL.

ALEXANDER GIBB

Manufacturers' Agent and Metal Broker,
13 St. John Street, Montreal

Representing British and American Manufacturers. Correspondence invited from firms wishing to be represented in Canada.

THE OAKVILLE BASKET CO.,



Manufacturers of

1, 2, 3 Bushel

Grain

AND

Root

BASKETS

THE OAKVILLE
BASKET CO.

The Farmer's Barn Needs Paint



and we make a paint for the Farmer's Barn. We make paint for all classes of work. High grade paint for the house. Hard, quick-drying paint for the Floors, and then for Barns, Roofs, Fences, Bridges, get

RAMSAYS OUTSIDE PAINTS

just what the farmer wants, not expensive, and yet will preserve his barn or any piece of wood or iron he paints as well as the highest-grade paint made. Wonderful covering powers, great body, nice colors. We have color cards,

A. Ramsay & Son

PAINTMAKERS,

Est'd 1842.

MONTREAL.

ONTARIO SILVER CO.,

Limited,

NIAGARA FALLS, CANADA.

Manufacturers of FLATWARE, CUTLERY and
ELECTRO PLATE.

Ask for our Catalogue and Quotations.



Ontario Nut Works, Paris
BROWN & CO.

Manufacturers of

All sizes of Hot Pressed
Nuts, Square and Hexagon.

We have perfect confidence that if you use

The Fairbanks Asbestos Disc Valve

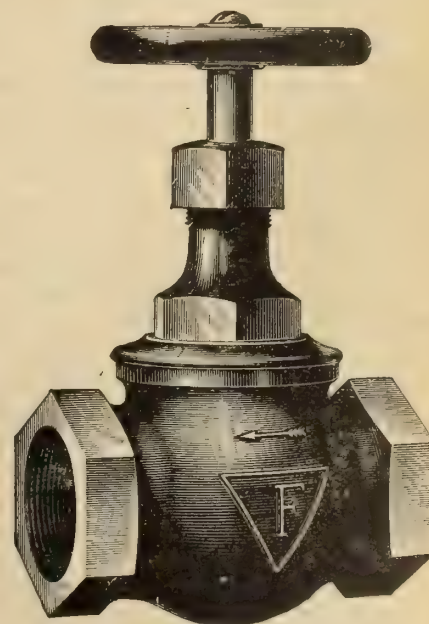
You will find for yourselves what we claim is true.

These Valves are sterling products
made of the best materials.

Our renewable **Asbestos Disc** makes our valve three times more durable than any other. A new disc inserted means you have a new valve.

Prices and printed matter mailed.

DROP A CARD.



THE FAIRBANKS COMPANY,

749 CRAIG STREET,

Montreal, Que.

TRADE IN COUNTRIES OTHER THAN OUR OWN.

A DESPATCH from Cleveland, O., under date of July 1, says: "Another sharp advance was announced in prices for linseed oil to-day by the American Linseed Company. The wholesale price is now 80c. per gallon in single barrel lots, an increase of 15c. per gallon since June 1. The jump in prices to-day was 7c. per gallon. The increase for the last month has been about 25 per cent."

IRON AND STEEL IN THE UNITED STATES.

Bessemer pig is still freely taken, although there is complaint that orders are for prompt delivery only. In structural shapes activity continues, and the new plant of the Colorado Co. takes a large quantity. Hardware, especially for builders, is a feature, and an enormous fall trade is anticipated. Of agricultural implements and railway supplies there is a liberal movement. Steel rails are being produced at an unprecedented rate, and billets are sufficiently scarce to command top prices. Predictions that this manufacture is being overdone are heard less frequently, and the markets have settled into a regular position without efforts to secure easier terms. Present conditions are in marked contrast to the declining quotations and general inactivity of a year ago.—Dun's Review.

NEW YORK METAL MARKETS.

The weakness that developed in the English as well as the New York market yesterday was, if anything, more pronounced to-day, though it was almost wholly confined to future deliveries. Spot tin showed little appreciable change in this market, the quotation being 27.70c. bid and 28.10c. asked, though it could have been bought at 28c. There seemed, however, to be little actual demand. In London the quotations on spot were 10d. better than at the close yesterday, but there, too, the market was quiet. Futures, as above intimated, were decidedly weak and lower. Here August was offered at 27.50c., September at 27c., and October at 26.50c. In London there was a sharp decline in futures, the closing figures being £2 under those of last night.

COPPER—There was another sharp decline in the London market to-day, establishing a new low record for the year. At the close the feeling was easy, with spot 11s. 3d. and futures 8s. 9d. under last night's quotations. There were no fresh developments in the market which was quoted at 17c. for Lake Superior and 16½c. for electrolytic and casting.

PIG LEAD—The steady tone of the market was maintained, though business was

moderate, being regulated by present needs of consumption. St. Louis was firm under continued light offerings. In London there was a decline of 1s. 3d. in the price of soft Spanish.

SPELTER—There was no further change in any of the markets. Here trade was quiet, with prices somewhat nominal at 3.90 to 3.95.

REGULUS ANTIMONY—There is little doing in this article, but prices remain steady at 8½ to 10¼c., as to brand.

OLD METALS—The market is quiet, with prices nominal and unchanged.

The pig iron market remains quiet, but is not unusually dull, considering the season. There is a steady tone and a general feeling of confidence in the future, based upon the indications of a continued heavy consumption of iron and steel. In England, on the contrary, the market is apparently depressed, the downward movement in prices continuing. To-day there was a decline of 4d. in the price of Scotch warrants in Glasgow, while at Middlesboro foundry iron was 3d. lower.

TINPLATE—There is nothing new in the situation, the consumption still being large, while prices are maintained.—New York Journal of Commerce, July 3.

DEATH OF MR. THOMAS PEAKER.

After a lingering illness Mr. Thomas Peaker, who was one of the smartest and best-known hardware salesmen in Ontario, passed away on Monday June 24th, at his home in Brampton.

"Tom," as he was familiarly called by his confreres, was an exceedingly popular young fellow of the most genial temperament. For several years Mr. Tom. Peaker did the purchasing for the firm of Peaker & Son, of Brampton. If he could not give all travellers an order, he received them all most cordially, and very many commercial gentlemen will remember his sincere welcome.

HARDWARE AND METAL ventures to join in the warm sympathy which has been conveyed to Mrs. Thomas Peaker, Mr. Peaker, senior, and the sorrowing family generally, from all parts of Canada.

EARLY CLOSING IN SYDNEY.

There is a disposition to extend early closing in Sydney, N.S. At present the stores close at 6 p.m. only on Wednesday evening, but, according to a score of interviews published last week by the Sydney Post, it is clear that the general desire is to close at that hour at least two or three evenings a week.

A SUCCESSFUL SEASON.


The end of June is usually considered to be the close of the Spring trade in the Paint, Oil and Varnish business, but this year is exceptional, as we are as busy now as we were in the month of May.

The three months just closed have seen the record of all previous years completely eclipsed, and we must acknowledge that our success has been very largely due to the unflinching loyalty of our customers throughout the country. While we make this acknowledgement most frankly, we are not altogether so modest as to abstain from attributing a fair share of the increased business to the merits of the well-known brands which we manufacture. We claim that our manufactures, from one end of our catalogue to the other, are sound, honest goods, not surpassed anywhere in the world, and this fact, coupled with the loyalty of our friends, is a combination which makes for success.

We are very busy, but not too busy to give as much attention as ever to maintenance of quality in every line we turn out, and our customers may therefore rest assured that everything they handle from our factories will do them credit.

**THE
CANADA
PAINT
COMPANY,
LIMITED,
Montreal, July 6th, 1901.**

The
WATSON FOSTER CO.
 LIMITED
 MONTREAL
WALL PAPERS



SILVER MEDAL
 PARIS 1900
 CHICAGO 1893

PAST EXPERIENCE

IN SUCCESSFULLY MEETING THE WANTS OF THE
 TRADE.

PRESENT EQUIPMENT

AND ORGANIZATION, AND THE MOST EFFECTIVE
 AND COMPREHENSIVE LINE OF WALL PAPERS
 AND INGRAIN FRIEZES YET PRODUCED.

—THIS IS OUR CLAIM TO—

FUTURE SUCCESS

DURING THE COMING SEASON OF 1901 1902

OUR NEW BOOKS ARE READY, AND CONTAIN
 SUCH A VARIETY OF DESIGN AND COLOR EFFECT IN ALL STAND-
 ARD GRADES, **VARNISHED GILTS, SILKS, TAPESTRIES, AND IN-**
GRAINS, THAT THE FULL REQUIREMENTS OF THE LARGEST
 DEALER SHOULD BE AMPLY SATISFIED, AND INCREASED BUSI-
 NESS RESULT.

JULY

MANITOBA MARKETS.

WINNIPEG, July 3, 1901.

HARDWARE AND PAINTS, OILS
AND GLASS.

THE week has been fine with the exception of a very heavy rainstorm Tuesday evening. The storm broke about 8 p.m. and lasted until 3 a.m. Wednesday, and during that time more rain fell than even the "oldest inhabitant" remembers falling in a like period of time; in fact, for a time it was such a deluge that the city sewers could not carry it away, and it was backed up on some of the basements to a depth of two feet and on the streets to a depth of several inches. Although the storm covered a large section of the Province and was accompanied by severe thunder and lightning, with slight downfall of hail in some parts, no reports of serious damage have come to hand, and the crop prospects still continue all that could be desired.

Trade has been excellent all the week, and more than one wholesale house is expressing surprise at the amount of money coming in, and state that paper is being well met at the banks. This increase in the circulation of money is due to the good price realized by farmers for their stockers, the cash being paid by creameries to the farmers, and the general activity in all lines of farm produce.

Business is good in all lines of general hardware, and cut nails have advanced 10c. This is the only change noted.

Quotations for the week are as follows:

Barbed wire, 100 lb.	\$3 45
Plain twist	3 45
Staples	3 95
Oiled annealed wire	10 3 95
"	11 4 00
"	12 4 05
"	13 4 20
"	14 4 35
"	15 4 45
Wire nails, 30 to 60 dy, keg.	3 50
" 16 and 20	3 60
" 10	3 60
" 8	3 70
" 6	3 75
" 4	3 90
" 3	4 15
Cut nails, 30 to 60 dy.	3 10
" 20 to 40	3 15
" 10 to 16	3 20
" 8	3 25
" 6	3 30
" 4	3 40
" 3	3 75
Horsenails, 45 per cent. discount.	
Horseshoes, iron, No. 0 to No. 1	4 65
No. 2 and larger	4 40
Snow shoes, No. 0 to No. 1	4 90
No. 2 and larger	4 40
Steel, No. 0 to No. 1	4 95
No. 2 and larger	4 70
Bar iron, \$2.50 basis.	
Swedish iron, \$5.00 basis.	
Sleigh shoe steel	3 00
Spring steel	3 25
Machinery steel	3 75
Tool steel, Black Diamond, 100 lb.	8 50
Jessop	13 00
Sheet iron, black, 10 to 20 gauge, 100 lb.	3 50
20 to 26 gauge	3 75
28 gauge	4 00
Galvanized American, 16 gauge	2 54
18 to 22 gauge	4 50
24 gauge	4 75
26 gauge	5 00
28 gauge	5 25

Genuine Russian, lb.	12	chilled, 12 guage	18 00
Imitation "	8	soft, 10 guage	21 00
Tinned, 24 gauge, 100 lb.	7 75	chilled, 10 guage	23 00
26 gauge	8 00	Shot, Ordinary, per 100 lb.	6 25
28 gauge	8 50	Chilled	6 75
Tinplate, 1C charcoal, 20 x 28, box	10 75	Powder, F.F., keg	4 75
" IX	12 75	F.F.G.	5 00
" IXX	14 75	Tinware, pressed, retinned	75 and 2 1/2 p.c.
Ingot tin	33	" plain	70 and 15 p.c.
Canada plate, 18 x 21 and 18 x 24	3 25	Graniteware, according to quality	50 p.c.
Sheet zinc, cask lots, 100 lb.	7 50	PETROLEUM.	
Broken lots	8 00	Water white American	25 1/2 c.
Pig lead, 100 lb.	6 00	Prime white American	24c.
Wrought pipe, black up to 2 inch	50 an 10 p.c.	Water white Canadian	22c.
Over 2 inch	50 p.c.	Prime white Canadian	21c.
Rope, sisal, 7-16 and larger	\$11 00	PAINTS, OILS AND GLASS	
" 3/4	11 50	Turpentine, pure, in barrels	\$ 61
" 1/2 and 5-16	12 00	Less than barrel lots	66
Manila, 7-16 and larger	14 00	Linseed oil, raw	92
" 3/4	14 50	Boiled	95
" 1/2 and 5-16	15 00	Lubricating oils, Eldorado castor	25 1/2
Solder	20	Eldorado engine	24 1/2
Cotton Rope, all sizes, lb.	17	Atlantic red	27 1/2
Axes, chopping	\$ 7 50 to 12 00	Renown engine	41
" double bits	12 00 to 18 00	Black oil	23 1/2 to 25
Screws, flat head, iron, bright	87 1/2	Cylinder oil (according to grade)	55 to 74
Round "	82 1/2	Harness oil	61
Flat " brass	80	Neatsfoot oil	\$ 1 00
Round " "	75	Steam refined oil	85
Coach	57 1/2 p.c.	Sperm oil	1 50
Bolts, carriage	55 p.c.	Castor oil	per lb. 11 1/2
Machine	55 p.c.	Glass, single glass, first break, 16 to 25	
Tire	60 p.c.	united inches	2 25
Sleigh shoe	65 p.c.	26 to 40	per 50 ft. 2 50
Plough	40 p.c.	41 to 50	" 100 ft. 5 50
Rivets, iron	50 p.c.	51 to 60	" " 6 00
Copper, No. 8	35	61 to 70	per 100-ft. boxes 6 50
Spades and shovels	40 p.c.	Putty, in bladders, barrel lots	per lb. 2 1/2
Harvest tools	50, and 10 p.c.	keys	" 2 3/4
Axe handles, turned, s. g. hickory, doz.	\$2 50	White lead, pure	per cwt. 7 00
No. 1	1 50	No. 1	" 6 75
No. 2	1 25	Prepared paints, pure liquid colors, ac-	
Octagon extra	1 75	cording to shade and color, per gal. \$1.30 to \$1.90	
No. 1	1 25	NOTES.	
Files common	70, and 10 p.c.	Mr. Wm. S. Leslie, of A. C. Leslie & Co.,	
Diamond	60	iron and steel works, Montreal, was in the	
Ammunition, cartridges, Dominion R.F.	50 p.c.	city last week on his way to the Coast.	
Dominion, C.F., pistol	30 p.c.	The implement trade is active, especially	
" military	15 p.c.	in the matter of ploughs for fall. The	
American R.F.	30 p.c.	delivery of binders, mowers and rakes will	
C.F. pistol	5 p.c.	be very large.	
C.F. military	10 p.c. advance.		
Loaded shells:			
Eley's soft, 12 gauge black	16 50		

American Sheet Steel Company

Battery Park Building
New YorkManufacturers of all varieties of
Iron and Steel Sheets
Black and Galvanized
Plain and Painted
Flat, Corrugated and
"V" CrimpedApollo Best Bloom Galvanized
W. Dewees Wood Company's
Patent Planished Iron
W. Dewees Wood Company's
Refined Smooth Sheets
Wellsville Polished Steel SheetsRepresentatives for Canada
B. & S. H. Thompson & Company
26 St. Sulpice Street
Montreal

PORTLAND CEMENTS

Best German, Belgian and English Brands.

Fire Bricks, Fire Clay,
Flue Linings,
Drain Pipes,
Calcined Plaster,
Granite Hard Wall Plaster,
Wheelbarrows,
Mortar Stains.

A full stock of Builders' and Contractors' Supplies. Write for Quotations.

W. McNally & Co.,
MONTREAL.

DAVID PHILIP

MANUFACTURERS' AGENT

362½ Main St., - WINNIPEG.

Correspondence invited from manufacturers of Staple or Heavy Hardware, Iron or Steel Bolts and Nuts, etc., either by carrying stock in Winnipeg or by selling direct from factory.

GOOD REFERENCES.

STOVE PIPE THIMBLE.



This is our Improved Fire Proof, Asbestos-Lined, Stovepipe Thimble, for floors which extend from 8 to 16 inches; also showing Register placed in thimble after removing pipe, for covering up hole or ventilating room, opened or closed as desired. Write us for catalogue showing full line of these goods and our other hardware specialties.

THE COLLINS MFG. CO.,

34 Adelaide Street West

TORONTO

The Robin Hood Powder Company

If you want the best Trap or Game load in the world, buy "Robin Hood Smokeless," in "Robin Hood" Shells. It is quick, safe, and reliable. Try it for pattern and penetration from forty to seventy yards against any powder on the market. We make the powder, we make the shells, and we load them. Write for our booklet, "Powder Facts."

The Robin Hood Powder Company

SWANTON, VT.

Special list of low-priced Japanned and Regalvanized Wire Cloth.

24, 30, 36 in. wire, in 50 ft. rolls.

SAMPLES SENT WHEN DESIRED. WRITE FOR PRICES.

The B. GREENING WIRE CO., Limited

Hamilton, Ont., and Montreal, Que.

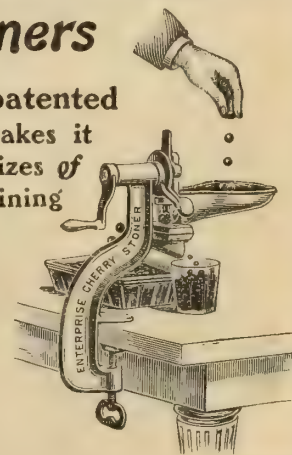
"Enterprise" Cherry Stoners



per doz.
No. 17, Japanned \$9.00
No. 18, Tinned 10.00

The Nos. 17 and 18 are constructed with a patented Regulating Device the simplicity of which makes it easier to adjust the machine for the different sizes of Cherries and absolutely insures the jaws retaining their position when set.

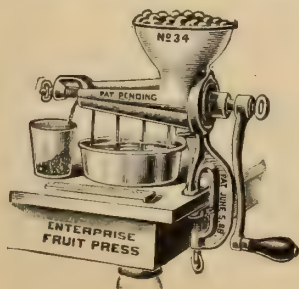
The No. 12 is intended to remove the stones with the least possible cutting or disfiguring of the Fruit.



per doz.
No. 12, Tinned \$12.00

All the Leading Jobbers
of the Dominion
SELL THEM

Fruit, Wine & Jelly Press

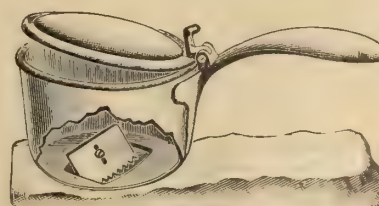


No. 34, \$3.00

ILLUSTRATED CATALOGUE
MAILED FREE

The Enterprise Mfg. Co. of Pa.
Philadelphia, Pa. U. S. A.

Ice Shredders



No. 33, Tinned \$ 6.00 per doz.
No. 34, Nicked 15.00 " "



*Returned to Expanded Metal & Fireproofing Co.
19-8-01 see cut book 3 page 88*

EXPANDED METAL LATH.

DIAMOND MESH

Most perfect Lath in the market.

Adopted in Great Britain, United States and in Canada
for all Government Buildings.

CHEAPEST AND BEST.

WRITE FOR PRICES.

**Expanded Metal &
Fireproofing Co., Limited**

98 and 100 King St. West,

TORONTO.

"MIDLAND" "The Peerless"

BRAND

Foundry Pig Iron.

Made from carefully selected Lake Superior Ores, with Connellsville Coke as fuel, "Midland" will rival in quality and grading the very best of the imported brands.

Write for Prices to Sales Agents:

Drummond, McCall & Co.

or to

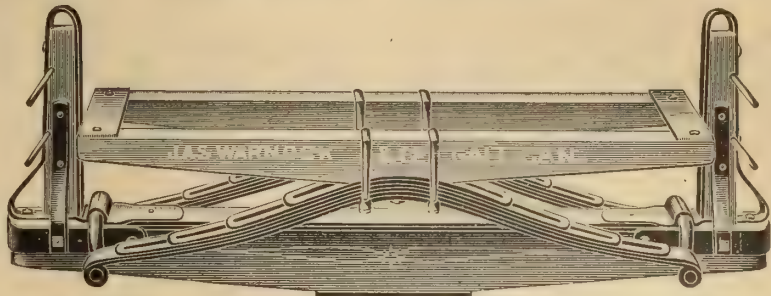
MONTREAL, QUE.

Canada Iron Furnace Co.

MIDLAND, ONT.

Limited

James Warnock & Co. = Galt, Ont.



is the best Bolster Spring ever produced. A fine line for the hardware trade. Write Us For Prices.

CURRENT MARKET QUOTATIONS.

July 5, 1901.

These prices are for such quantities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list as the desire is to make it perfectly accurate.

METALS.

Tin.

Lamb and Flag and Straits—
56 and 28 lb. ingots, per lb. 0 31½ 0 32

Tinplates.

Charcoal Plates—Bright
M.L.S., equal to Bradley. Per box

I.C., usual sizes. \$6 50
I.X., " 8 00
I.X.X., " 9 50

Famous—
I.C., " 6 50
I.X., " 8 00
I.X.X., " 9 50

Raven & Vulture Grades—
I.C., usual sizes. 4 50
I.X., " 5 25
I.X.X., " 6 00
I.X.X.X., " 6 75

D.C., 12½x17. 4 00
D.X., " 4 75
D.X.X., " 5 00

Coke Plates—Bright
Bessemer Steel—
I.C., usual sizes. 3 75
I.C., special sizes, base. 4 00
20 x 28. 7 75

Charcoal Plates—Terns
Dean or J. G. Grade—
I.C., 20x28, 112 sheets. 8 00
I.X., Terns Tin. 10 10
Charcoal Tin Boiler Plates. Per lb.

Cookley Grade—
X X., 14x56, 50 sheet box. 0 6½
" 14x60, " 0 6½

Tinned Sheets
7½x30 up to 24 gauge. 0 17½
" 26 " 0 18
" 28 " 0 08½

Iron and Steel.
Common Bar, per 100 lbs. 1 85
Refined " 2 35
Horse Shoe Iron 2 35
Hoop steel, 1½ to 3 in. base, extras for smaller sizes. 3 00
Sleigh Shoe Steel " base 2 30
Tire Steel. 2 30
Reeled Machinery 2 85
Toe Calk Steel. 0 12½
T. Fifth & Co's tool steel, per lb 0 12½
Jessop's tool steel. 0 12½
Morton's tool steel. 0 12½
Black Diamond and " B C, " tool steel. 0 10
Drill Steel, per lb. 0 18

Boiler Tubes.
1½-inch. 0 12½
" 2 " 0 13
" 2½ " 0 15
" 3 " 0 16
" 3½ " 0 20
" 4 " 0 25

Steel Boiler Plate.
¼ inch. 2 50
3-16 inch. 2 60
¼ inch and thicker. 2 50

Black Sheets.
18 gauge. Com. D. Fl. 2 75 3 00
20 " 2 75 3 00
22 to 24 " 2 75 3 25
26 " 2 85
28 " 3 00

Canada Plates.

All dull, 52 sheets. 2 90
Half polished. 3 00
All bright. 3 10

Iron Pipe.

Black pipe—
¾ inch. 4 65
1 inch. 3 40
1½ inch. 3 45
2 inch. 3 70
2½ inch. 3 85
3 inch. 5 40
3½ inch. 7 35
4 inch. 8 80
4½ inch. 11 80
5 inch. 22 00
5½ inch. 2 80
6 inch. 32 30
6½ inch. 40 95
7 inch. 49 70
8 inch. 65 20

Galvanized pipe—
¾ inch. 5 15
1 inch. 5 50
1½ inch. 7 95
2 inch. 10 80
2½ inch. 12 95
3 inch. 17 35

Galvanized Sheets.

G C. Comet. Amer. Head. Queen's
16 gauge. 4 00 3 75
18 to 24 gauge. 4 00 3 85 4 25 4 00
26 " 4 25 4 10 4 25 4 25
28 " 4 50 4 35 4 40 4 50

Case lots 10 to 15c. less.
28 gauge American equals 26 gauge English.

Chain.

Proof Coil, 3-16 in., per 100 lb. 8 90 8 50
" 5-16 " " 4 70 5 00
" ¾ " " 4 05 4 50
" 7-16 " " 3 90 4 25
" 1 " " 3 70 4 10
" 9-16 " " 3 65 4 15
" 1½ " " 3 35 3 90
" 2 " " 3 25 4 10

Halter, kennel and post chains, 40 to 40 and 5 p.c.

Cow ties. 40 p.c.
Tie-out chains. 65 p.c.
Stall fixtures. 35 p.c.
Trace chain. 45 p.c.

Jack chain, iron, single and double, discount 35 p.c.

Jack chain, brass, single and double, discount 40 p.c.

Copper.

Ingot.
English B. S., ton lots. 0 17½
Lake Superior. " 0 25
Cut lengths round, ½ to ¾ in. 0 23 0 25
" round and square 1 to 2 inches. 0 23 0 25

Sheet.
Plain, 14 oz., and light, 16 oz., 14x48 and 14x60. 0 24 0 24½
Plain, 14 oz., and light, 16 oz., irregular sizes. 0 24½ 0 25
Tinned copper sheets. 0 26 0 26
Planished Braziers (In sheets.) 0 32
46ft. 25 to 30 lbs. ea., per lb. 0 25
" 35 to 45 " " 0 24
" 50-lb. and above, " 0 23

Boiler and T. K. Pitts. 0 28
Spun, per lb. 0 32

Rod and Sheet, 14 to 30 gauge, 15 per cent. 0 13
Sheets, hard-rolled, 2x4. 0 23
Tubing, base, per lb. 0 23

Foreign, per lb. 0 05½ 0 06
Domestic " " " " " "

Zinc Sheet.

5 cwt. casks. 00 6½
Part casks. 00 6½

Lead.

Imported Pig, per lb. 0 04½ 0 04½
Bar, 1 lb. 0 05½ 0 05½
Sheets, 2½ lbs. sq. ft., by 0 06½
Sheets, 3 to 6 lbs. " 0 06

NOTE.—Cut sheets ½ cent per lb. extra.
Pipe, by the roll, usual weights per yard, lists at 7c. per lb. and 30 p.c. dis. f.o.b. Toronto.

NOTE.—Cut lengths, net price, waste pipe 8-ft. lengths lists at 7½ cents.

Shot.

Common, \$6.50 per 100 lb.; chilled, \$7.00 per 100 lb.; buck, seal and ball, \$7.50. Discount, 17½ p.c. Prices are f.o.b. Toronto, Hamilton, Montreal, St. John and Halifax.

Terms 3 per cent. cash, freights equalized.

Soil Pipe and Fittings.

Discount, 60 and 10 per cent. on medium and extra heavy, and 60 per cent. on light.

Solder.

Bar half-and-half, guarant'd. 0 18½
Bar half-and-half, comm'l. 0 18
Refined. 0 17½
Wiping. 0 17

NOTE.—Prices of this graded according to quantity. The prices of other qualities of solder in the market indicated by private brands vary according to composition.

Antimony.

Cookson's, per lb. 0 10½ 0 11

White Lead.

Pure. Per 100 lb. 6 37
No. 1 do. 5 82½
No. 2 do. 5 55
No. 3 do. 4 87½
No. 4 do. 7 37½
Munro's Select Flake White. 7 12½
Elephant and Decorators' Pure. 8 00
Brandram's B. B. Geniure. 7 55
" " Decorative. 6 85
" " No. 1. 6 00
" " No. 2. 6 00

Red Lead.

Genuine, 560 lb. casks, per cwt. \$5 50
Genuine, 100 lb. kegs, per cwt. 5 75
Barn (in bbls.) 5 25
No. 1, 560 lb. casks, per cwt. 5 00
No. 1, 100 lb. kegs, per cwt. 5 00

White Zinc Paint.

Elephant Snow White. 0 08 0 09
Pure White Zinc. 0 08 0 09
No. 1. 0 06 0 07½
No. 2. 0 05 0 06½

Dry White Lead.

Pure, casks. 5 75
Pure, kegs. 6 25
No. 1, casks. 5 50
No. 1, kegs. 5 00

Prepared Paints.

In ¼, ½ and 1 gallon tins.
Pure, per gallon. 1 25
Second qualities, per gallon. 1 10
Barn (in bbls.) 0 85
The Sherwin-Williams Paints. 1 45
Canada Paint-Co's Pure. 1 25
Toronto Lead & Color Co's Pure. 1 25
Sanderson Peary's Pure. 1 20
Stewart & Wood's Champion Pure. 1 20

Colors in Oil.

25 lb. tins, Standard Quality.
Venetian Red, per lb. 0 05
Chrome Yellow. 0 11
Golden Ochre. 0 06
French. 0 05
Marine Black. 0 09
" Green. 0 09
Chrome. 0 08
French Imperia Green. 0 09

Colors, Dry.

Yellow Ochre (J.C.) bbls. 1 35 1 40
Yellow Ochre (J.F.L.S.) bbls. 2 75
Yellow Ochre (Royal). 1 10 1 15
Brussels Ochre. 2 00
Venetian Red (best), per cwt. 1 80 1 90
English Oxides, per cwt. 3 00 3 25
American Oxides, per cwt. 1 75 2 00
Canadian Oxides, per cwt. 1 75 2 00
Super Magnetic Oxides, 93p.c. 2 00 2 25
Burnt Sienna, pure, per lb. 0 10
" Umber, " 0 10
" Raw, " 0 08
Drop Black, pure. 0 09
Chrome Yellows, pure. 0 18
Chrome Greens, pure, per lb. 0 12
Golden Ochre. 0 03½

Ultramarine Blue in 28-lb. boxes, per lb. 0 08 0 24
Fire Proof Mineral, per 100 lb. 1 00
Genuine Eng. Litharge, per lb. 0 07
Mortar Color, per 100 lb. 1 25
English Vermilion. 0 80
Pure Indian Red, No. 45 lb. 0 80
Whiting, per 100 lb. 0 55

Blue Stone.

Casks, for spraying, per b. 0 07
100-lb. lots, do. per lb. 0 08

Putty.

Bulk in bbls. 1 90
Bulk in less quantity. 2 05
Bladders in bbls. 2 10
Bladders in kegs, boxes or locs. 2 25
Bladders in 25-lb. tins. 2 35
Bladders in 12½-lb. tins. 2 65
Bladders in 10-lb. or tins less than 100lb. 2 90

Varnishes.

In 5-gal. lots. Per gal.
Carriage, No. 1. 2 90 3 30
" body. 8 00 9 00
" rubbing. 4 00 5 00
Gold Size, Japan. 3 00 3 40
Brown Japan. 2 40 2 80
Elastic Oak. 2 30 2 80
Furniture, extra. 2 40 2 80
" No. 1. 1 60 2 00
Hard Oil Finish. 2 70 3 10
Light Oil Finish. 3 20 3 60
Demar. 3 30 3 70
Shellac, white. 4 40 4 80
" orange. 4 00 4 40
Furniture Brown Japan. 1 60 2 00
Black Japan. 2 40 2 80
" No. 1. 1 60 2 00

The Imperial Varnish & Color Co's., Limited Elastitite Varnish 1 gal. can, each. \$3.00.

Granatone Floor Finish per gal., \$2.75.
Maple Leaf Coach Enamels; Size 1, \$1 2½; Size 2, 70c.; Size 3, 40c. each.

Castor Oil.

East India, in cases, per lb. 0 10 0 10½
" small lots. 0 10½ 0 11

Cod Oil, Etc.

Cod Oil per gal. 0 50 0 55
Pure Olive. 1 20
" Neatsfoot. 90

Glue.

Common. 0 08½ 0 09
French Medal. 0 14 0 14½
Cabinet sheet. 0 12 0 13
White, extra. 0 18 0 20
Gelatin. 0 22 0 30
Strip. 0 18 0 20
Coopers. 0 19 0 20
Huttner. 0 18

THOS. GOLDSWORTHY & SONS

MANCHESTER, ENGLAND.

EMERY

Cloth Corn Flour

We carry all numbers of Corn and Flour Emery in 10-pound packages, from 8 to 140, in stock. Emery Cloth, Nos. OO., O., F., FF., 1 to 3.

JAMES HUTTON & CO., Wholesale Agents for Canada, **Montreal.**

HARDWARE.

Ammunition.

Cartridges.

B. B. Cap. Dom. 50 and 5 per cent.
Rim Fire Pistol, dis. 40 p. c., Amer.
Rim Fire Cartridges, Dom., 50 and 5 p. c.
Central Fire Pistol and Rifle, 10 p. c. Amer.
Central Fire Cartridges, pistol sizes, Dom.
30 per cent.
Central Fire Cartridges, Sporting and Military,
Dom., 15 and 5 per cent.
Central Fire, Military and Sporting, Amer.
add 5 p. c. to list. B. B. Caps, discount 40
per cent. Amer.
Loaded and empty Shells, "Trap" and
"Dominion" grades, 25 per cent. Rival
and Nitro, net list.
Brass Shot Shells, 55 per cent.
Primers, Dom., 30 per cent.

Wads.

Best thick white felt wadding, in ¼-lb
bags, 1 00
Best thick brown or grey felt wads, in
½-lb. bags, 70
Best thick white card wads, in boxes
of 500 each, 12 and smaller gauges
Best thick white card wads, in boxes
of 500 each, 10 gauge, 0 35
Best thick white card wads, in boxes
of 50 each, 8 gauge, 0 55
Thin card wads, in boxes of 1,000
each, 12 and smaller gauges, 0 20
Thin card wads, in boxes of 1,000
each, 10 gauge, 0 25
Thin card wads in boxes of 1,000
each, 8 gauge, 0 25
Chemically prepared black edge grey
cloth wads, in boxes of 250 each—
11 and smaller gauge 0 60
9 and 10 gauges, 0 70
7 and 8 gauges, 0 90
5 and 6 gauges, 1 10
Superior chemically prepared pink
edge, best white cloth wads, in
boxes of 250 each—
11 and smaller gauge 1 15
9 and 10 gauges 1 40
7 and 8 gauges 1 65
5 and 6 gauges 1 90

Adzes.

Discount, 20 per cent.
Anvils.
Wright's, 80-lb. and over 0 16 ½
Hay Budden, 80-lb. and over 0 09 ½
Brooks, 0 11 ½

Augers.

Gilmour's, discount 65 and 5 p. c. off list.

Axes.

Chopping Axes
Single bit, per doz 5 50 10 00
Double bit, 11 00 18 00
Bench Axes, 40 p. c.
Broad Axes, 35 ½ per cent.
Hunters' Axes 5 50 6 00
Boys' Axes 5 75 6 75
Splitting Axes 6 50 12 00
Handled Axes 7 00 10 00

Axe Grease.

Ordinary, per gross 5 75 6 00
Best quality, 13 00 15 00

Bath Tubs.

Zinc 6 00
Copper, discount 15 p. c. off revised list

Baths.

Standard Enameled 25 00
5½-inch rolled rim, 1st quality 21 00
2nd 21 00

Anti-Friction Metal.

"Tandem" A. per lb. 0 27
" B. 0 21
" C. 0 11 ½
Magnolia Anti-Friction Metal, per lb. 0 25
Frictionless metal, per lb. 0 23

SYRACUSE SMELTING WORKS.

Aluminum, genuine 0 43
Dynamo 0 29
Special 0 25
Aluminum, 99 p. c. pure "Syracuse" 0 50

Bells.

Hand.
Brass, 60 per cent.
Nickel, 55 per cent.

Cow.
American make, discount 66 ½ per cent.
Canadian, discount 45 and 50 per cent.

Door.
Gongs, Sargent's 5 50 8 00
" Peterboro', discount 45 per cent.

Farm.
American, each 1 25 3 00
House.
American, per lb. 0 35 0 40

Bellows.
Hand, per doz 3 35 4 75
Moulders', per doz 7 50 10 00
Blacksmiths', discount 40 per cent.

Belting.
Extra, 60 per cent.
Standard, 60 and 10 per cent.

Bits.
Auger.
Gilmour's, discount 60 and 5 per cent.
Rockford, 50 and 10 per cent.
Jennings' Gen., net list.

Car.
Gilmour's, 47 ½ to 50 per cent.
Expansive.
Clark's, 40 per cent.

Gimlet.
Clark's, per doz 0 65 0 90
Diamond, Shell, per doz 1 00 1 50
Nail and Spike, per gross 2 25 5 20

Blind and Bed Staples.
All sizes, per lb. 0 07 ½ 0 12

Bolts and Nuts. Per cent.
Carriage Bolts, full square, Norway 65
Machine Bolts, all sizes 60
Common Carriage Bolts, all sizes 65
Coach Screws, 70
Sleigh Shoe Bolts, 72 ½
Blank Bolts 60
Bolt Ends 62 ½
Plough Bolts 60
Nuts, square 4 c. off
Nuts, hexagon 4 ¼ c. off
Tire Bolts 67 ½
Stove Bolts 67 ½
Stove rods, per lb. 5 ½ to 60.

Boot Calks.
Small and medium, ball, per M. 4 25
Small heel, per M. 4 50

Bright Wire Goods.
Discount 6 ½ per cent.

Broilers.
Light, dis., 65 to 67 ½ per cent.
Reversible, dis., 65 to 67 ½ per cent.
Vegetable, per doz., dis. 37 ½ per cent.
Henis, No. 8, 6 00
Henis, No. 9, 7 00
Queen City, 7 50 0 00

Butchers' Cleavers.
German, per doz 6 00 11 00
American, per doz 12 00 20 00

Building Paper, Etc.
Plain building, per roll 0 30
Tarred lining, per roll 0 40
Tarred roofing, per 100 lb. 1 65
Coal Tar, per barrel 3 50
Pitch, per 100-lb. 0 85
Carpet felt, per ton 45 00

Bull Rings.
Copper, \$2.00 for 2½ in. and \$1.90 for 2 in.

Butts.
Wrought Brass, net revised list
Cast Iron.
Loose Pin, dis., 60 per cent.

Wrought Steel.
Fast Joint, dis. 65, 10 and 2 ½ per cent.
Loose Pin, dis. 65, 10 and 2 ½ per cent.
Berlin Bronzed, dis. 70, 70 and 5 per cent.
Gen. Bronzed, per pair 0 40 0 65

Carpet Stretchers.
American, per doz 1 00 1 50
Bullards, per doz 6 50

Castors.
Bed, new list, dis. 55 to 57 ½ per cent.
Plate, dis. 52 ½ to 57 ½ per cent.

Cattle Leaders.
Nos. 31 and 32, per gross 50 9 50

Cement.
Canadian Portland 2 50 2 80
English 3 00
Belgian 2 50 2 75
Canadian hydraulic 1 25 1 50

Chalk.

Carpenters Colored, per gross 0 45 0 75
White lump, per cwt 0 60 0 65
Red 0 05 0 06
Crayon, per gross 0 14 0 18

Chisels.

Socket, Framing and Firmer.
Broad's, dis. 70 per cent.
Warnock's, dis. 70 per cent.
P. S. & W. Extra 60, 10 and 5 p. c.

Churns.

Revolving Churns, metal frames—No. 0, \$2—
No. 1, \$8.50—No. 2, \$9.00—No. 3, \$10.00—
No. 4, \$12.00—No. 5, \$16.00 each. Ditto,
wood frames—200. each less than above.
Discounts: Delivered from factories, 58
p. c.; from stock in Montreal, 58 p. c.
Terms, 4 months or 3 p. c. cash in 30 days.

Closets.

Plain Ontario Syphon Jet \$16 00
Emb. Ontario Syphon Jet 17 00
Fittings net 1 00
Plain Teutonic Syphon Washout 1 00
Emb. Teutonic Syphon Washout 11 00
Fittings net 1 25
Low Down Teutonic, plain 16 00
embossed 17 00
Plain Richelieu net 3 75
Emb. Richelieu net 4 00
Fittings net 1 25
Low Down Out. Sy. Jet, plain net 19 50
emb'd. net 20 50
Closet connection net 1 25
Basins, round, 14 in. 1 00
" oval, 17 x 14 in. 2 51
" 19 x 15 in. 3 75
Discount 40 p. c., except on net figures.

Compasses, Dividers, Etc.

American, dis. 62 ½ to 65 per cent.

Cradles, Grain.

Canadian, dis. 25 to 33 ½ per cent.

Crosscut Saw Handles.

S. & D., No. 3, per pair 17 ½
" 5, 22 ½
" 6, 15
Boynton pattern 20

Door Springs.

Torrey's Rod, per doz. (15 p. c.) 2 00
Coil, per doz. 0 88 1 60
English, per doz. 2 00 4 00

Draw Knives.

Coach and Wagon, dis. 50 and 10 per cent.
Carpenters, dis. 70 per cent.

Drills.

Miller's Falls, per doz. net list.
Morse, dis., 37 ½ to 40 per cent.
Standard dis. 50 and 5 to 55 per cent

Faucets.

Common, cork-lined, dis. 35 per cent.
ELBOWS. (Stovepipe.)
No. 1, per doz. 1 40
No. 2, per doz. 1 20

ESCUTCHEONS.

Discount, 45 per cent.
ESCUTCHEON PINS.
Iron, discount 40 per cent.

FACTORY MILK CANS.

Discount off revised list, 40 per cent.

FILES AND RASPS.

Great Western 75 and 5 per cent.
Diaton 70 " 10 "
Arcade 75 " 5 "
Kearney & Foot 70 " 10 "
American 75 " 5 "
McClellan 70 " 5 "
Eagle 70 10 and 5 "
Nicholson 70 " 10 "
Heller 60 " 10 "
Royal & Keystone 80 p. c. and 80 and 10 p. c.
Black Diamond, 60 to 65 and 10 per cent.
Jowitt's, English list, 25 to 27 ½ per cent.

FORKS.

Hay, manure, etc., dis. 50 and 10 per cent.
revised list.

GLASS—Window—Box Price.

Star D. Diamond
Size United Per Per Per Per
Inches. 50 ft. 100 ft. 50 ft. 100 ft.
Under 26 2 15 4 15 6 00
26 to 40 2 30 4 45 6 65

41 to 50 4 85 7 50
51 to 60 5 15 8 50
61 to 70 5 50 9 50
71 to 80 6 00 10 50
81 to 85 6 50 11 70
86 to 90 14 00
91 to 95 15 50
99 to 100 18 00

GAUGES

Marking, Mortise, Etc.
Stanley's dis. 50 to 55 per cent.
Wire Gauges.

Winn's, Nos. 26 to 33, each... 1 65 2 40

HALTERS.

Rope, ¾ per gross 9 00
" ¾ to 1 14 00
Leather, 1 in., per doz 3 87 ½ 4 00
" 1 ¼ in. 5 15 5 20
Web, — per doz 1 87 2 45

HAMMERS.

Nail
Maydole's, dis. 5 to 10 per cent. Can. dis.
25 to 27 ½ per cent.

Tack.
Magnetic, per doz. 1 10 1 20
Sledge.

Canadian, per lb. 0 07 ½ 0 08 ½
Ball Pan.

English and Can., per lb. 0 22 0 25

HANDLES.

Axe, per doz. net 1 50 2 00
Store door, per doz. 1 00 1 50

C. & B., dis. 40 per cent. rev. list.
Hoe.
C. & B., dis. 40 per cent. rev. list.

Saw.
American, per doz. 1 00 1 25

Plane.
American, per gross 3 15 3 75
Hammer and Hatchet.

Canadian, 40 per cent.
Canadian, per pair 0 13 ½

HANGERS.

Steel barn door doz. pairs.
Stearns, 4 inch 5 85 6 00
" 5 inch 5 00 6 50

Lane's covered—
No. 11, 5-ft. run 8 40
No. 11½, 10-ft. run 10 80
No. 12, 10-ft. run 12 60
No. 14, 15-ft. run 21 00
Lane's O.N.T. track, per foot. 4 ½

HARVEST TOOLS.

Discount, 50 and 10 per cent.

HATCHETS.

Canadian, dis. 40 to 42 ½ per cent.

HINGES.

Blind, Parker's, dis. 50 and 10 to 60 per cent.
Heavy T and strap, 4-in., per lb. 0 08 ½
" 5-in. 0 08 ½
" 6-in. 0 08 ½
" 8-in. 0 05 ½
" 10-in. 0 05 ½

Light T and strap, dis. 65 and 5 per cent.
Screw hook and hinge—
6 to 10 in., per 100 lbs. 3 90
12 in. up, per 100 lbs. 3 00

Per gro. pairs.
Spring 12 00

HOES.

Garden, Mortar, etc., dis. 50 and 10 p. c.
Planter, per doz. 4 00 4 50

HOLLOW WARE.

Discount, 45 and 5 per cent.

HOOKS.

Cast Iron.
Bird Cage, per doz. 0 50 1 10
Clothes Line, per doz. 0 27 0 63
Harness, per doz. 0 72 0 88
Hat and Coat, per gross 1 00 3 00
Chandelier, per doz. 0 50 1 00

Wrought Iron.
Wrought Hooks and Staples, Can., dis.
47 ½ per cent.

Wire.
Hat and Coat, discount 45 per cent.
Belt, per 1,000 0 60

Screw, bright, dis. 55 per cent.

ATTENTION, PLUMBERS.

GALVANIZED IRON VENTILATION PIPE—In 6, 8 and 10-foot lengths, with no cross seams and double lock seam lengthwise. SIZES : 2, 3, 4, 5 and 6 inches.

TINSMITHS. Take notice that we make the best 10-foot Eavetroughs, 10-foot Corrugated Pipes and Corrugated Sheets made in Canada.

PROMPT SHIPMENT GUARANTEED.

WHEELER & BAIN = = = Toronto.

HORSE NAILS.
"C" brand 50 and 7½ p.c. off new list } Oval-
"M" brand 50, 10 and 5 per cent. } head
Countersunk .60 per cent.

HORSESHOES

F.O.B. Montreal.
No. 2 No. 1.
and and
larger and
smaller.
Iron Shoes. 3 50 3 75
Light, medium, and heavy... 3 50 3 75
Snow shoes... 3 75 4 00
Steel Shoes.

Light... 3 60 3 85
Featherweight (all sizes)... 4 85 4 85
F.O.B. Toronto, Hamilton, London and
Guelph, 10c. per keg additional.
Toe weight steel shoes... 6 70

JAPANESE WARE.

Discount, 45 and 5 p.c. off list, June 1899

ICE PICKS.

Star per doz... 3 00 3 25

KETTLES.

Brass spun, 7½ p.c. dis. off new list.

Copper, per lb... 0 30

American, 60 and 10 to 65 and 5 p.c.

KEYS.

Lock, Can., dis., 45 p.c.

Cabinet, trunk, and padlock,

Am. per gross... 60

KNOBS.

Door, japanned and N.P., per

doz... 1 50 2 50

Bronze, Berlin, per doz... 2 75 3 25

Bronze Genuine, per doz... 6 00 9 00

Shutter, porcelain, F. & L.

screw, per gross... 1 30 4 00

White door knobs—per doz... 1 25

HAY KNIVES.

Discount, 50 and 10 per cent.

LAMP WICKS.

Discount, 60 per cent.

LANTERNS.

Cold Blast, per doz... 7 00

No. 3 "Wright's"... 8 50

Ordinary, with O burner... 4 00

Dashboard, cold blast... 9 00

No. 0... 5 75

LEMON SQUEEZERS.

Porcelain lined... per doz... 2 20 5 60

Galvanized... 1 87 3 85

King, wood... 2 75 2 90

King, glass... 4 00 4 50

All glass... 1 20 1 30

LINES.

Fish, per gross... 1 05 2 50

Chalk... 1 90 7 40

LOCKS.

Canadian, dis. 45 p.c.

Russel & Erwin, per doz... 3 00 3 25

Eagle, dis. 30 p.c.

Padlock

English and Am., per doz... 50 6 00

Scandinavian... 1 00 2 40

MACHINE SCREWS.

Flat head discount 25 p.c.

Round head discount 20 p.c.

MALETS.

Tinsmiths' per doz... 1 25 1 50

Carpenters', hickory, per doz... 1 25 3 75

Lignum Vitae, per doz... 3 85 5 00

Caulking each... 60 2 00

MATTOCKS.

Canadian, per doz... 5 50 6 50

MEAT CUTTERS.

American, dis. 25 to 30 p.c.

German, 15 per cent.

MILK CAN TRIMMINGS.

Discount, 25 per cent.

NAILS.

Quotations are:

2d and 3d... \$3 45 \$3 85

3d... 3 10 3 52

4 and 5d... 2 85 3 35

6 and 7d... 2 75 3 20

8 and 9d... 2 60 3 10

10 and 12d... 2 55 2 95

16 and 20d... 2 50 2 90

30, 40, 50 and 60d. (base)... 2 45 2 85

Wire nails in carlots are \$2.77½

Galvanizing 2c. per lb. net extra.

Steel Cut Nails 10c. extra.

Miscellaneous wire nails, dis. 70 and 10 p.c.

Coopers' nails, dis. 30 per cent.

Flour barrel nails, dis. 25 per cent.

NAIL PULLERS.

German and American... 1 85 3 50

NAIL SETS.

Square, round, and octagon

per gross... 3 38 4 00

Diamond... 12 00 15 00

NETTING.

Poultry, 55 per cent for McMullen's

OAKUM. Per 100 lb.

Navy... 6 00

U. S. Navy... 7 25

OIL.

Water White (U. S.)... 0 16½

Prime White (U. S.)... 0 15½

Water White (Can.)... 0 15

Prime White (Can.)... 0 14

OILERS.

McClary's Model galvan. oil

can, with pump, 5 gal.,

per doz... 10 00

Zinc and tin, dis. 50, 50 and 10.

Copper, per doz... 1 25 3 50

Brass... 1 50 3 50

Malleable, dis. 25 per cent.

GALVANIZED PAIRS.

Dufferin pattern pairs, dis. 45 p.c.

Flaring pattern, discount 45 per cent.

Galvanized washtubs, discount 45 per cent.

PIECED WARE.

Discount 40 per cent. off list, June, 1899.

10-qt. flaring sap buckets, dis. 45 p.c.

6, 10 and 14-qt. fl. ring pails, dis. 45 p.c.

Creamer cans, dis. 45 p.c.

PICKS.

Per doz... 6 00 9 00

PICTURE NAILS.

Porcelain head, per gross... 1 75 3 00

Brass head... 0 40 1 00

PICTURE WIRE.

Tin and gilt, discount 75 p.c.

PLANES.

Wood, bench, Canadian dis. 50 per cent.

American dis. 50.

Wood, fancy Canadian or American 7½

to 40 per cent.

PLANE IRONS.

English, per doz... 2 00 5 00

PLIERS AND NIPPERS.

Button's Genuine per doz pairs, dis. 37½

40 p.c.

Button's Imitation, per doz... 5 00 9 00

German, per doz... 0 60 2 60

PLUMBERS' BRASS GOODS.

Compression work, discount, 60 per cent.

Fuller's work, discount 65 per cent.

Rough stops and stop and waste cocks, dis-

count, 60 per cent.

Jenkins disk globe and angle valves, dis-

count, 55 per cent.

Standard valves, discount, 60 per cent.

Jenkins radiator valves discount 55 per cent.

Jenkins' standard, dis., 60 p.c.

Quick opening valves discount, 60 p.c.

No. 1 compression bath cock... 2 00

No. 4... 2 00

No. 7, Fuller's... 2 50

No. 4½... 3 00

POWDER.

Velox Smokeless Shotgun Powder.

100 lb. or less... 0 85

1,000 lb. or more... 0 80

PRESSED SPIKES.

Discount 20 to 25 per cent.

PULLEYS.

Hothouse, per doz... 0 15 1 00

Axle... 0 22 0 33

Screw... 0 27 1 00

Awning... 0 35 2 50

PUMPS.

Canadian cistern... 1 80 3 60

Canadian pitcher spout... 1 40 2 10

PUNCHES.

Saddlers', per doz... 1 00 1 85

Conductors', " 9 00 15 00

Tinners' solid, per set... 0 00 0 72

" hollow, per inch... 0 00 1 00

RANGE BOILERS.

Galvanized, 3 gallons... 7 60

" 35 " 8 25

" 40 " 9 50

Copper, 30 " 22 00

" 35 " 26 00

" 40 " 30 00

Discount off Copper Boilers 10 per cent.

RAKES.

Cast steel and malleable, 50, 10 and 5 p.c.

Wood, 25 per cent.

RAZORS.

per doz.

Elliot's... 4 00 18 00

Geo. Butler & Co.'s... 4 00 18 00

Boker's... 7 50 11 00

" King Cutter... 12 50 50 00

Wade & Butcher's... 3 60 10 00

Theile & Quack's... 7 00 12 00

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Discount, 50 and 10 per cent.

REGISTERS.

Discount... 40 per cent.

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Iron Rivets, black and tinned, discount 60

and 10 per cent.

Iron Burrs, discount 55 per cent.

Extras on Iron Rivets in 1-lb. cartons, ½c.

per lb.

Extras on Iron Rivets in ½-lb. cartons, 1c.

per lb.

Copper Rivets & Burrs, 35 and 5 p.c. dis.

and cartons, 1c. per lb. extra, net.

Extras on Tinned or Coppered Rivets

½-lb. cartons, 1c. per lb.

RIVET SETS

Canadian, dis. 35 to 37½ per cent.

ROPE ETC.

Sisal. Manila.

7-16 in. and larger, per lb 10 13½

¾ in. " 11 14½

½ and 5-16 in. " 11 15½

Cotton, 3-16 inch and larger

" 5-32 inch... 21

" ½ inch... 22½

Russia Deep Sea... 15½

Jute... 8

Lath Yarn... 9½

New Zealand Rope... 10

RULES.

Boxwood, dis. 75 and 10 p.c.

Ivory, dis. 37½ to 40 p.c.

SAD IRONS.

per set.

Mrs. Potts, No. 55, polished... 62½

" No. 50, nickel-plated... 67½

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Domination Flint Paper, 47½ pe cent.

B & A. sand, 40 and 5 per cent.

Emery, 40 per cent.

Garret (Rurton's), 5 to 10 p.c. advance on list.

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Bronzed iron with hooks, per doz... 9 50

SAWS.

Hand Disston's, dis. 12½ p.c.

S. & D., 40 per cent.

Crosscut, Disston's, per ft... 35 0 55

S. & D., dis. 35 p.c. on Nos. 2 and 3.

Hack, complete, each... 0 75 2 75

" frame only... 0 75

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Solid, " 2 00 2 25

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er lb... 0 23 0 30

SAW SETS.

" Lincoln," per doz... 6 50

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Standard, 45 p.c.

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For other Provinces.

Lining tacks, in bulk	15
" " solid heads, in bulk	75
Saddle nails in papers	10
" " in bulk	15
Tufting buttons, 22 line, in dozens only	60
Tin capped trunk nails	15
Zinc glazier's points	5
Zinc pointed tacks, papers	90 and 10
" " bulk	40

TAPE LINES.

English, ass skin, per doz....	2 75	5 00
English, Patent Leather....	5 50	9 75
Chesterman's each.....	0 90	2 85
" steel, each	0 80	8 00

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Game, Newhouse, dis. 25 p.c.
Game, H. & N., P. S. & W., 65 p.c.
Game, steel, 72½, 75 p.c.

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Diston's discount 10 per cent.
German, per doz..... 4 75 6 00
S. & D., discount 35 per cent.

TWINES.

Bag, Russian, per lb.....	0 27
Wrapping, cotton, 3-ply.....	0 20
" " 4-ply.....	0 26
Mattress, per lb.....	0 33 0 45
Staging, "	0 27 0 35

Wright's	0 13¼
Brooks	0 12¾
Pipe Vise, Hinge, No. 1.....	3 57
" " No. 2	5 50
Saw Vise	4 50 9 00

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White, Princess, Turquoise, Blue and White,
discount 50 per cent.
Diamond, Famous, Premier, 50 and 10 p.c.
Granite or Pearl, Imperial, Crescent, 50, 10
and 10 per cent.

WIRE.

Brass wire, 50 to 50 and 2½ per cent. off the
list.

Copper wire, 45 and 10 per cent. net cash 30
days, f.o.b. factory.

Smooth Steel Wire, is quoted at the
following net selling prices:

No. 6 to 8 gauge.....	\$2 90
" 9	2 80
" 10	2 87
" 11	2 90
" 12	2 95
" 13	3 15
" 14	3 37
" 15	3 50
" 16	3 65

Other sizes of plain wire outside of Nos. 9,
10, 11, 12 and 13, and other varieties of
plain wire remain at (\$2.8) base with

extras as before. The prices for Nos 9
to 13 include the charge of 1c.
for oiling. Extras net per 100 lb.:
Coppered wire, 60c.—tinned wire, \$2—
oiling, 10c.—special hay-baling wire, 30c.
—spring wire, \$1—best steel wire, 75c.—
bright soft drawn, 15c.—in 50 and 100-lb.
bundles net, 10c.—in 25-lb. bundles net
15c.—packed in casks or cases, 15c.—
bagging or papering, 10c.

Fine Steel Wire, dis. 17½ per cent.
List of extras: In 100-lb. lots: No.
17, 35—No. 18, \$5.50—No. 19, \$6—No. 20,
\$6.65—No. 21, \$7—No. 22, \$7.30—No. 23,
7.65—No. 24, \$8—No. 25, \$9—No. 26,
\$9.50—No. 27, \$10—No. 28, \$11—No. 29,
\$12—No. 30, \$13—No. 31, \$14—No. 32, \$15
\$16—No. 33, \$17—No. 34, \$17. Extras net—
tinned wire, Nos. 17-25, \$2—Nos. 26-31
\$4—Nos. 32-34, \$5. Coppered, 5c.—oil
ing, 10c.—in 25-lb. bundles, 15c.—in 5 and
10-lb. bundles, 25c.—in 1-lb. hanks, 50c.—
in ¼-lb. hanks, 75c.—in ½-lb. hanks, \$1—
packed in casks or cases, 15c.—bagging or
papering, 10c.

Galvanized Wire, per 100 lb.—Nos. 6, 7, 8, \$3 50
to \$3 85—No. 9, \$3.85 to \$3.15—No. 10,
\$3.60 to \$3.95—No. 11, \$3.70 to \$4.10—No.
12, \$3 to \$3.30—No. 13, \$3.10 to \$3.45—
No. 14, \$4.11 to \$4.50—No. 15, \$4.60 to
\$5.05—No. 16, \$4.85 to \$5.35. Base sizes,
Nos. 6 to 9, \$2.57½ f.o.b. Cleveland.
Clothes Line Wire, solid 7 strand, No. 17

\$4.25; No. 18, \$2.65; No. 19, \$2.35, f.o.b.
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WIRE FENCING. F.O.B. Toronto

Galvanized barb 3 05 || Galvanized, plain twist..... | 3 05 |
| Galvanized barb, f.o.b. Cleveland, \$2.82½ in less than carlots, and \$2.70 in carlots. | |

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Painted Screen, per 100 sq. ft., net... 1 35

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White, according to quality..... 6½ to 7½
50c-lb bale lots shaded.

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Acme, 35 to 37½ per cent.
Agricultural, 60 p.c.
Coe's Genuine, dis. 20 to 25 p.c.
Towers' Engineer, each..... 2 00 7 00
" S., per doz..... 5 80 6 00
G. & K's Pipe, per doz..... 3 40
Burrell's Pipe, each..... 3 00
Pocket, per doz..... 0 25 2 90

WRINGERS.

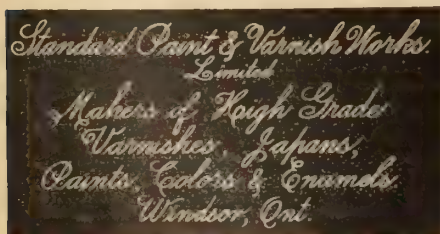
Leader..... per doz. \$30 0 3 00
Royal Canadian..... 26 00 28 00
Royal American..... 26 00 28 00
Sampo..... 30 00

Terms 4 months, or 3 p.c. 30 days.
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Canadian make, discount, 40 and 5 per cent

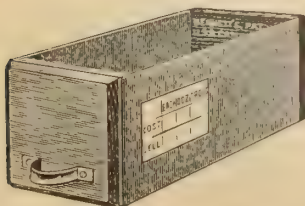
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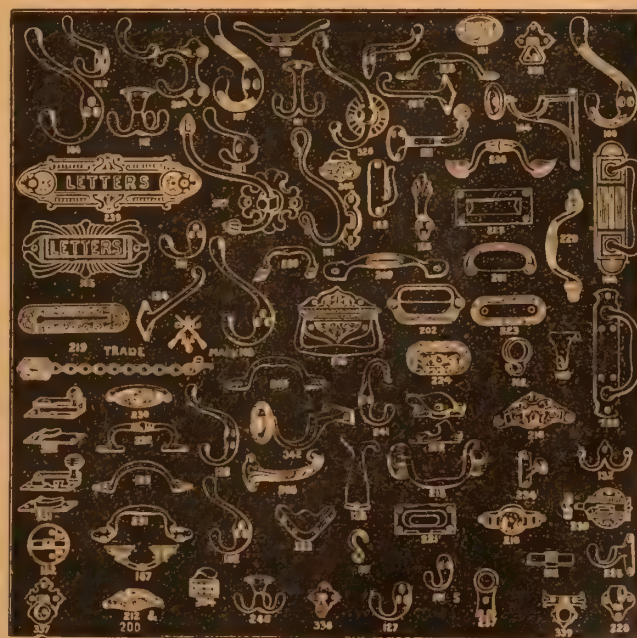
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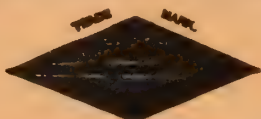
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VOL. XIII.

MONTREAL AND TORONTO, JULY 13, 1901.

NO. 28

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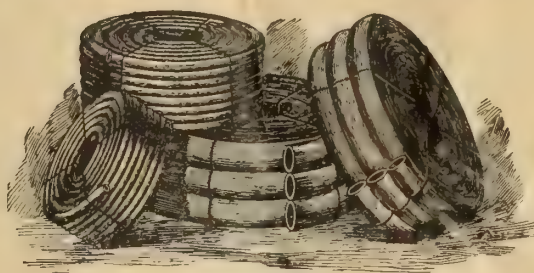
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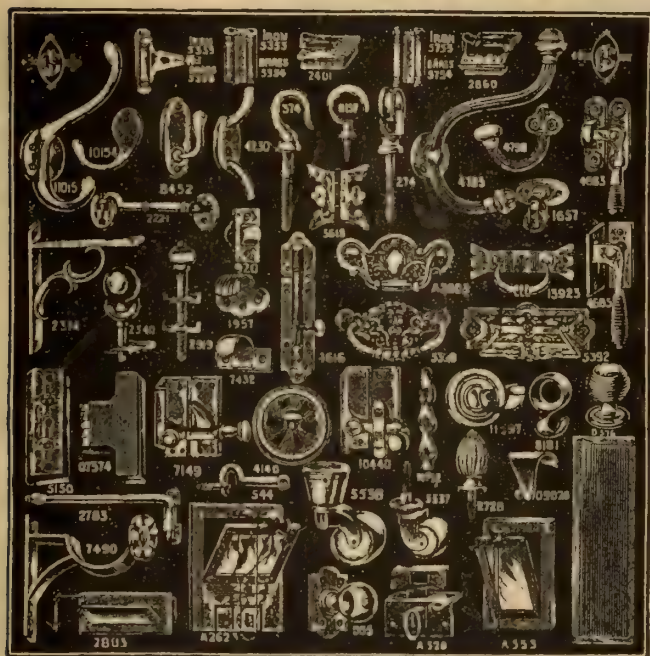
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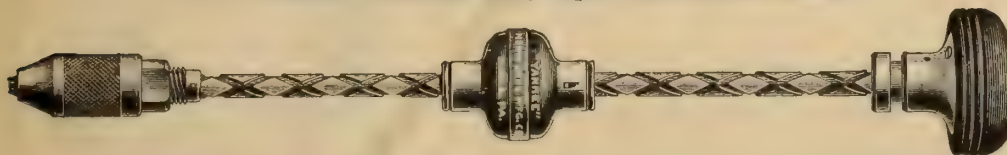
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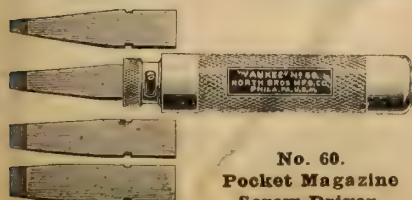
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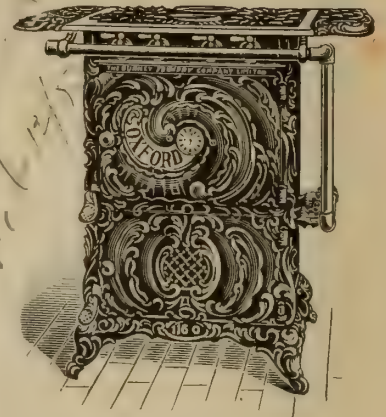
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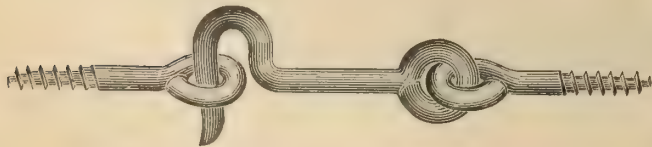
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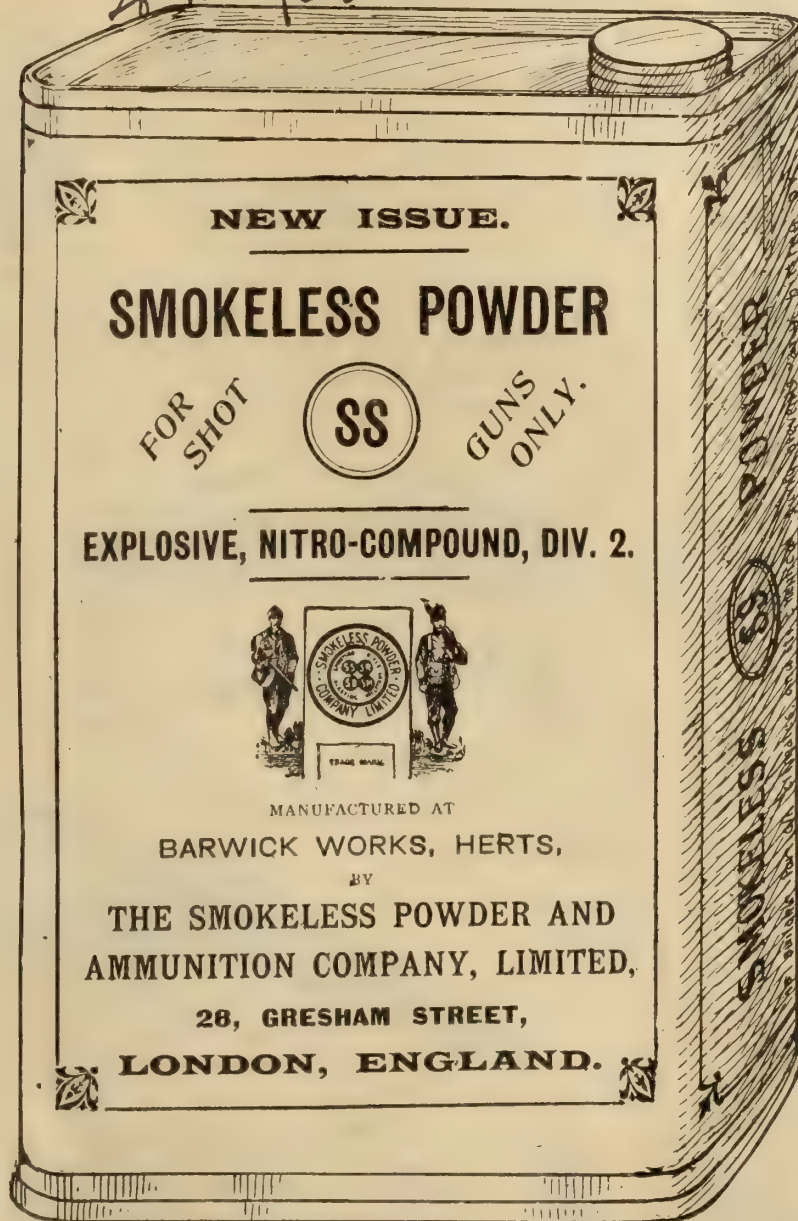
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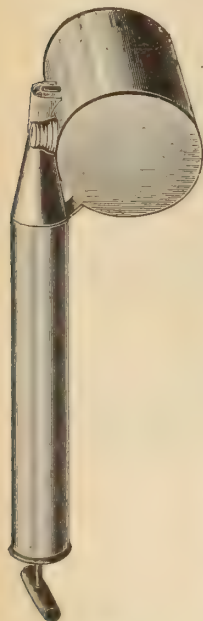
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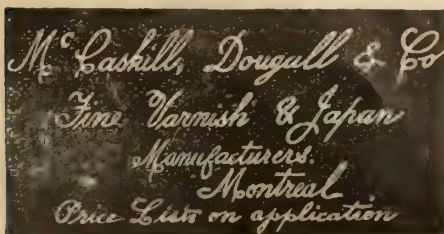
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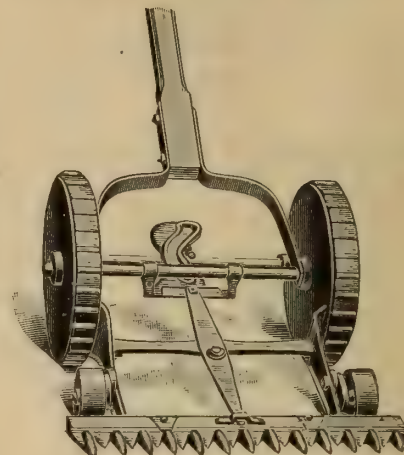


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If you keep the weeds cut so they do not go to seed, and cut your grass without breaking the small feeders of roots, the grass will become thick and weeds will disappear. **The Clipper will do it.**

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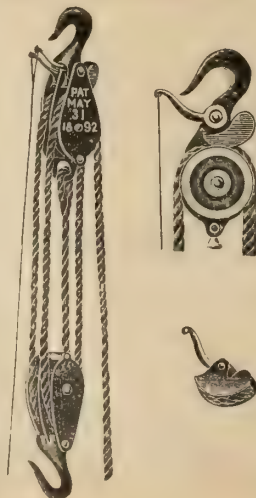
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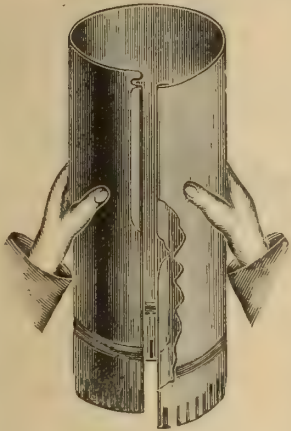
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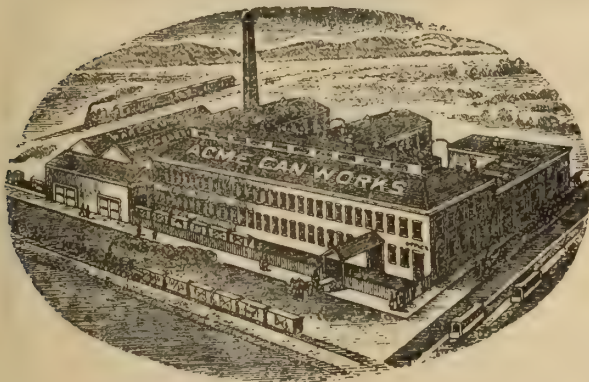
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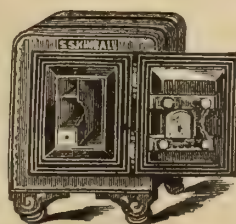
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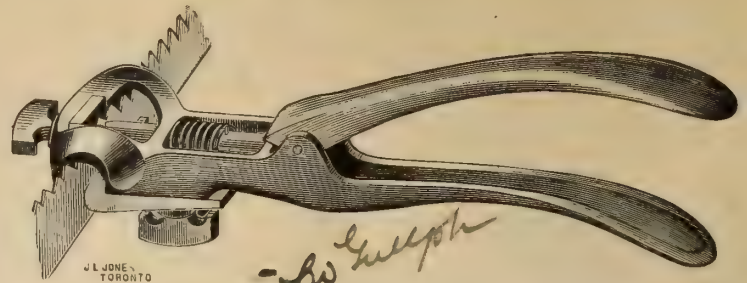
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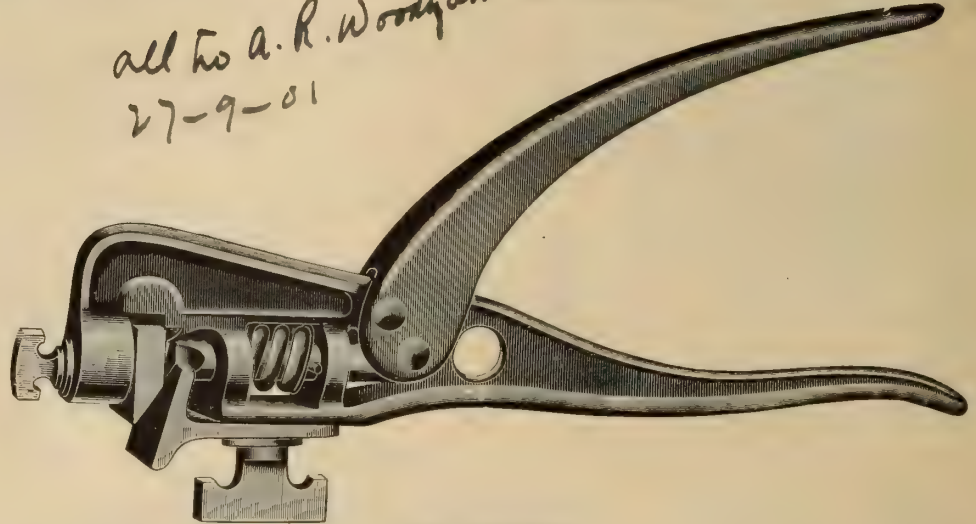
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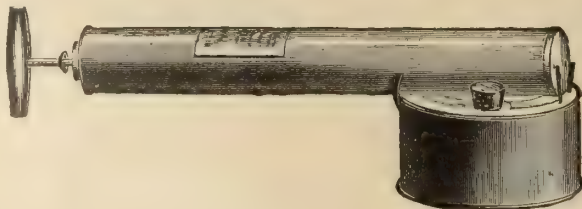
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They are well made.

They will last.

They will do the work.

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Kemp Manufacturing Company, Toronto.

HARDWARE AND METAL

VOL. XIII.

MONTREAL AND TORONTO, JULY 13, 1901.

NO. 28.

President,
JOHN BAYNE MacLEAN,
Montreal.

THE MacLEAN PUBLISHING CO. Limited.

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FUTURE LINSEED OIL.

SOME weeks ago, a student of the linseed oil market prophesied to **HARDWARE AND METAL** that we would likely see 50c. oil again this fall. The crops of flax seed in Manitoba and all through the United States were reported to be exceedingly promising. India was put down for a record output and Russia's production was said to be increasing. Everything pointed to an abundance of seed and consequently a low price for oil. Futures were quoted extremely low, 63c. at least, and everybody, or nearly everybody, expected that the quotation would descend as the possibilities of a good harvest came nearer the point of realization.

Now, although the crop prospects are but little changed, we see the market taking a contrary course, October oil having advanced £2 a ton in England during the past week. The wise ones are at a loss for a satisfactory explanation. True, there are

"crop killers" at large, as there always are at this time of the year, but one does not take much stock in them, and reliable authorities still say the growing crops are in first-class shape. It may be, however, that English importers, founding their ideas on last year's experience, no longer expect to get any seed from the United States. Last year they calculated on getting 3,000,000 lb., but, on account of wet weather or the action of the American Trust, they obtained none at all. This they may be using as a lever to force up the price at the present moment.

The whole situation is a strange one. One would expect that, previous to the harvesting of the new crop, the American Linseed Oil Trust would force down the price in order to buy seed cheaply, but in New York to-day oil is worth fully \$1 per Imperial gallon—the highest point attained in years. The course of the market will be watched with some interest.

HE CONDEMNS HIMSELF.

The secretary of the Kentville (N. S.) Board of Trade confesses, in a circular he has recently sent out, that he, with the other members, is getting lax in regard to board of trade matters and needs a shaking up.

It is not usual for secretaries of boards of trade or of any other organization to find fault with themselves, and such an unusual departure as that of the secretary of the Kentville board ought to lead to a more than usual awakening of the lax members.

Those who know Secretary Calkin, however, can easily imagine that it will not require a great deal of effort to stir him up. He is too enthusiastic a board of trade man for that.

TAXING COMMERCIAL TRAVELLERS

THE arrest in Charlottetown lately of a well-known traveller owing to a dispute about the license which he held to sell goods in the Island, directs attention to the fact that this law is still in operation.

We feel sure that this legislation is not characteristic of the business spirit of that Province, where the merchants whom we have come in contact with are fair and reasonable.

It is just a question whether the law is constitutional, because, to the Dominion Parliament alone belongs the subject of trade, and no Province under the British North America Act of 1867 has power to limit trade with any other Province. It is time for the authorities at Ottawa to consider this question in its legal aspect with a view to deciding whether the Provincial authorities have the right to maintain it.

A valued correspondent on the Island writes to us as follows on this question :

"The Act was introduced a few years ago by the Hon. Fred. Peters, who was at that time leader of the Liberal Government of this Province. The principal reason for the tax is to help the revenue of the Island. Eight thousand one hundred and forty dollars was collected from the travellers last year. No less than 353 paid \$20 each and six paid \$200 each. The six represented firms in the liquor business. I am not in favor of the tax, not because it makes any difference to our business for buying. I believe that indirectly it is hurtful to the Island, and that no commercial barrier should be allowed in any Province against firms doing business in Canada. There are a few business men here who favor the tax because they do a jobbing trade throughout the Island."

SIR RICHARD'S ENNUI.

THERE appears to be a feeling in the High Commissioner's office in London that a recent article dealing with it was rather harsh. The purpose of the article was to point out the importance of a commercial agent being sent to London and to deplore that the Trade and Commerce Department had not yet done so. If, in pursuance of this object, anything which was said displeased the High Commissioner's office, we regret it.

With what the High Commissioner's office does we have little or nothing to find fault. As a medium between the Dominion and Imperial Governments it is a necessary office, and the position which the High Commissioner holds undoubtedly makes him serviceable in charging the memory of the War Office and the Admiralty in regard to Canadian products for the army and the navy. The last report of the High Commissioner shows that the South-African and China Wars were seized as opportunities of drawing the attention of the War Office and the India Office to Canadian products.

"During the last year, as in 1899," says the Commissioner in his report, "I have paid considerable attention to procuring from the War Office and from the India Office orders for the supply from Canada of articles required by His Majesty's forces, both in South Africa and China. That my efforts have been successful, will, I think, be admitted on a perusal of the following lists of supplies that have been obtained from the Dominion, the value of which must, in the aggregate, represent some millions of dollars." Then follows a list of Canadian articles, such as hay, corned beef, boneless chicken, saddlery, clothing, flour, which had been purchased by the War Department since November, 1899.

So far so good, but what Canada wants as well as is an official—a commercial agent—who will be in a position to supply business men with information about business men and business matters. This, the High Commissioner's office does not supply.

It is true that it has prepared lists of importers and exporters, which have, no doubt, proved of assistance in not a few instances. But that in itself is not enough. The business men in this country and the business men in Great Britain who have sought for commercial information know this perfectly well. If it were not

so why is it that The Canadian Manufacturers' Association and various boards of trade throughout the country have spent so much time and money in trying to impress upon the Canadian Government the necessity of appointing a commercial agent in London to supply that in which we are now so deficient? It is simply because they recognize that there is a long-felt want, which, in the interests of this country, should be filled. Our position is, therefore, based on no mere supposition.

We believe—in fact, we know—that Lord Strathcona and Mr. J. G. Colmer, his secretary, are doing the best they can for the country they represent. But, as we have said before, Lord Strathcona has not the time to look after such matters as would be required of a commercial agent. Then, if Mr. Colmer had the time at his disposal his long absence from Canada places him at a decided disadvantage.

We all generally recognize that one of the best commercial agents Canada has is Mr. J. S. Larke. Yet his absence of six or seven years in Australia has made him somewhat out of touch with the commercial interests of the country he represents, and The Canadian Manufacturers' Association has wisely asked to have him recalled for a few months in order that he may have an opportunity of refreshing himself in regard to commercial affairs in Canada.

If the Government does not appoint a commercial agent to reside in London, the next best thing it can do is to invite Mr. Colmer to spend three months in Canada, touring it from one end to the other and associating himself with those engaged in the various industries.

We, however, only urge this as an alternative. The importance of the British trade demands the appointment of a commercial agent whose whole time and attention shall be devoted to the work appertaining to the office. This, the High Commissioner nor anyone in his office is not doing.

It is true that under existing conditions our export trade with Great Britain has increased enormously, during the last five years by 62 per cent. But what we supply, notwithstanding the increase, is only an infinitesimal part of what the Mother Country imports, being scarcely 5 per cent. of the whole, while compared with the

United States our exports to the parent country are only about 12 per cent.

None recognize better than the manufacturers of this country the need of a commercial agent in Canada, but notwithstanding that the Trade and Commerce Department has been memorialized by commercial bodies and importuned by the trade press and by the daily press of both shades of politics, nothing has been done.

Sir Richard Cartwright is smitten with ennui in regard to this as in regard to nearly all other matters appertaining to his Department. And it looks as though Sir Richard will have to go before a commercial agent in Great Britain is forthcoming.

SHARP ADVANCE IN PARIS GREEN.

Quite a sharp advance has taken place in paris green, our quotations being 2c. per lb. higher than a week ago. The prices to the retail trade are now as follows: Bladders, in barrels, 18 3-4c.; kegs, 19c.; 50 and 100-lb. drums, 19 1-2c.; 25-lb. drums, 20c.; 1-lb. papers, 20 1-2c.; 1-2-lb. papers, 22 1-2c.; 1-lb. tins, 21 1-2c.; 1-2-lb. tins, 21 1-2c.

Owing to the warm weather it has been difficult to get men to work on the manufacture of paris green. It is this, in view of the good demand that is being experienced for this insecticide, that has been the principal factor in bringing about the higher prices.

A COMMENDABLE INNOVATION.

One of the partners of a well-known wholesale house has persuaded one of his sons to spend a part of his school holidays in accompanying one of the firm's travellers on his regular route.

The idea is a commendable one. A young man designed for a commercial career can scarcely begin too soon to lay the foundations necessary to success. And there is scarcely a better way of getting a start than by being taken under the wing of an experienced traveller on such a trip as that being undertaken by the young man in question. And then it is a good way of spending a holiday as well as an admirable way of gaining experience.

It is a matter that we think worthy of the attention of other wholesale merchants who have sons who are taking a rest from their studies.

THE DEMAND FOR ROPE.

One of the features of the wholesale trade is the demand that is being experienced for rope, particularly in 7-8 and 1-inch sizes for hay-fork business.

Business is always fairly good at this time of the year, but both manufacturers and jobbers report that this season it is more than usually so.

With the hemp market steady the outlook is for a firm price in rope.

BUSINESS MEN AND ROYALTY.

CANADA'S loyalty to the British Empire is well known. And preparations are being made to emphasize it during the forthcoming visit of the Duke and Duchess of York. But while this is only natural and proper it is to be hoped that in the exhibitions of loyalty nothing will be forgotten that shall exhibit the resources of the country.

It must not be forgotten that it is not merely the Royal personages and their retinue that will visit us. There are in their train several of Great Britain's leading journalists and artists, the latter of whom will do a great deal of illustrative work for their respective journals. It is of the utmost importance that the natural resources of each and every part of the country shall be brought into as much prominence as possible.

Canada is undoubtedly a country wonderfully rich in natural resources. We all know how dense a great many people in Great Britain are in regard to this fact. Even the extent and beauty of our cities are surprising to many of those from the other side of the Atlantic who visit us. What, therefore, must it be with regard to many of our natural resources that are not so observant to the eye?

This density is often sources of amusement to us, but after all is not the onus largely upon ourselves? We think it is.

The enterprising merchant, by window displays, by advertising, or through the medium of his travellers keeps his wares in the public eye.

Nations are but aggregations of individuals. If they wish to develop the resources with which nature has endowed them they should not miss an opportunity of showing the world what they possess. Canada has not been as enterprising in this respect as the circumstances warranted. Consequently for much of the ignorance which obtains on the other side of the Atlantic in regard to Canada we are to blame.

For the reasons already set out the visit of the Royal couple will afford Canada an exceptionally good opportunity for us to exhibit our products of the factory, field, farm, forest, and mine.

There will be a few months before Royalty will be in our midst, but there is no time to waste. No one is interested more than the business men of the country in making the sojourn of our visitors pleasant, interesting, and instructive, and they should lend their influence to at once launching local schemes which shall attain the maximum of good for Canada as well as the maximum of entertainment for our Royal visitors.

QUALITY IN HARDWARE.

MANUFACTURERS of articles appertaining to the hardware trade can scarcely pay too much attention to quality. Someone has said that the "remembrance of quality remains long after the price is forgotten." If this is true of any one line it is true of nearly all. Few people, indeed, are able to even approximately judge the quality of many lines of hardware. They have to wait until the test of wear and tear has been applied.

In these days, when low-priced goods are so much sought after, there is undoubtedly a strong temptation to pander to it, but he who stops and thinks cannot but realize that submission to it is fraught with dangerous results.

No one, be he manufacturer, wholesaler, or retailer can establish a permanent reputation on low-priced goods. It is no more possible than it is for an individual to build up a good character on low practices. And goods must have character to have reputation.

It does not follow that a manufacturer should refuse to make or a merchant refuse to sell low priced goods. What we desire to point out is that it is a short-sighted policy for anyone to attempt to establish a reputation on low-priced and inferior quality goods.

Some manufacturers in order to supply the demand for low-priced and inferior goods are putting such goods on the market under different brands and trade marks from those borne by the products upon which they have established reputations. Others have gone as far as to organize companies bearing distinctively different names from that of the parent concern with the same object in view.

The successful firms in the world are the firms who have made quality and not price the goal of their ambition.

It is fallacy, however, for a manufacturer or business man to think that because he has an article of excellent quality that it will find a market of its own volition. However good an article may be the fact must be impressed upon the merchants who sell it and upon the people who consume it. In other words, it must be pushed.

THE VALUE OF THE QUIET DAYS.

TO the shrewd, wide-awake retailer the days of the year when trade is dull, when buyers are few and easily served, when the gross receipts are hardly more than enough to pay running expenses are not without value; nor are they, in fact, always the least valuable to him.

The quiet days of July (though they should not be all quiet days during this month, by any means), furnish an excellent opportunity for a midsummer readjustment of stock. Practically every hardwareman carries some stock, which, if not pushed,

is likely to become dead stock. For this reason it is well to overhaul stock at least twice a year if possible in order that an accurate knowledge may be possessed of what stock should be "sold out" even at a cut, or what should be replenished. Special attention should be given, of course, to summer goods, for what of these lines is not sold during the next six or eight weeks is bound to lie on the shelves for another year. It would be well, however, to have a watchful eye on fall goods, so as to be able to stock up any lines which prove to be short at the advantageous terms that are sometimes offered early buyers. Experience has proved that it pays to have an accurate knowledge of what stock is held, and the quiet days provide the opportunity to secure such knowledge.

It is the habit of many of the most up-to-date retailers to plan ahead, to consider in advance what steps they should make to increase their trade. There are so many adjuncts to the hardware business that the limits to the ambitions of a shrewd retailer are wide enough to offer ample rewards for the time and thought spent in planning to "reach out." The writer has in mind a young hardware firm who were relentlessly active. Each quiet season seems to be but an opportunity to them to bring to fruit some extension. Now they handle harness, carriage hardware, machinists' supplies, as well as hardware and tinware. They have also a plant for repairing bicycles, and a foundry for making locks, boat hooks, springs and miscellaneous iron goods.

But, in any case, July or August should provide a time for recuperation to the hardwareman and his clerks. The keenness of competition makes business a strain that is well to be freed from at least one fortnight each year. Go away and take a rest, and you will return to work a stronger, clearer headed and better natured business man.

SHARP FLUCTUATIONS IN TIN.

THE feature of the metal trade is the sharp fluctuations in tin on the London market. During the last ten days they have been severe. From Wednesday to Monday last there was an advance of £7 5s. in spot tin and a decline of 15s. in futures. On Tuesday morning spot tin sold down to £135, a decline of £5, but reached and went back to £140, futures meanwhile maintaining a discount of from £16 5s. to £21.

But the most sensational feature was on Wednesday, when prices declined on spot tin £12 from the lowest point, closing weak at £128.

New York is easy in sympathy with the London market, and October tin was offered at 26c. For spot tin buyers would not, according to latest reports, pay more than 27.25c., although earlier in the day they paid 50c. more than that figure.

In Canada jobbers are quoting the same figures as they did a week ago for spot tin.

THE ART OF WINDOW DRESSING.*

HARDWARE STORE WINDOW DISPLAY.

By R. J. Hamilton.

It is apparent to the most casual observer that the matter of window display among hardwaremen has never before received the attention now accorded it. Our trade papers of years gone by gave the subject but scant notice, seeming to deem the matter a thing of personal taste only, and suited only to those of us who were favored with particularly suitable show windows and an abundance of time for their attention. But the awakening seems to have come, and a logical one it is. It is not a matter of taste or luxury, but of dollars and cents. To gain attention to your business is to advertise it. If your window display is attractive, you are gaining attention and advertising your goods; if, on the other hand, the display is made a matter of no moment, you are not only missing that chance of advertising, but, worse yet, you are gaining unfavorable notice. Attention to your display means publicity, and publicity is but another term for advertising. You know that good advertising pays. To come to the point, the question is: How can I best advertise by the use of my show window? Do not pass this thought over too hurriedly.

THE WINDOW AS AN ADVERTISING MEDIUM.

That you have studied advertising in some of its phases, as applied to the needs of your particular business, goes without saying. Consider, then, your window display as a vital, integral part of that advertising. Give it your personal supervision, at least, and as you know how best to use your advertising in the light of local conditions, in just this effective, thoughtful way treat your window display—an advertisement that stands you in stead 24 hours a day and every day in the year; an advertisement not bounded by "sworn circulations," but only by the number of eyes that can be attracted to it. It is the eye to which you must primarily appeal. First of all, then,

MAKE YOUR WINDOW AN ATTRACTIVE ADVERTISEMENT.

But few of us have at our command the means of attraction possessed by our city merchants, such as large windows, mirror backgrounds and electrical effects, but there is this consolation, that the less our local advantages the more sure is our reward for ingenuity in display. A background and window floor covering of cheesecloth, either in the simplicity of pure white or in harmoniously arranged colors, say, white for background and blue for floor covering, often suffices to give tone to an otherwise unattractive display.

THE BACKGROUND.

Stretch a wire across the back of your window and from this wire drape out stretch the cloth; put down the floor covering and then arrange the window display, and the effect will surprise as well as please you. Not only have you gained an attractive background, but you have shut off the shadows and indefiniteness of an open window. Unless your window is enclosed make

it a rule never to place a display without giving to it some kind of a background, even though it be one constructed of wash boilers piled up in criss cross fashion or of stove boards set on edge.

Another simple yet surprisingly attractive window setting is made by completely inclosing the interior of the window with common 2-inch mesh poultry wire, and covering this on the inside with tissue paper of appropriate color, pushing the paper into the meshes of the wire as thoroughly and evenly as possible. The effect will be a wavy, harmonious setting that is sure to attract attention, especially at night if the window be

WELL LIGHTED.

Whatever the display or its setting, the matter of the lighting of the window is of no small importance. That electricity is best is indisputable, because of the unlimited changes of color, arrangement and position that are possible by the use of incandescent lights; and yet we have seen the window of the country merchant lighted by lanterns with variously colored globes attract more real attention than the gayly lighted windows of his city brother. No matter what our facilities for illumination, try lighting your windows for a week by means of candles freely placed about the display, and see if it does not attract attention.

The suggestions which have been given are but some which can be used in bettering the general effect of many show windows. Attention to the trade papers, and the exercise of a little thought, ingenuity and observation, will enable you to accomplish wonders in this direction. Now as to

THE GOODS TO BE DISPLAYED.

Stop and think in what way you have had the best results from other advertising. You say that you have always had good results from advertising seasonable goods; then to be sure do not break your rule in this case. Just as the manufacturer and jobber must anticipate the needs of the retailer, so we believe it wise to place your seasonable display very early. Public opinion is not a thing to be shaped in a day, and if you expect it to be believed that yours is the most desirable stock of seasonable goods then tell of them, advertise them and show them beforehand.

PARTICULARIZE YOUR DISPLAY.

You claim to always try to have your advertising to the point. When advertising an article you concentrate your force on that one thing for the time being. Particularize your display. By this is meant that attention should be given to the one thing at hand. "Don't aim at the whole flock, but pick your bird" is an old hunting maxim well applicable to window advertising. If you are displaying a gasoline stove, do not detract from it by showing a dozen other things. If one stove does not suffice, then display two or half a dozen. But while you are about it make that gasoline stove window, so that Mrs. A. and Mrs. B., having seen your window, will almost unconsciously mention it the next time the gasoline stove subject comes up in their conversation. That many disagree with this would seem to be proved by the large number of window displays that seem

to be arranged with the sole idea of showing the variety of stock carried, it being thought that in variety of display there is attraction. This may be true, but we do not believe that this is the kind of attraction that sells the most goods. At any rate, this matter of particularization of display is well worth careful thought and trial. Wherever it is possible in a display

SHOW THE USES OF THE GOODS DISPLAYED.

If you have a gasoline stove display have the stoves burning, part of the time at least. If you show a steel range, and gas is at hand, why not build a mock fire of sticks of wood or of coals ingeniously placed over a well hidden gas jet. Fly screens arranged to keep in a swarm of the "real article"—although in itself certainly not an attractive scene—will attract as much attention as an expensive newspaper advertisement. These are but very simple examples of the many ways in which goods may be displayed in connection with their uses.

INDIVIDUALITY.

Have you ever taken a pride in giving to your advertising a tone that is all your own? We believe that all will agree that a tone of individuality is commendable in all advertising, and therefore, of course, in window displays.

Be individual. This is a matter more easily hinted at than definitely expressed, and yet it is the writer's opinion that every merchant recognizes the weight of the suggestion that he should acquire for his window display a reputation along at least some one line seasonableness of goods displayed, a constant display of new goods placed on the market, the presence and frequent change of price cards, "bargain" windows, or adaptation of goods displayed to local and national happenings. These are suggestions of lines along which the dealer can work. Not that you should follow seasonableness of display, for instance, to the exclusion of all other points, but that if this is your choice have it recognized as your specialty, and in the course of time it will be your window that will be watched when seasonable goods are thought of.

PRICING GOODS ON DISPLAY.

The matter of pricing goods on display is the signal for a babel of opinions. It is certainly true that articles of staple use and uniform quality can be best sold in this way if the prices are right, while, on the other hand, you would not think of putting a price on a new kind of churn or washing machine, for you say it requires "talk" to sell such goods. A rock bottom price on clothes wringers of good quality would mean nothing to those accustomed to buying racket store goods of the same pattern. And so we believe that great

WIRE NAILS TACKS WIRE

Prompt Shipments

The ONTARIO TACK CO.

Limited

HAMILTON, ONT.

* Prize essay in Iron Age.

care must be taken in the use of as good a thing even as price cards.

PRICE CARDS.

So hackneyed and abused have become the methods of marking prices on goods that we believe it the best plan simply to mark the price in plain, bold figures, without any attempt at making the public believe that they are getting things at half price or next to nothing. You will not be believed if you do use these methods, while in the eyes of intelligent people you are lowering your dignity. If you have enough odds and ends to make a display, do so, mark the prices down, and label and advertise the display as a "bargain window," and the results will usually be satisfactory.

If the price card system is used you will feel more than ever the necessity of attracting to your display more attention than would come to it in the ordinary channels. If the display is put there to be seen, why not help it along? In other words,

ADVERTISE YOUR DISPLAY.

There can be no element of loss in an expenditure for this purpose, for it is keeping your name before the public, even though the direct returns are small. Try the use of newspaper locals in this connection, simply announcing to the public that there is something worth seeing in such and such a window. Curiosity will usually do the rest. Such a method can be worked successfully for only a few times, however, and so we must usually rely on a straightforward statement as to the goods and their attractiveness. In addition to this sort of advertising there is an unbounded field open to those who have time and means to gain for their displays newspaper mention and town talk, because of unusual novelty and interest, as is occasioned by the use of mechanical effects or by the introduction of outside features of interest. It matters not what the character of the display, try to make it a paying advertisement.

KLONDYKE TRADING CHANGES.

A Tacoma correspondent of The Financial News, London, Eng., writes: "The outfitting of large numbers of miners for Alaska in the cities of Puget Sound has apparently become a thing of the past. For four seasons following the discovery of the Klondyke outfitting was one of the chief industries of Tacoma and Seattle. The gold-seeker purchased his provisions, clothing, tools, and other supplies, paid freight on them to Skagway or Nome, and was ready for business on his arrival in the gold country. The development of Alaska and the British Yukon has resulted in a great change. The provisions and clothing are shipped northward in quantities cheaper than the prospector can take them. He is also saved the bother of assembling an outfit and seeing that it is kept together until he reaches his destination.

"In a word, Alaska business has settled down into the regular channels. It is now the wholesalers who are paying the greatest attention to Alaska and the Klondyke, so far as the supplies to be used by the miners are concerned. This does not mean that the Sound cities are not benefited by the Alaska trade to fully as great an extent as in past seasons. The gold output has increased so rapidly, and is now spread out over so much of the entire year that the arrival of treasure is almost a daily occurrence. Every steamer brings its quota of successful miners, and their arrival means large expenditures for clothing and the other habiliments of modern civilization. This continuous stream of gold makes retail



PAINT & PROSPER

Paint and Prosper

is the advice you give your customers.
 Sell paint and prosper, is the advice we give you.
 But in neither case is this advice worth a cent unless the paint is GOOD paint.
 Good paint is the only kind that pays. Poor paint means loss—loss to the man who sells it, to the man who uses it, and to the property it's used on.
 If you've been trying to build business on "cheap" paint or profitless lead and oil, you have been wasting your time and energy. But if you are in earnest and really want to make a success out of the paint business, take hold of

THE SHERWIN-WILLIAMS PAINT

There's money in it; there's true value in it; there's advertising back of it to help you win.
 Write for the "B-13" Booklet—tells you how to prosper in paint-selling.

THE SHERWIN-WILLIAMS CO.

PAINT AND VARNISH MAKERS.

CHICAGO,
NEW YORK,

NEWARK,
MONTREAL,

CLEVELAND,
BOSTON,
TORONTO,

SAN FRANCISCO,
KANSAS CITY.

trade brisk, and compensates in a large measure for the loss of the outfitting trade. What Puget Sound merchants have lost in this respect has been gained by the merchants and trading companies of Skagway, White Horse, Dawson, and Nome.

"The wholesalers of Tacoma and Seattle are supplying the northern merchants to a large extent, though it is undeniably true that a growing quantity of merchandise destined for Alaska and Dawson is being shipped in carload lots from the wholesale centres of the East. Vancouver and the cities of Eastern Canada are making a stronger bid for the trade of the Klondyke than ever before. The United States Government has played into their hands to an almost remarkable degree by the making of Skagway a sub port of entry. The full meaning of this fact is now better appreciated than ever before. Many carloads of goods which formerly came exclusively from the United States are now being shipped from Montreal, Toronto and Winnipeg to Vancouver, and thence reshipped by British steamers to Skagway and through American territory in bond to the upper Yukon towns and Dawson. American goods shipped in the same manner must pay duty when British territory is reached."

ALUMINUM BRONZE POWDERS.

GERMANY is the home of bronze powder manufacture, and the method of making aluminum powder in that country is first to roll the aluminum into thin strips or ribbons, then beat it into leaf by power hammers, and finally stamp it into powder. Much of the aluminum

powder is sold for silver bronze. The silver bronze is not made from silver, but from a cheap alloy having the color of silver. It is sold for less per pound than the aluminum, but the silver bronze being heavier, a pound of aluminum bronze will cover much more surface and is really cheaper. There is a tendency to adulterate the aluminum powder with other metals, which destroys the lustre and decreases the value of the powdered aluminum. If the pure article is wanted it must be made from pure metal and kept from other powders.

The uses of aluminum bronze powder are everywhere in evidence. It is used as a paint for covering iron, lead, zinc, wood, etc., in all forms. A common use at present is in covering letter boxes. Of late years stove manufacturers have been using it for the coating of stoves and in the trimmings. In some cases it has replaced tinplate. The paint is being used extensively on steamers and yachts. It is probable that the next few years will see a much larger consumption of aluminum bronze powder than at present. It is considered an ideal coating material for the use of plumbers, steamfitters and stove manufacturers. When mixed with the proper grade of varnish it adheres readily to iron, lead and zinc, and the paint is not affected by varying temperatures and gives a clean, neat appearance to radiators, pipes and stoves.

Powdered aluminum has received recently an extremely interesting metallurgical application in the reduction of refractory oxides to the metallic state. By mixing the powder with oxides and igniting the mixture an intense heat is generated, which is sufficient to melt the reduced metal. Aluminum World.

BUSINESS CHANGES.**DIFFICULTIES, ASSIGNMENTS, COM-
PROMISES.**

J. T. Cote, general merchant, Chicoutimi, Que., has assigned.

Adelard Many, general merchant, St. Sebastien, Que., has compromised.

Arthur Lacoste has been appointed curator of Mary A. Lee, general merchant, Grand Mere, Que.

V. E. Paradis has been appointed curator of G. Rioux, general merchant, Trois Pistoles, Que.

Assignment has been demanded of The Albert Bryce Co., dealers in typewriters, etc., Montreal.

Lafontaine & Lavoie, general merchants, St. Cyrille de Wendover, Que., are offering 75 cents on the dollar.

A. J. Clark & Son, dealers in agricultural implements, Ingersoll, Ont., have assigned to David G. Cuthbertson.

E. J. Belanger, general merchant, Portneuf (Saguenay Co.), Que., has compromised at 50 cents on the dollar.

Burton & Weir, general merchants, Copper Cliff, Ont., have assigned to J. D. Walker, Sudbury, and a meeting of creditors will be held on the 13th inst.

The commercial agencies report the fore-closure of chattel mortgage on W. G. Blyth, hardware dealer, Melita, Man., and also the sale of Mr. Blyth's business to Hamlin Bros.

**PARTNERSHIPS FORMED AND
DISSOLVED.**

Riopel & Vaillancourt, carriagemakers, Montreal, have dissolved.

Savage & McCanna, general merchants, Granby, Que., have dissolved.

Weston & Sim, hardware dealers, etc., Barwick, Ont., have dissolved.

Lafontaine & Lavoie, general merchants, St. Cyrille, Que., have dissolved.

Pritchard & Bell, dealers in agricultural implements, Carman, Man., have dissolved.

W. J. Holmes, general merchant, Big Forks, N.W.T., has admitted R. J. Holmes to partnership.

J. D. Ellis has admitted Ebenezer Bigelow, jr., under the style of Bigelow & Ellis, general merchants, Kingsport, N.S.

Jonathan Storey and Roderick Campbell have registered partnership under the style of Storey & Campbell, wholesale and retail hardware dealers, etc., Vancouver.

SALES MADE AND PENDING.

Marquis Bros., general merchants, Ripley, Ont., have sold out.

The assets of Catherine Elliott, grocer, Ottawa, have been sold.

The assets of G. M. Dalglish, match manufacturer, Hull, Que., are to be sold.

The stock of J. M. Phillips, stove and tinware dealer, has been sold by tender.

James R. Furlong, harness dealer, Barrie, Ont., is advertising his business for sale.

H. L. Heath, general merchant, Huntsville, Ont., is advertising his business for sale.

The stock of J. Parent, general merchant, Rimouski, Que., has been sold at 67 cents on the dollar.

The assets of J. A. Fecteau, St. Roch's Sporting Goods Co., Quebec are advertised to be sold on the 15th inst.

CHANGES.

A. Dussault & Co. have registered as stove dealers, etc., Montreal.

Wm. J. Bellingham has registered as proprietor of The Montreal Malleable Iron Works.

Storey & Carson, harness manufacturers, etc., Vancouver, have been succeeded by Storey & Campbell.

FIRES.

The stock in Grant Bros.' hardware and tinware store, Ottawa, has been damaged by fire.

Thomas W. Morgan, cement manufacturer, Longue Point, Que., has been burned out; partially insured.

The Woodburn Sarven Wheel Company,

Limited, of Canada, St. Catharines, Ont., has suffered loss by fire; insured.

Alfred Dickie, sawmiller, Lower Stewiacke, N.S., has been burned out.

DEATHS.

Jean F. Dagneau, of Noel & Dagneau, wholesale and retail hardware dealers, Quebec, is dead.

DISTINGUISHING FEATURES

that mark the difference between the best Single Gun and others:

Semi-Hammerless.
Trigger Action (neither side nor top snap).
Automatic Ejector or Non-Ejector (at option of user).
Flush Head Locking Bolt (positive and simple).
Absolutely safe (accidental discharge impossible).
Metal Tipped Fore End.

Features that are found only in the

IVER JOHNSON

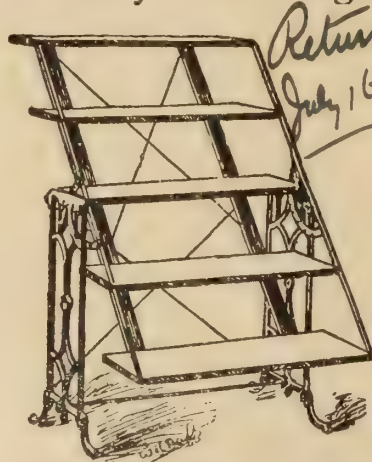
The World's Single Gun Standard of Excellence.

**Iver Johnson's Arms & Cycle Works,**

Branches—New York—99 Chambers St.
Boston—165 Washington St.
Worcester—364 Main St.

FITCHBURG, Mass.

Have you investigated the merits of

**BOECKH'S
ADJUSTABLE
TABLES?**

They will enable you to make attractive displays, with very little work. They are handsomely finished and are an ornament to any store.

Write for Illustrated Booklet and Price List.

Boeckh Bros. & Company,

80 York St., TORONTO.

H. S. HOWLAND, SONS & CO.

WHOLESALE
ONLY

37-39 Front Street West, **Toronto.**

ONLY
HOLE AL

HARVEST TOOLS.

Hay Forks.

Also

Hoes

Rakes

Snaths

Manure
Forks.

Also

Cradles
Scythes
and
Stones

Hay
Fork
Pulleys.

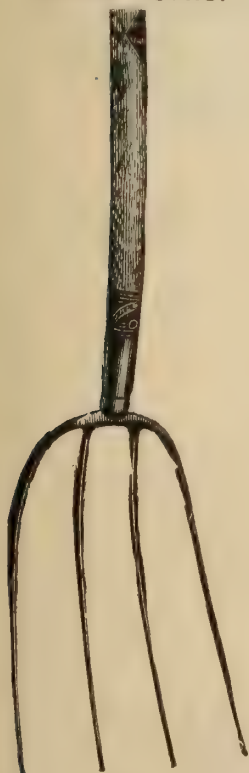
*all in H.S. Howland's
6-8-01 see in book
page 75*

No. 21-2 Oval Tine, Straight Handle, Plain Ferrule.
No. 23-2 " " " Strap. "
No. 22-2 " Bent " Plain "
No. 24-2 " " " Strap. "



Straw Forks.

No. 25-3 Oval Tine, Straight Handle, Plain Ferrule.
No. 27-3 " " " Strap. "
No. 26-3 " Bent " Plain "
No. 28-3 " " " Strap. "
No. 16-3 " " " Plain " 14-in. Tine.
No. 29-4 " " " Plain "
No. 19-4 " " " Strap. "



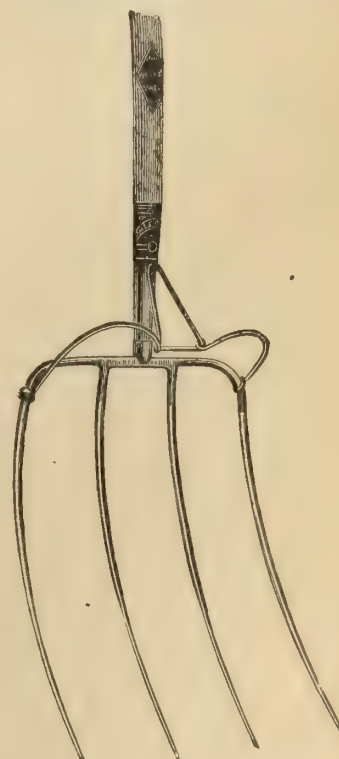
No. 30-3 Oval, 1 1/4 Tine, Bent Handle.
No. 31-3 " 16 " " "
No. 32-4 " 16 " " "

Wood Barley Forks.



Oiled, 4 Tine, with Guard.

Steel Barley Forks.



No. 33-4 Oval Tine, Bent Handle, no Guard.
No. 34-4 " " " " with Guard.

H. S. HOWLAND, SONS & CO., Toronto.

OUR PRICES
ARE RIGHT

Graham Wire and Cut Nails are the Best.

Factory: Dufferin Street, Toronto.

WE SHIP
PROMPTLY

SUGGESTIONS TO EMPLOYEES.

A LITTLE booklet entitled "Suggestions," has been issued to its employees by the Canada Biscuit Co., Limited, Toronto. As other business men may find it to contain ideas which may be helpful to them we herewith reproduce it. It reads:

Anything that is worth doing at all is worth doing well.

The working hours belong to the company. Time lost by you tells against its prosperity.

Do not waste anything.

Respect yourself and others will respect you.

There is a place for everything. See that everything is in its place.

Pluck and backbone are essential to success.

A good word honestly spoken about a company by its employees is the best kind of an advertisement.

Taste in putting up goods must be a leading feature with all who have this work to do. Goods well and carefully packed are half sold.

The head of every department is expected to see that his or her part of the factory is neat and clean at all times. "Soap and water are cheap, but dirt on goods is expensive." A tidy department means tidy employees.

This company desires to advance the interests of its employees. Do not hesitate to appeal to the manager. Reasonable requests will always be attended to.

A shut mouth will not catch flies.

What goes on in this factory should not be the subject of outside gossip. You would not like it in regard to your own affairs.

The company's success depends largely upon the cordial cooperation of its employees.

Let us not speak ill of our fellow worker. If we cannot say something kind it is better to keep our mouths shut.

Human sympathy is the brightness of life. A kindly look and a friendly word may send a fellow toiler on his way rejoicing.

Politeness does not cost anything.

Not "what is my due," but "what is my duty."

All that we expect of you is to do your best.

Weeks are made of days, days of hours, hours of minutes.

It is worry, not work, that kills.

Measure with a rule, not with your thumb.

Sixteen ounces make a pound. Give it every time and take it too.

Never misrepresent goods made by this company. Brown sugar goods are not made from white sugar.

Don't run down your competitor. He may make and sell as good goods as your own.

We would like you to speak of this company, while in its employ, as our company, if you feel that you are of it and with it.

If you can suggest any improvement in the manufacture or packing of goods, or in the mode of doing any work, don't think that it is not worth mentioning. Every suggestion will be considered, and if of value to the company, you will be rewarded.

Our success depends upon your using your brains as well as your hands. We need your best thoughts.

When you remember that you are handling products which enter into the daily bill of fare of thousands of people, you will be as careful and as cleanly as if you were preparing the food for your own table.

If you see any material that is not strictly first-class, reject it. The company relies upon you to carefully guard its interests in even small matters. A soiled biscuit or piece of confectionery may be the means of our losing a good customer.

The company will ask as little work after regular hours as possible, but when demanded by the necessities of business, a willing and hearty response will be appreciated.

A "Suggestion Box" has been put up in the warehouse near the timeboard. Any employee who has a suggestion to in make the way of putting up goods; the making of new lines, or any suggestion by which the company can be benefitted the company will pay for it. Write your thoughts on a slip of paper, sign your name and the department in which you work, enclose it in an envelope and drop it in the box. The box will be opened twice each month and if the suggestion is a good one you will be rewarded.

A NEW MANUFACTURERS' AGENCY.

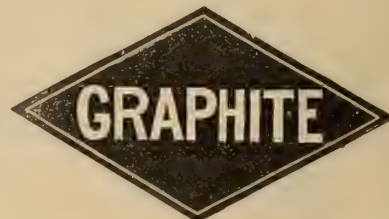
Mr. Geo. Hilton, Winnipeg, is in Toronto. He has been travelling in Manitoba and the Northwest the past seven or eight years, but he is now going into the manufacturers' agency business, and the object of his visit to the east is to secure clients. His firm, he says, will be prepared to guarantee accounts.

Caroline V. Bloomfield has registered as proprietress of J. R. Andrews & Co., general merchants, Bishop's Crossing, Que.

DIAMOND GRAPHITE PAINT

The very best covering and ANTI-RUST Paint for all Metallic structures.

THE
**CANADA
PAINT
COMPANY**
LIMITED
MONTREAL



**For MACHINES,
BRIDGES and
GIRDERS**

**Resists
Corrosion**

and gives a beautiful finish. The IDEAL Paint for economy and durability. Correspondence invited.

THE
**CANADA
PAINT
COMPANY**
LIMITED
TORONTO

SUCCESSFUL COUNTRY STORES.

AS the big department stores multiply and flourish in the large trade centres, and as cut-price stores increase in number, the question naturally recurs: What are the chances for the maintenance of the country general store?

One thing is certain, says The Store-keeper, that country retailers agree that it is more difficult to do a profitable business now than in former years, owing, not alone to increased competition, but also to smaller individual purchases than in earlier years. The tendency, becoming stronger each year, is to buy for immediate requirements, and added to this, is the speedy, ready access to the larger, distant store—rendering it absolutely necessary to show the greatest appreciation of the minor orders and fill them with quite as much pleasure as they were formerly wont to do with the large orders. This attention is not only necessary but will pay in the manifested appreciation of customers.

The country stores, conducted on the same principles that draw trade to the city departmental stores, will continue to do a profitable business despite all the efforts put forth by the largest city emporiums or greatest of cut price establishments. All that is necessary is to work as hard and perseveringly towards the turnover of goods. City clerks, managers and buyers are constantly being urged to greater extremes in judicious advertising, closer buying and greater attention to details, including the preference of customers, thus keeping interest constantly aroused. During this time not two out of every 10 country stores are putting forth the slightest extra effort at pushing sales, extending trade, arousing interest in the business by judicious advertising, or even displays, beyond the regular routine.

It may safely be said, and it could readily be proven, that in any township in Michigan where a good farming community exists, a good general store could be started in addition to the number already there, and do a prosperous business from the start. Where would this store get its trade? It would draw partly from the other stores near by and partly from the custom now going to the larger centres. The greater efforts put forth, and the greater genuine inducements offered, which should be done as well in the village as in the city, the greater would the trade be enjoyed. It would require hard work and greater efforts to sustain; but why should a man expect to win out with less energy if doing business in the country than if doing business in the city, where he would be compelled to move fast or be run over? If he could, all a man

need to do in order to have a "snap" would be to move out of town. The country merchants who have made a success of the general merchandise business are those who can retail no such "snap" as might be inferred as existing prior to the days of cut-price stores in the cities. Judicious and frequent buying in small lots, permitting no old, unsalable goods to hold a place on the shelves, no old, questionable accounts kept alive on the books, nor any new, questionable accounts to be opened, are among the resolves of these wide-awake dealers, who go ahead from decade to decade paying 100c. on the dollar and gradually acquiring their own houses and, perhaps, a nearby farm as a source of additional revenue and satisfaction. As the dwellers of the country become acquainted with the ways of city stores they will become better customers of the first-class country store, if its owners but insist on keeping its prices, bargains and goods before the public with the same determination shown by the city merchants. The latter can never expect to gain quite the same confidence of their out-of-town customers as the conscientious, enterprising dealer in their midst.

RINGING UP BY PROXY.

Scene—Manager's office in Jones' factory.

Jones—"Croney! Ring up Mr. Johnson, of Johnson & Co., wholesalers, and tell him I want to speak to him."

Croney (aged 15)—"Side track 1234. Hello. Is Mr. Johnson in? May I speak to him, please? (Pause). Is that Mr. Johnson? A minute please. Mr. Jones would like to speak to you."

"Mr. Jones, Mr. Johnson is at the phone."

Jones—"Very well. Ask him to wait a minute."

Scene changes to Johnson's office.

Office Boy—"Mr. Johnson! Mr. Jones would like to speak to you at the phone."

(Mr. Johnson goes to the phone).

Johnson—"Hello! Is that Mr. Jones?"

(Then follows the above conversation, and Jones is asked to wait a "minute." He waits. He waits 10 seconds, and becomes restless. He waits 30 seconds and by that time is wrathful and foaming at the mouth. Finally comes the answer.)

Jones—"Hello Mr. Johnson. Sorry to keep you waiting, but I was very busy. Say, I have some more of that last size of our brand run off, and I thought, perhaps, I could sell you some. They turned out well."

Johnson (in a rage)—"Do you fancy that you are the only man in town that is busy? Keep your — old goods." Hangs up the phone.

Jones then begins to wonder why. Here's why:

1. He should have gone to the phone himself, instead of sending his boy.

2. He should have known that by asking a man to keep the telephone at his ear 30 seconds he is giving him an hour's trouncing.

3. He was asking Johnson to return good for evil, and men who comply are as scarce as hen's teeth.

INQUIRIES REGARDING CANADIAN TRADE.

Mr. Harrison Watson, curator of the Canadian Section of the Imperial Institute, London, England, is in receipt of the following inquiries:

1. A Johannesburg house asks for names of Canadian producers of evaporated vegetables.

2. A firm of manufacturing chemists asks to be placed in communication with Canadian shippers of talc and mica schist, and also of mica in sheets, not split, as it comes from the mine.

3. A Liverpool house wishes for names of Canadian producers of asbestos.

The following were among the recent inquiries relating to Canadian trade received at the High Commissioner's office in London, England:

4. A German firm, having experience of the trade is open to negotiate with Canadian wood pulp manufacturers with a view to representing them on the continent.

5. A correspondent asks for addresses of some large hog-killing firms in Canada.

6. A gentleman recently from Canada, well acquainted with the requirements of the country, would like to recommend a very well-established agent there to handle draperies, etc.

7. Inquiry is made by an agent established at Ghent for names of Canadian firms desiring representation in Belgium.

8. Another inquiry has been received for names of Canadian shippers of boxwood, shipped in the flat, ready to be put together by the purchaser.

[The names of the firms or individuals making the above inquiries will be furnished on application to the Editor of **HARDWARE AND METAL**.

SEEN ON A LETTER HEAD.

Lives of wealthy men remind us
That by using "printers' ink,"
We can die and leave behind us
Monstrous piles of "golden chink."

CATALOGUES, BOOKLETS, ETC.

A HARDWARE CATALOGUE

A new hardware catalogue has just been issued by H. S. Howland, Sons & Co. It is known as No. 12, and is intended to be used in conjunction with cutlery catalogue No. 11. It consists of nearly 400 pages and is nicely indexed and illustrated. The completeness of the illustrations may be gathered from the fact that there are over 4,200 of them.

Those in the trade who have not yet received a copy of the catalogue will be supplied on application to the firm.

MARKETS AND MARKET NOTES

QUEBEC MARKETS

Montreal, July 12, 1901.

HARDWARE.

BUSINESS during the past week has been encouraging, the number of letter orders to hand being quite large. Wires are, as yet, none too plentiful, while wire nails continue decidedly scarce. The demand for nails continues to total a large volume, and the mills find difficulty in keeping up with orders at a season when they are generally accumulating stocks. There is also a brisk demand for hay-fork rope, and $\frac{7}{8}$ and 1 in. are hard to obtain. Shot is now beginning to move, as well as other sporting goods, but there is little activity yet. Hay-baling wire must soon be wanted. One of the chief features of the week has been the advance of 2c. per lb. in the price of paris green, which has been actively called for. Churns and wringers remain exceedingly scarce, and the manufacturers are some weeks behind with their shipments. Freezers and refrigerators are none too plentiful. English chain

is advancing. Linseed oil is advancing for October shipment, and all signs indicate that we shall see a continued high market all through the fall. In New York, oil is worth \$1 per Imperial gallon.

BARB WIRE—There is now some surplus wire on the market, and supplies may be obtained for immediate shipment. There is still a fair demand reported. The price is unchanged at \$3.05 per 100 lb. f.o.b. Montreal.

GALVANIZED WIRE—Trade is somewhat slacker, but small shipments are still being made. We quote: No. 5, \$4.25; Nos. 6, 7 and 8 gauge, \$3.55; No. 9, \$3.10; No. 10, \$3.75; No. 11, \$3.85; No. 12, \$3.25; No. 13, \$3.35; No. 14, \$4.25; No. 15, \$4.75; No. 16, \$5.

SMOOTH STEEL WIRE—The mills report trade this spring to have been quite heavy, the oiled and annealed wire having successfully competed with the imported galvanized. The trade in hay-baling wire is commencing. We quote oiled and annealed: No. 9, \$2.80; No. 10, \$2.87; No. 11, \$2.90; No.

12, \$2.95; No. 13, \$3.15 per 100 lb. f.o.b. Montreal, Toronto, Hamilton, London, St. John and Halifax.

FINE STEEL WIRE—No change has transpired this week, the discount remaining at $17\frac{1}{2}$ per cent.

BRASS AND COPPER WIRE—There is nothing new to report. A steady demand is reported. The discounts are 55 and $2\frac{1}{2}$ per cent. on brass, and 50 and $2\frac{1}{2}$ per cent. on copper.

FENCE STAPLES—A small trade is passing. We quote: \$3.25 for bright, and \$3.75 for galvanized, per keg of 100 lb.

WIRE NAILS—The demand continues brisk and goods scarce. None of the mills have any stocks, while some are behind in their shipments. The market is firm. We quote: \$2.85 for small lots and \$2.77 $\frac{1}{2}$ for carlots, f. o. b. Montreal, London, Toronto, Hamilton and Gananoque.

CUT NAILS—The demand for cut nails is only fair, shingle nails continuing the most active size. We quote: \$2.45 for small and \$2.35 for carlots; flour barrel nails, 25

Sunshine Furnaces.

Are you taking advantage of the many new buildings being built in your town to sell "Sunshine" Furnaces?

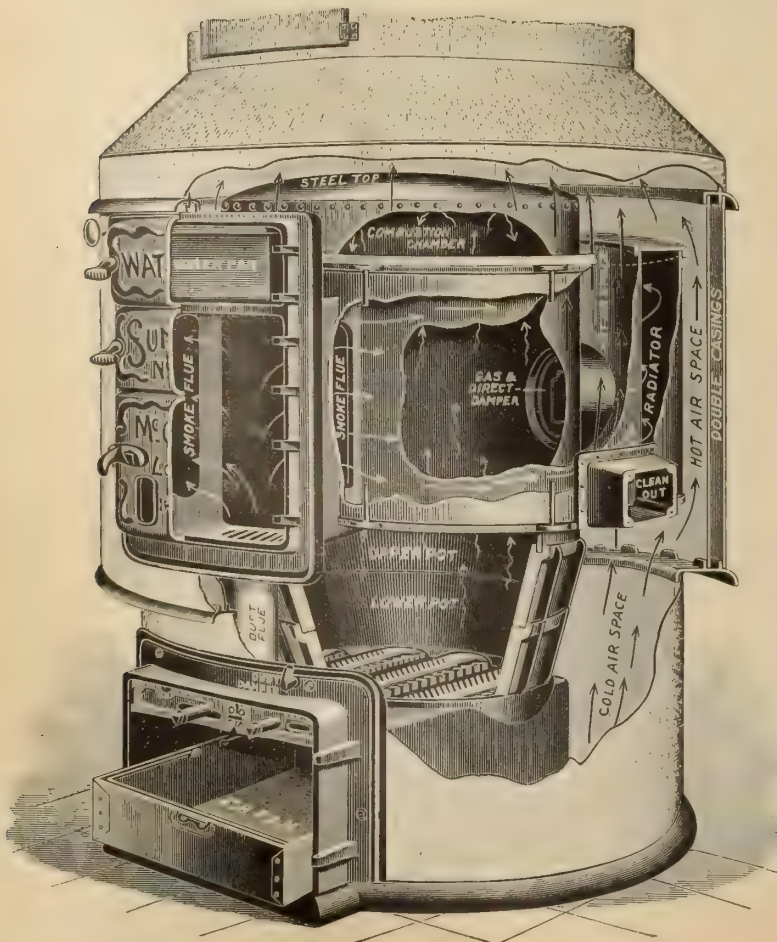
It will pay you to call on each builder and tell him all about this perfect furnace. He'll likely buy, and you'll make money out of it, as well as making him a lasting friend.

Write for advertising matter and complete information about the "SUNSHINE."

RETURNED

The McClary Mfg. Co.

LONDON, TORONTO, MONTREAL, WINNIPEG,
VANCOUVER and ST. JOHN, N.B.



THE PAGE-HERSEY IRON & TUBE CO.

Limited

MONTREAL

Manufacturers of

Wrought Iron Pipe

For Water, Gas, Steam, Oil,
Ammonia and Machinery.

**DRAIN PIPES,
PORTLAND CEMENTS,
FIRE BRICKS AND CLAY
SILICA AND MAGNESIA
BRICKS,**

with specially prepared mortar.

Contractors' and Founders'
Supplies.

F. HYDE & CO.

31 WELLINGTON ST., MONTREAL

... FULL STOCK ...

Salt Glazed Vitrified



Double Strength Culvert Pipe
a Specialty.

THE CANADIAN SEWER PIPE CO.

HAMILTON, ONT. TORONTO, ONT.
ST. JOHNS, QUE.

Deseronto Iron Co.

LIMITED

DESERONTO, ONT.

Manufacturers of

Charcoal Pig Iron

BRAND "DESERONTO."

Especially adapted for Car Wheels, Malleable Castings, Boiler Tubes, Engine Cylinders, Hydraulic and other Machinery where great strength is required; Strong, High Silicon Iron, for Foundry Purposes.

per cent. discount; coopers' nails, 30 per cent. discount.

HORSE NAILS—A fair demand for horse nails is reported; the prices are now steady. "C" brand is held at a discount of 50 and 7½ per cent. off the new list. "M" brand is quoted at 60 per cent. off old list on oval and city head and 66⅔ per cent. off countersunk head. Monarch's discount is 66⅔ per cent., and 70 per cent. in 25 box lots.

HORSESHOES—There has not been much inquiry for horseshoes this week. We quote as follows: Iron shoes, light and medium pattern, No. 2 and larger, \$3.50; No. 1 and smaller, \$3.75; snow shoes, No. 2 and larger, \$3.75; No. 1 and smaller, \$4.00; X L steel shoes, all sizes, 1 to 5, No. 2 and larger, \$3.60; No. 1 and smaller, \$3.85; feather-weight, all sizes, \$4.85; toe weight steel shoes, all sizes, \$5.95 f.o.b. Montreal; f.o.b. Hamilton, London and Guelph, 10c. extra.

POULTRY NETTING—This line has become uninteresting, not much being done in it this week. We quote 50 and 10 per cent. off list A and 50 and 5 per cent. off lists B, C and D.

GREEN WIRE CLOTH—The activity is still the striking feature of this line, but the demand is hardly as good as last week. We quote \$1.35.

SCREEN DOORS AND WINDOWS—Some small orders are to hand. We quote: Screen doors, plain cherry finish, \$7.30 per doz.; do. fancy, \$11.50 per doz.; walnut, \$7.30 per doz., and yellow, \$7.45; windows, \$2.25 to \$3.50 per doz.

SCREWS—The demand is fully up to the mark. Discounts are: Flat head bright, 87½ and 10 per cent. off list; round head bright, 82½ and 10 per cent.; flat head brass, 80 and 10 per cent.; round head brass, 75 and 10 per cent.

BOLTS—As a general rule the trade is a sort of ing one. Discounts are: Norway carriage bolts, 65 per cent.; common, 60 per cent.; machine bolts, 60 per cent.; coach screws, 70 per cent.; sleigh shoe bolts, 72½ per cent.; blank bolts, 70 per cent.; bolt ends, 62½ per cent.; plough bolts, 60 per cent.; tire bolts, 67½ per cent.; stove bolts, 67½ per cent. To any retailer an extra discount of 5 per cent. is allowed. Nuts, square, 4c. per lb. off list; hexagon nuts, 4¼c. per lb. off list. To all retailers an extra discount of ¼c. per lb. is allowed.

BUILDING PAPER—Building papers are in fair request. We quote as follows: Tarred felt, \$1.70 per 100 lb.; 2-ply ready roofing, 80c. per roll; 3-ply, \$1.05 per roll; carpet felt, \$2.25 per 100 lb.; dry sheathing, 30c. per roll; tar sheathing, 40c. per roll; dry fibre, 50c. per roll tarred fibre,

CANADA PLATES,

Half Bright.

RUSSIA IRON, Genuine and Imitation.

INGOT TIN, "Straits" and "L. and F."

SHEET ZINC, "V. M." Brand.

In stock at Montreal. Low prices to wholesale trade.

A. C. LESLIE & CO.
MONTREAL.



**IRON AND
BRASS**

Pumps

Force, Lift and Cistern
Hand and Power.

For all duties. We can supply your wants with—quality the best and prices right. Catalogues and full information for a request.

THE R. McDOUGALL CO., Limited
Manufacturers, Galt, Canada.

ADAM HOPE & CO.

Hamilton, Ont.

We have in stock

PIG TIN

INGOT COPPER

LAKE COPPER

PIG LEAD

SPELTER

ANTIMONY

WRITE FOR QUOTATIONS.

NOVA SCOTIA STEEL CO.

Limited

NEW GLASGOW, N.S.

Manufacturers of

Ferrona Pig Iron

And SIEMENS MARTIN

Open Hearth Steel

If you are looking for a high-grade
Finish for floors

Granitine Floor Finish

is unsurpassed in durability and beauty of finish for natural wood and parquette floors, linoleums, oil cloth, cork matting, etc. Its transparency reveals the grain of the wood and its preserving qualities increase the life of the floor.

It is easier applied, more durable, makes better finish than wax preparations, and is free from all

Unpleasant Slipperiness.

Moving furniture or boot heels do not leave white marks, nor does soap, mud or water destroy its fine appearance.

SEND FOR SAMPLE ORDER.

MANUFACTURED ONLY BY

The **Imperial Varnish & Color Co.**
TORONTO, ONT., CANADA. LIMITED

60c. per roll; O.K. and I.X.L., 65c. per roll; heavy straw sheathing, \$28 per ton; slaters' felt, 50c. per roll.

RIVETS AND BURRS—A small trade is being done. Discounts are as follows on best iron rivets, section, carriage, and wagon box, black rivets, tinned do., coopers' rivets and tinned swedes rivets, 60 and 10 per cent.; swedes iron burrs are quoted at 55 per cent. off; copper rivets, 35 and 5 per cent. off; and coppered iron rivets and burrs, in 5-lb. carton boxes, are quoted at 60 and 10 per cent. off list.

BINDER TWINE—Binder twine has moved in large quantities this week. The market is quite firm. We quote as follows: Blue Ribbon, 11½c.; Red Cap, 9¾c.; Tiger, 8¾c.; Golden Crown, 8c.; Sisal, 8¼c.

CORDAGE—There has been a good trade done in cordage again this week, particularly in hay-fork sizes; in fact, ¾ and 1 inch are out of stock in many instances and hard to get. Manila is worth 13½c. per lb. for 7-16 and larger; sisal brings 10c. and lath-yarn, 10c.

HARVEST TOOLS—All kinds of goods used in harvesting are in keen request. The discount is 50, 10 and 5 per cent.

SPADES AND SHOVELS—There is not a

great deal being done in this line. The discount is 40 and 5 per cent.

LAWN MOWERS—The movement in this line is nearly over for the season. We quote: High wheel, 50 and 5 per cent. f.o.b. Montreal; low wheel, in all sizes, \$2.75 each net; high wheel, 11-inch, 30 per cent. off.

FIREBRICKS—Trade is slow and featureless. We quote: Scotch at \$17.50 to \$22 and English at \$17 to \$21 per 1,000 ex wharf.

CEMENT—The demand has improved, and this week a fair business has been done. We quote: German cement, \$2.35 to \$2.50; English, \$2.25 to \$2.35; Belgian, \$1.70 to \$1.95 per bbl. ex wharf, and American, \$2.30 to \$2.45, ex cars.

METALS.

The iron market is not in a very satisfactory condition, pig iron being rather dull and wrought scrap being easy also. The local sheet metal market is quite firm with black sheets. Canada plate and terne plates are quite scarce. In England prices are well maintained on black sheets, Canada plate and galvanized iron, while it remains impossible to get early deliveries of certain lines. The rapid advance in London of the price of ingot tin will, no doubt, strengthen the tinplate market.

PIG IRON—Business in pig iron is quite

Binder Twine Binder Twine

The John Bowman
Hardware & Coal Co.,
London, Ont.

Write us for close prices on
best quality American
Binder Twine.

Binder Twine Binder Twine

slack, and the prices are in buyers' favor. We quote No. 1 Summerlee at \$20 to \$20.50 and No. 1 Canadian at \$17.50 to \$18 per ton.

BAR IRON—Business in bar iron is quite brisk. Prices are \$2 per ton higher this week, and dealers are now asking \$1.85 for merchants' bar and \$2 for horseshoe.

BLACK SHEETS—The market is firm, supplies are scarce, and the demand is rather brisk. We quote: 8 to 16 gauge, \$2.50 to \$2.60; 26 gauge, \$2.55 to \$2.65, and 28 gauge, \$2.60 to \$2.70.

GALVANIZED IRON—The market shows no particular change. The demand is good and the markets are in good shape. American goods are almost unprocurable for early fall delivery, and it is said that English brands are reaping a rich harvest. We quote as follows: No. 28 Queen's Head, \$4.50; Apollo, 10¾ oz., \$4.50, and Comet, \$4.30, with a 10c. reduction for case lots.

COPPER—The market is steady at 17¾ to 18c.

INGOT TIN—The bulls of London have succeeded in cornering the tin market and in advancing the price £10 per ton. It is now quoted at £140. Lamb and Flag is worth 33 to 34c. on the local market.

LEAD—A fair business is being done at \$3.75 per 100 lb.

LEAD PIPE—The demand is up to the average. We quote: 7c. for ordinary and 7½c. for composition waste, with 30 per cent. off.

IRON PIPE—The manufacturers have advanced prices on pipe this week. The market is strong, as also is the demand. We quote as follows: Black pipe, ¼, \$3 per 100 ft.; ½, \$3; ¾, \$3.05; 1, \$3.30; 1-in., \$4.75; 1¼, \$6.45; 1½, \$7.75; 2-in., \$10.35. Galvanized, ½, \$4.60; ¾, \$5.25; 1 in., \$7.50; 1¼, \$9.80; 1½, \$11.75; 2-in., \$16.

TINPLATES—In sympathy with the marked advance in pig tin values tin plates are quite firm. We quote: Coke plates, \$3.75 to \$4; charcoal, \$4.25 to \$4.50; extra quality, \$5 to \$5.10.

CANADA PLATE—Stocks are light and the demand fairly brisk. We quote: 52's, \$2.45; 60's, \$2.55; 75's, \$2.60; full polished, \$3, and galvanized, \$3.90.

STEEL—Unchanged. We quote: Sleigh-shoe, \$1.95; tire, \$2; bar, \$1.95; spring, \$2.75; machinery, \$2.75, and toe-calk, \$2.50.

SHEET STEEL—We quote: Nos. 22 and 24, \$3, and Nos. 18 and 20, \$2.85.

TOOL STEEL—Black Diamond, 8c. and Jessop's, 13c.

TERNE PLATES—The tone of the market is steady and healthy. The demand is fair and stocks small. The selling price is \$7.50.

COIL CHAIN—The English market is somewhat higher. We understand there has been a good deal of buying done quite recently. We quote: No. 6, 11½c.; No. 5, 10c.; No. 4, 9½c.; No. 3, 9c.; ¼-inch, 7½c. per lb.; 5-16, \$4.85; 5-16 exact, \$5.30; ¾, \$4.40; 7-16, \$4.20; ½, \$3.95; 9-16, \$3.85; ⅝, \$3.55; ¾, \$3.45; ⅞, \$3.40; 1-in., \$3.35. In carload lots an allowance of 10c. is made.

SHEET ZINC—The prices are irregular from \$5.75 to \$6.25.

ANTIMONY—Quiet, at 10c.

ZINC SPelter—Is worth 5c.

SOLDER—We quote: Bar solder, 18½c.; wire solder, 20c.

GLASS.

The situation in glass is unchanged. The demand is regular. We quote as follows: First break, \$2.10; second, \$2.20 for 50 feet; first break, 100 feet, \$3.90; second, \$4.10; third, \$4.60; fourth, \$4.85; fifth, \$5.35; sixth, \$5.85, and seventh, \$6.35.

PAINTS AND OILS.

Trade is fully up to the average for the season, although not as brisk as it was some weeks ago. Paris green is exceedingly active, and what stocks there are left are

demanding a 2c. per lb. premium. Linseed oil is steady in England for spot goods, but for forward delivery it shows a decided upward tendency, £2 being the amount of the rise within the last week on October oil. Forward prices are rapidly approaching spot values. We quote:

WHITE LEAD—Best brands, Government standard, \$6.25; No. 1, \$5.87½; No. 2, \$5.50; No. 3, \$5.12½, and No. 4, \$4.75 all f.o.b. Montreal. Terms, 3 per cent. cash or four months.

DRY WHITE LEAD—\$5.25 in casks; kegs, \$5.50.

RED LEAD—Casks, \$5.00; in kegs, \$5.25.

DRY WHITE ZINC—Pure, dry, 6¼c.; No. 1, 5¼c.; in oil, pure, 7¼c.; No. 1, 6¼c.; No. 2, 5¼c.

PUTTY—We quote: Bulk, in barrels, \$1.90 per 100 lb.; bulk, in less quantity, \$2.05; bladders, in barrels, \$2.10; bladders, in 100 or 200 lb. kegs or boxes, \$2.25; in tins, \$2.55 to \$2.65; in less than 100-lb. lots, \$3 f.o.b. Montreal, Ottawa, Toronto, Hamilton, London and Guelph. Maritime Provinces 10c. higher, f.o.b. St. John and Halifax.

LINSEED OIL—Raw, 83c.; boiled, 86c. in 5 to 9 bbls., 1c. less, 10 to 20 bbl. lots, open, net cash, plus 2c. for 4 months. Delivered anywhere in Ontario between Montreal and Oshawa at 2c. per gal. advance and freight allowed.

TURPENTINE—Single bbls., 55c.; 2 to 4 bbls., 54c.; 5 bbls. and over, open terms, the same terms as linseed oil.

MIXED PAINTS—\$1.20 to \$1.45 per gal.

CASTOR OIL—8¼ to 9¼c. in wholesale lots, and ½c. additional for small lots.

SEAL OIL—47½ to 49c.

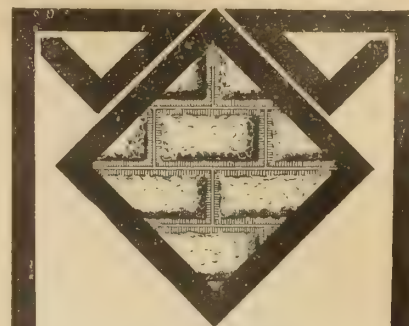
COD OIL—32½ to 35c.

NAVAL STORES—We quote: Resins, \$2.75 to \$4.50, as to brand; coal tar, \$3.25 to \$3.75; cotton waste, 4½ to 5½c. for colored, and 6 to 7½c. for white; oakum, 5½ to 6½c., and cotton oakum, 10 to 11c.

PARIS GREEN—Petroleum barrels, 18¾c. per lb.; arsenic kegs, 19c.; 50 and 100-lb. drums, 19½c.; 25-lb. drums, 20c.; 1-lb. packages, 20½c.; ½-lb. packages, 22½c.; 1-lb. tins, 21½c.; ½-lb. tins, 23½c. f.o.b. Montreal; terms 3 per cent. 30 days, or four months from date of delivery.

SCRAP METALS.

The iron market is rather easy, although as yet, quotations are not changed. Dealers are now paying the following prices in the country: Heavy copper and wire, 13½ to 14c. per lb.; light copper, 12 to 12½c.; heavy brass, 12 to 12½c.; heavy yellow, 8½ to 9c.; light brass, 6½ to 7c.; lead, 2½ to 2¾c. per lb.; zinc, 2¼ to 2½c.; iron, No. 1 wrought, \$14 to \$16 per gross ton f.o.c. Montreal; No. 5



A handsome steel siding for all kinds of building purposes; supplied either Galvanized or Painted.

OUR ROCK FACED STONE

is fire and damp proof—resists all weather conditions—is very reasonably priced—and can be so easily applied it gives universal satisfaction.

Find further facts about it in our catalog.

Metallic Roofing Co., Limited,
Wholesale Manufacturers,
Toronto, - - - Canada

cast, \$13 to \$14; stove plate, \$8 to \$9; light iron, No. 2, \$4 a ton; malleable and steel, \$4; rags, country, 60 to 70c. per 100 lb.; old rubbers, 6¼ to 7¼c. per lb.

HIDES.

Dealers are paying ½c. per lb. more for green hides this week. Lambskins are 5c. higher. The quality of skins coming forward is improving. We quote as follows: Light hides, 7c. for No. 1; 6c. for No. 2, and 5c. for No. 3. Lambskins, 15c.; sheepskins, 90c. to \$1; calfskins, 10c. for No. 1 and 8c. for No. 2.

NOTES.

Bar iron is 10c. per 100 lb. higher.

English coil chain is reported a little higher.

Iron pipe has been advanced by manufacturers.

It is doubtful whether there has been enough paris green made to supply the demand.

ONTARIO MARKETS.

TORONTO, July 13, 1901.

HARDWARE.

MIDSUMMER quietness is beginning to creep upon the wholesale hardware and allied trades, and the travellers are beginning to take their holidays. But there is, nevertheless, a nice trade still being done. And with the crop conditions on the whole favorable throughout the country, the promises for the fall trade are bright. Probably the most unsatisfactory feature of trade is the slowness of payments from British Columbia, where

the trade conditions at the moment are not good. The most active line in the hardware trade at the moment is harvest tools, orders for which are urgent. A good trade is to be noted in wire nails, and a nice business for this time of the year is being done in fence wires. For sprayers, there is quite an active demand. In oil stoves, the demand still exceeds the supply. Stocks of refrigerators are almost cleaned up, and very few ice cream freezers are on hand.

BARB WIRE—There is still a nice steady trade being done. The demand usually falls off at this time of the year, but it is not, perhaps, as perceptible as usual. We quote: \$3.05 per 100 lb. from stock Toronto; and \$2.82½ f.o.b. Cleveland for less than carlots, and \$2.70 for carlots.

GALVANIZED WIRE—Practically the same remarks apply to plain galvanized wire as to barb wire, the demand being rather better than usual at this time of the year. We quote: Nos. 6, 7 and 8, \$3.50 to \$3.85 per 100 lb., according to quantity; No. 9, \$2.85 to \$3.15; No. 10, \$3.60 to \$3.95; No. 11, \$3.70 to \$4.10; No. 12, \$3 to \$3.30; No. 13, \$3.10 to \$3.40; No. 14, \$4.10 to \$4.50; No. 15, \$4.60 to \$5.05; No. 16, \$4.85 to \$5.35. Nos. 6 to 9 base f.o.b. Cleveland are quoted at \$2.57½ in less than carlots and 12c. less for carlots of 15 tons.

SMOOTH STEEL WIRE—There is still a good demand for oiled and annealed wire, and there is a good deal of hay-baling wire moving. Net selling prices for oiled and annealed are as follows: Nos. 6 to 8, \$2.90; 9, \$2.80; 10, \$2.87; 11, \$2.90; 12, \$2.95; 13, \$3.15; 14, \$3.37; 15, \$3.50; 16, \$3.65. Delivery points, Toronto, Hamilton, London and Montreal, with freights equalized on those points.

WIRE NAILS—The demand continues good, and, in some sizes, particularly shingle nails, it is difficult to fill orders promptly. The base price is still \$2.85 for less than carlots, and \$2.77½ for carlots. Delivery points Toronto, Hamilton, London, Gananoque and Montreal.

CUT NAILS—There is a good demand for cut nails for shingling purposes. Otherwise there is only a moderate business being done. The base price is \$2.45 per keg for less than carlots, and \$2.35 for carlots. Delivery points: Toronto, Hamilton, London, Montreal and St. John, N.B.

HORSE NAILS—Very little is being done, and jobbers report that prices are somewhat demoralized. Discount on "C" brand, oval head, 50 and 7½ per cent. off new list, and on "M" and other brands, 50, 10 and 5 per cent. off the old list. Countersunk head 60 per cent.

HORSESHOES—Jobbers also report that prices are demoralized in this line, while trade, as is usual at this time of the year, is quiet. We quote: f.o.b. Toronto: Iron shoes, No. 2 and larger, light, medium and heavy, \$3.60; snow shoes, \$3.85; light steel shoes, \$3.70; featherweight (all sizes), \$4.95; iron shoes, No. 1 and smaller, light, medium and heavy (all sizes), \$3.85; snow shoes, \$4; light steel shoes, \$3.95; featherweight (all sizes), \$4.95.

SCREWS—A nice steady trade is still being done. Discounts are: Flat head bright, 87½ and 10 per cent.; round head bright, 82½ and 10 per cent.; flat head brass, 80 and 10 per cent.; round head brass, 75 and 10 per cent.; round head bronze, 65 per cent., and flat head bronze at 70 per cent.

RIVETS AND BURRS—Business continues fair and prices unchanged. We quote: Iron rivets, 60 and 10 per cent.; iron burrs, 55 per cent.; copper rivets and burrs, 25 and 5 per cent.

BOLTS AND NUTS—Trade continues active in bolts and nuts and prices firm. We quote: Carriage bolts (Norway), full square, 65 per cent.; carriage bolts full square, 65 per cent.; common carriage bolts, all sizes, 60 per cent.; machine bolts, all sizes, 60 per cent.; coach screws, 70 per cent.; sleighshoe bolts, 72½ per cent.; blank bolts, 60 per cent.; bolt ends, 62½ per cent.; nuts, square, 4c. off; nuts, hexagon, 4½c. off; tire bolts, 67½ per cent.; stove bolts, 67½; plough bolts, 60 per cent.; stove rods, 6 to 8c.

ROPE—The demand for rope is still decidedly brisk and in ¾ and 1-inch sizes for hay-fork purposes there is not enough to supply the demand. The rope trade so far this season is larger than has been experienced for a long time. The base price for sisal is unchanged at 10c., and for manila 13½c. is still quoted.

BINDER TWINE—There is not a great deal doing yet, the sorting-up trade not having yet begun. Prices are firm. We quote: Pure manila, 650 ft., 12c.; manila, 600 ft., 9½c.; mixed, 550 ft., 8½c.; mixed, 500 ft., 8 to 8¼c.

SPORTING GOODS—There is a good demand. Shipments of loaded shells, for which quite a number of orders have been booked, are arriving. The Cartridge Association in the United States have notified the trade here of an advance in the price of empty shells, and they now quote to the retail trade from net list to 15 per cent. advance on the list price.

CUTLERY—Quite a nice trade is being done, principally in pocket knives, knives and forks, and spoons. Representatives of the flatware manufacturers report an

Oakey's

The original and only Genuine Preparation for Cleaning Cutlery. 6d. and 1s. Canisters.

'WELLINGTON' KNIFE POLISH

JOHN OAKLEY & SONS, LIMITED

MANUFACTURERS OF

Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England.

Agent:

JOHN FORMAN, 644 Craig Street MONTREAL



COVERT MFG. CO.

West Troy, N.Y.

Steel Carriage and Wagon Jacks,

Harness Snaps, Chain, Rope and Web Goods, etc.

FOR SALE BY JOBBERS AT MFRS. PRICES.



PRIEST'S CLIPPERS

Largest Variety, Toilet, Hand, Electric Power ARE THE BEST. Highest Quality Grooming and Sheep Shearing Machines. WE MAKE THEM.

SEND FOR CATALOGUE TO American Shearer Mfg. Co., Nashua, N.H., U.S.A.

NEWMAN'S PATENT INVINCIBLE FLOOR SPRINGS

Combine all the qualities desirable in a Door Closer. They work silently and effectually, and never get out of order. In use in many of the public buildings throughout Great Britain and the Colonies. MADE SOLELY BY

W. NEWMAN & SONS, Birmingham.

Oncida Community Goods

HALTERS, COW TIES, SNAPS, etc., etc.,

in all sizes and styles. May be had of all jobbers throughout Canada.

Factory—NIAGARA FALLS, ONT.

MACKENZIE BROS.

HARDWARE

MANUFACTURERS' AGENTS,

Travellers covering Manitoba, Northwest Territories and British Columbia.

WINNIPEG, MAN.

CORRESPONDENCE SOLICITED.

THE PULLMAN PNEUMATIC

Combined

Door Check and Spring.



for Screen Doors. Small, Simple, Strong, Perfect and Ornamental. Low in Price.

PULLMAN SASH BALANCE CO., ROCHESTER N.Y., U.S.A.

active trade, the factories being behind with their orders.

WROUGHT HOOKS, ETC.—The jobbing trade here have been notified by the manufacturers of wrought hooks and staples and hasps and staples of an advance in price owing to increased cost of material and labor. The advance is about $7\frac{1}{2}$ per cent.

WROUGHT WASHERS—These are a little firmer in price, the discount now being 40 per cent. instead of 40 and 50 per cent., as before.

ENAMELLED WARE AND TINWARE—There is a fair trade being done in each of these lines.

OIL AND GAS STOVES—The trade in oil stoves is still active, and, although the demand continues good, stocks are nearly exhausted. Some houses report that they have even had to send out their samples in order to fill orders. Trade in gas stoves is just moderate.

ICE CREAM FREEZERS AND REFRIGERATORS—Trade continues active. Some of the large wholesalers report that they are cleaned out entirely of refrigerators, and that stocks are getting pretty well reduced in ice cream freezers, particularly in the larger sizes.

GREEN WIRE CLOTH—This continues to go out fairly well at \$1.35 per 100 square ft.

SCREEN DOORS AND WINDOWS—Stocks are pretty well cleaned up, but as the season is getting late, there is no disposition to replenish them. We quote as follows: Screen doors, 4 in. styles, \$7.20 to \$7.80 per doz.; ditto, 3 in. styles, 20c. per doz. less; screen windows, \$1.60 to \$3.60 per doz., according to size and extension.

BUILDING PAPER—Trade in this line continues good and prices unchanged. We quote: Building paper, 30c.; tarred paper, 40c., and tarred roofing, \$1.65.

POULTRY NETTING—Business is practically over for the season. Discount is still 55 per cent.

HARVEST TOOLS—The demand for harvest tools is the feature of the trade this week. The demand is urgent, and orders by telegram, telephone and letter are quite frequent. It is expected, before the season is over, that stocks in jobbers' hands will be pretty well cleaned out. Discount, 50, 10 and 5 per cent.

SPADES AND SHOVELS—Quite a few of these are going out and business is beginning to pick up in scoops. Discount, 40 and 5 per cent.

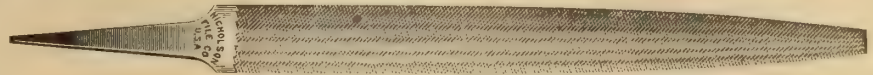
EAVETROUGH—A good movement is still to be reported in eavetroughs. The ruling price is still \$3.25 per 100 ft. for 10 inch.

SPECIALTIES—There is quite a demand springing up in cherry stoners and fruit presses.

FILES

7 FACTORIES
9 BRANDS

RASPS



NICHOLSON FILE CO., Providence, R.I., U.S.A.

BRITISH PLATE GLASS COMPANY, Limited.

Established 1773

Manufacturers of **Polished, Silvered, Bevelled, Chequered, and Rough Plate Glass.** Also of a durable, highly-polished material called "**MARBLETT**," suitable for Advertising Tablets, Signs, Facias, Direction Plates, Clock Faces, Mural Tablets, Tombstones, etc. This is supplied plain, embossed, or with incised gilt letters. **Benders, Embossers, Brilliant Cutters, etc., etc.** Estimates and Designs on application.

Works: Ravenhead, St. Helens, Lancashire. Agencies: 107 Cannon Street, London, E.C.—128 Hope Street, Glasgow—12 East Parade, Leeds, and 36 Par. dise Street, Birmingham. Telegraphic Address: "Glass, St. Helens." Telephone No. 68 St. Helens.

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RE-LAYING RAILS

STANDARD and LIGHT SECTIONS.

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STEVENS

ALL STEEL TOOLS

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STANDARD FOR QUALITY.

Your stock is not complete without a full line of our Rifles, Shotguns, Pistols, Tools and Victor Bicycles.

Handled by the Leading Jobbers.

J. Stevens Arms & Tool Co., P.O. Box 217 Chicopee Falls, Mass., U.S.A.

CEMENT—There is an excellent demand. Prices are rather stiff. We quote barrel lots as follows: Canadian portland, \$2.25 to \$2.75; German, \$3 to \$3.15; English, \$3; Belgian, \$2.50 to \$2.75; Canadian hydraulic, \$1.25 to \$1.50.

METALS.

The feature of the metal trade has been the sharp fluctuations in pig tin on the London market. The metal trade is gradually getting quieter, as is usual at this time of the year. Prices are a little higher on solder, and a lower discount is quoted this week on brass. There has been some slight readjustment in prices on iron pipe, notably $1\frac{1}{4}$, $1\frac{1}{2}$ and 2-in. sizes.

PIG IRON—The market continues quiet, but fairly steady. We quote: Canadian iron on track Toronto at \$18 for No. 1, \$17.50 for No. 2, and \$17 for No. 3.

BAR IRON—The firmness which has been noted in bar iron has resulted in an advance of 5c. by the manufacturers, and jobbers' prices are firm at \$1.85 to \$1.90 from stock.

STEEL—Business is still brisk in steel and prices are fairly steady. We quote as follows: Merchantable cast steel, 9 to 15c. per lb.; drill steel, 8 to 10c. per lb.; "B C" and "Black Diamond" tool steel, 10 to 11c.;

Jessop's, Morton's and Firth's tool steel, $12\frac{1}{2}$ to 13c.; toe calk steel, \$2.85 to \$3; tire steel, \$2.30 to \$2.50; sleighshoe steel, \$2.10 to \$2.25; reeled machinery steel, \$3; hoop steel, \$3.

GALVANIZED SHEETS—There is a good trade being done and transactions are nearly all now confined to British makes of sheets. Some import orders have been placed during the week. The ruling quotation on 28 gauge is still \$4.50 for English, and \$4.40 for American.

BLACK SHEETS—Trade is fairly active in small lots. We quote: 28 gauge, common at \$3, and 26 gauge dead flat at \$3.50.

CANADA PLATES—A few orders are being booked for importation, but very little is being done from stock. We quote all dull, \$2.90; half polished, \$3; and all bright, \$3.50.

PIG TIN—The fluctuations in the London market have been unusually sharp during the past week, and have created quite a great deal of interest, prices having declined £12 per ton from the recent lowest point. In New York, at the moment, the market is also easier, in sympathy with London. On the local market there is little or nothing new to report. Business has been confined

to small sorting up lots, and quotations are unchanged at 31½ to 32c.

TINPLATES—There are quite a few of these going out this week, and latest advices from Great Britain report a firm market. The ruling price for I. C. is still \$4 50, although some houses are firm at \$4 70.

TINNED SHEETS—There is a little demand for small lots, but the season is now about over in this line of metals. We still quote 28 gauge at 8½c.

TERNE PLATES—There has been a little more inquiry, but business is small. Trade in this line is gradually getting smaller, and there is practically only one house in the trade which has at the moment any stock.

COPPER—A fair trade is to be noted this week in both ingot and sheet copper. We quote ingot at 17¾c., bars at 23 to 25c., sheet at 24 to 24½c., and planished at 32c.

BRASS—The discount has been reduced, being now 10 per cent. instead of 15 per cent. A fair business is being done.

SOLDER—There was quite a good movement in solder during the past week, and quotations are about 1c. higher. We quote: Half-and-half, guaranteed, 19½c.; ditto, commercial, 19c.; refined, 18½c., and wiping, 17c.

IRON PIPE—There has been some adjustment of prices in 1¼, 1½ and 2-inch sizes of black pipe; 1 inch pipe is still unchanged at \$5.40 per 100 ft.; 1 inch galvanized is still quoted at \$7.95 per 100 ft. Trade is fairly good.

LEAD—A fair business is being done at 4¼ to 4½c.

SPELTER—Trade is moderate, and local quotations are unchanged at 5½ to 6c. The outside markets are rather easy, and the cable quotes a decline of 2s. 6d. in London.

ZINC SHEETS—The demand is practically nil, and prices are unchanged at 6½c. for casks, and 6¾c. for part casks.

ANTIMONY—Trade is quiet, and the ruling quotation is still 10½ to 11c. Prices rule steady on the outside markets.

PAINTS AND OILS.

Paris green is the most active article on the list at the moment, and, as stocks in manufacturers' hands are light, prices have been advanced 2c. per lb. throughout. Some jobbers, however, who have large stocks on hand, are still selling at last week's quotations, or 2c. below the prices noted this week. There is a fairly good sorting trade in sundries, prepared paints, etc., but oil, turpentine and white lead are not moving well. We quote:

WHITE LEAD—Ex Toronto, pure white lead, \$6 37½; No. 1, \$6; No. 2, \$5 67½; No. 3, \$5 25; No. 4, \$4 87½; genuine dry white lead in casks, \$5 37½.

RED LEAD—Genuine, in casks of 560 lb., \$5.50; ditto, in kegs of 100 lb., \$5.75; No. 1, in casks of 560 lb., \$5; ditto kegs of 100 lb., \$5 25.

LITHARGE—Genuine, 7 to 7½c.

ORANGE MINERAL—Genuine, 8 to 8½c.

WHITE ZINC—Genuine, French V.M., in casks, \$7 to \$7.25; Lehigh, in casks, \$6.

PARIS WHITE—90c. to \$1 per 100 lb.

WHITING—70c. per 100 lb.; Gilders' whiting, 80c.

GUM SHELLAC—In cases, 22c.; in less than cases, 25c.

PARIS GREEN—Bbls., 18¾c.; kegs, 19c.; 50 and 100 lb. drums, 17½c.; 25 lb. drums, 20c.; 1-lb. papers, 20½c.; 1-lb. tins, 21½c.; ½-lb. papers, 22½c.; ½-lb. tins, 23½c.

PUTTY—Bladders, in bbls., \$2.10; bladders, in 100 lb. kegs, \$2.25; bulk in bbls., \$1.90; bulk, less than bbls. and up to 100 lb., \$2 05; bladders, bulk or tins, less than 100 lb., \$2 90.

PLASTER PARIS—New Brunswick, \$1.90 per bbl.

PUMICE STONE—Powdered, \$2.50 per cwt. in bbls., and 4 to 5c. per lb. in less quantity; lump, 10c. in small lots, and 8c. in bbls.

LIQUID PAINTS—Pure, \$1.20 to \$1.30 per gal.

CASTOR OIL—East India, in cases, 10 to 10½c. per lb. and 10¼ to 11c. for single tins.

LINSEED OIL—Raw, 1 to 4 barrels, 84c.; boiled, 87c.; 5 to 9 barrels, raw, 81c.; boiled, 84c., delivered. To Toronto, Hamilton, Guelph and London, 1c. less.

TURPENTINE—Single barrels, 55c.; 2 to 4 barrels, 54c., delivered. Toronto, Hamilton and London 1c. less. For less quantities than barrels, 5c. per gallon extra will be added, and for 5 gallon packages, 50c., and 10 gallon packages, 80c. will be charged.

GLASS.

The demand from stock continues active, and, as the shipments to hand have not been large enough to cover shortages in some sizes, there is considerable difficulty in filling assorted orders. We quote as follows: Under 26 in., \$4 15; 26 to 40 in., \$4.45; 41 to 50 in., \$4.85; 51 to 60 in., \$5 15; 61 to 70 in., \$5.50; double diamond, under 26 in., \$6; 26 to 40 in., \$6.65; 41 to 50 in., \$7.50; 51 to 60 in., \$8.50; 61 to 70 in., \$9.50, Toronto, Hamilton and London. Terms, 4 months or 3 per cent. 30 days.

COAL.

The movement is active, with prices unaltered. We quote as follows at international bridges: Grate, \$4.75 per gross ton; egg, stove and nut, \$5 per gross ton with a rebate of 20c. off for July shipments.

PETROLEUM.

There is little doing and prices are steady at old prices. We quote: Pratt's Astral, 16 to 16½c. in bulk (barrels, \$1 extra); American water white, 16½ to 17c. in barrels; Photogene, 15½ to 16c.; Sarnia water white, 15 to 15½c. in barrels; Sarnia prime white, 14 to 14½c. in barrels.

MARKET NOTES.

Manufacturers have advanced paris green 2c. and some jobbers have followed suit.

The Francis Frost Paint Co., 120 124 Richmond street, east, Toronto, intend moving to more commodious premises on Queen street, near Sherbourne, in the near future.

NEW FOUNDRY FOR SWANSEA.

The site of the old Ontario Roller Mills, Swansea, Ont., is likely to again become a scene of industrial activity. The Ditzel Metal Co., Toronto, consisting of P. H. Burton, president of The Merchants Dyeing and Finishing Co.; R. M. Bertram, vice-president of The Bertram Engine Works; W. K. George, managing-director of The Standard Silver Co.; L. V. Dusseau, secretary-treasurer of The Gendron Manufacturing Co.; W. A. Mitchell, of Todhunter & Mitchell, and L. J. Cosgrave, president of the Cosgrave Brewing Co., have been incorporated to manufacture refined metal, such as rolled copper, brass, silver, etc. It is proposed to erect a brick structure 200 x 60 ft., with iron roof, and, when completed, between 50 and 60 hands will be employed. It is computed that the company will manufacture 1,000 tons of refined metal annually.

This industry will be a new one, for which the trade state there has been a good opening for some time. About \$200,000 worth of this metal is imported annually.

BRITISH BUSINESS CHANCES.

Firms desirous of getting into communication with British manufacturers or merchants, or who wish to buy British goods on the best possible terms, or who are willing to become agents for British manufacturers, are invited to send particulars of their requirements for

FREE INSERTION

in "Commercial Intelligence," to the Editor

'SELL'S COMMERCIAL INTELLIGENCE,'
168 Fleet Street, London, England.

"Commercial Intelligence" circulates all over the United Kingdom amongst the best firms. Firms communicating should give reference as to bona fides.

N.B.—A free specimen copy will be sent on receipt of a post card.

DAVID PHILIP

MANUFACTURERS' AGENT

362½ Main St., - WINNIPEG.

Correspondence invited from manufacturers of Staple or Heavy Hardware, Iron or Steel Bolts and Nuts, etc., either by carrying stock in Winnipeg or by selling direct from factory.

GOOD REFERENCES.

AXE HANDLES

Very heavy stocks
Thoroughly seasoned goods

We make a specialty of . . . Can ship promptly and supply the very best

"Hand Shaved"

Octagon
Axe Handles

Made by
Indians

being the largest dealers in Canada in this line
Can give exceptional value.

Have 5,000 dozen of these handles
on hand ready for polishing.

Write for prices.

Eastern Agent—W. B. Murdock, Amherst, N.S.
Western Agent—Jno. Burns, Jr., Vancouver, B.C.
Montreal Agent—Alexander Gibb, 22 St. John St.

W. C. CRAWFORD
Tilbury, Ont.

PORTLAND CEMENTS

Best German, Belgian and English Brands.

Fire Bricks, Fire Clay,
Flue Linings,
Drain Pipes,
Calcined Plaster,
Granite Hard Wall Plaster,
Wheelbarrows,
Mortar Stains.

A full stock of Builders' and Contractors' Supplies. Write for Quotations.

W. McNally & Co.,
MONTREAL.

1879 ESTABLISHED 1879

Essex Handle and Wood Turning Works

Late of Essex, now LEAMINGTON, ONT.

Makers of Axe, Fork, Rake, Hoe, Sledge, Broom, Hammer and all kinds of Handles. Neck Yokes, Singletrees and Doubletrees, Bench Saws, Exercise Clubs, Baseball Bats, etc., etc. Do you sell any Shaved Pattern and Octagon Axe Handles? The largest and best trade in Canada does, because they give best satisfaction. All stock air-dried, not kiln-dried. If you are going to be in it, place your order with

GARDNER BROS. & CO.

The Atlantic Refining Co.

Manufacturers and Importers of

Lubricating Oils,
Greases, and
Boiler Compound.

Phone 2033.

Cor. Jarvis and Esplanade Sts.,
TORONTO, ONT.

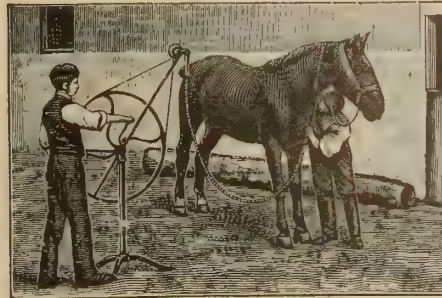
BURMAN & SONS' Celebrated Clippers

Established 1871.

BIRMINGHAM, ENG.

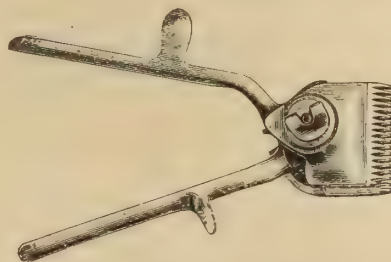
for Horsemen
and Barbers.

NO. 297.



NO. 3—POWER CLIPPER, with "Wrist Joint."

As supplied to—
(The Czar of Russia,
The King of Denmark,
Earl Roberts, Etc., Etc.)



THE "LEOPOLD" TOILET.



THE "WARWICK" CLIPPER.

Cuts over three teeth.

As supplied to
His Majesty's
War Department.

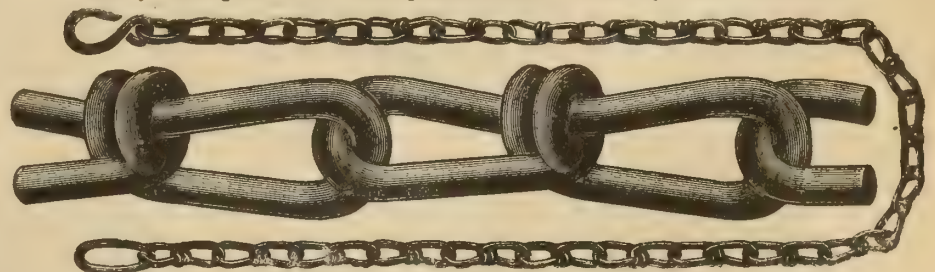
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DELORME BROS., Agents,

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IMPROVED STEEL WIRE TRACE CHAINS.

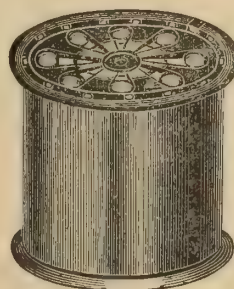
Every chain guaranteed. Most profitable and satisfactory chain to handle.



Improved Quality and Cheaper Prices for 1901

THE B. GREENING WIRE CO., LIMITED
Hamilton, Ont., and Montreal, Que.

STOVE PIPE THIMBLE.



This is our Improved Fire Proof, Asbestos-Lined, Stovepipe Thimble, for floors which extend from 8 to 16 inches; also showing Register placed in thimble after removing pipe, for covering up hole or ventilating room, opened or closed as desired. Write us for catalogue showing full line of these goods and our other hardware specialties.

THE COLLINS MFG. CO.,

34 Adelaide Street West

TORONTO

The Robin Hood Powder Company

If you want the best Trap or Game load in the world, buy "Robin Hood Smokeless," in "Robin Hood" Shells. It is quick, safe, and reliable. Try it for pattern and penetration from forty to seventy yards against any powder on the market. We make the powder, we make the shells, and we load them. Write for our booklet, "Powder Facts."

The Robin Hood Powder Company

SWANTON, VT.

HEATING AND PLUMBING

MOND FUEL GAS IN GREAT BRITAIN

BRITISH commercial and scientific circles, says United States Consul James Boyle, of Liverpool, Eng., are much interested in a discovery made by Dr. Ludwig Mond, of the great chemical firm of Brunner, Mond & Co., Limited, whose headquarters are at Northwich, Cheshire. This discovery is a gas for furnaces and gas engines, which, it is claimed, can be supplied to consumers at a maximum price of 1 cent per 1,000 cubic feet. Public attention has been drawn to this discovery by the recent application of a number of leading manufacturers in the South Staffordshire district for a Bill in Parliament to give the necessary legal authority to erect plants, construct mains, etc., to supply an area of 135 square miles. The Bill has been read twice in the House of Commons and has passed through the committee stage successfully, so that the scheme will, in all probability, be in actual operation within the next few years. Five generating stations are to be established, and from these the gas will be conveyed, under pressure in underground pipes, to the various manufacturers in the district for use in furnaces and gas engines, but not for illumination. Mond gas is a producer gas, made from the cheapest class of small coal and dust, commonly called "bituminous slack." Dr. Mond discovered a process by which this cheap slack can be converted into a clean gaseous fuel in such a way that a very large proportion of the nitrogen of the coal is recovered (as ammonia) and converted into sulphate of ammonia, which is a very valuable manure and fertilizer. The distinguishing features of the Mond process are:

1. The utilization of cheap bituminous slack.
2. The recovery of 90 pounds of sulphate of ammonia (value at present \$1.94) for every ton of slack gasified.
3. Low temperature working, so that no clinkers are formed in the producer, and the ammonia is not destroyed.
4. Very perfect regeneration of heat by an ingeniously designed system, using water as a heat carrier.
5. The production of a clean gas of extremely uniform quality, free from tar and grit, and of a higher calorific value than most other producer gases.

Mond gas is not a lighting gas; it burns with a pale blue flame and has a much lower heating value than illuminating gas. It is a gaseous fuel, adapted for wholesale use as a heating and power agent, and the gas engines at Wenington, Cheshire, using Mond gas, hold the world's record for economy and for long and continuous runs. An experimental open hearth steel furnace has been worked with excellent results, using Mond gas, and the gas is in daily use for glass melting, ore roasting, many kinds of furnace work, evaporating liquids, heating buildings, etc.

PLUMBERS' SUPPLIES IN NEW YORK

The depressing effect of the prolonged spell of excessive heat is reflected in the plumbing and steam fitting trade, where business transactions have been of a very languid sort during the past week. The

intervention of the national holiday, too, has tended to make business dull. Consequently trade with the jobbing houses in this vicinity was reduced to a minimum. Nor is this condition at all unwelcome to the jobbers, for what with the enervating weather and the difficulty of securing goods from the makers, the jobber's life has not been entirely a happy one in the near past. Nothing of importance has occurred in the trade since our last report. Prices continue strong all along the line, and the scarcity noted in our previous reports in connection with several lines of goods is as pronounced as ever.—Metal Worker.

PLUMBING AND HEATING NOTES.

Strachan Bros., plumbers, Nelson, B.C., have dissolved.

Mrs. Sylva Dore has registered as proprietress of S. Dore & Co., contractors, Montreal.

The Strathcona Electric Light Company, Limited, Strathcona, N.W.T., are applying for incorporation.

SOME BUILDING NOTES.

A new post office is to be built at Richibucto, N.B.

John Peel intends building a hotel at Merlin, Ont.

A new Methodist church is being built at Clinton, Ont.

The Baptist church at Ridgetown, Ont., is to be rebuilt.

Albert Oliver is erecting a new house at Hintonburg, Ont.

A new Anglican church is to be erected at St. Mark's, Man.

Clark & Demill intend building a new foundry at Preston, Ont.

A. M. G. McDonald is erecting a new drug store at Campbellton, N.B.

Work has been started on the erection of a Provincial reformatory at Vancouver.

The Lake of the Woods Milling Company intend erecting a second elevator at Rosser, Man.

The Queen's Hotel, Brandon, Man., is to be replaced by a new building to be three storey high.

Rev. Father Hauck, J. H. Lever, Mrs. A. Elliott, Thos. Elliott and Thomas Symes are erecting new residences.

A \$75,000 station is to be erected at Levis, Que., by the Intercolonial Railway. J. Gosselin has the contract.

A new Anglican church (St. Matthew's), is being erected at the corner of Sherbrooke and Ellice avenues, Winnipeg.

A new Presbyterian church is being erected at Reid's Mills, Ont. Rev. Mr. Logie is chairman of the building committee.

John Regan is erecting a new house and G. H. White and Sinclair & Co. are erecting extensive additions to their stores in Orillia, Ont.

The congregation of Erskine Presbyterian church, Ottawa, have started the erection of a new \$9,000 Sunday school hall. A new church will also be built.

The Roman Catholics of St. Albert, N. W. T., propose to erect a \$25,000 cathedral at that point. Plans have been prepared by F. Deggendorfer, architect, Edmonton.

PLUMBERS TO PLAY BALL.

The Toronto Master Plumbers' Association are dissatisfied with the results of their baseball game with the team representing the supply houses of the city and after due consideration have issued the latter a challenge for a full 9-innings contest. George Clapperton is captain of the plumbers' team and William Mansell, secretary, while J. M. Taylor, of The Gurney Foundry Co., Limited, is captain, and Adam Taylor, of The Dominion Radiator Co., Limited, is secretary of the Supply Association team.

A "warm" game may be looked for if the supply men feel the confidence in their prowess that they manifested at the game at Long Branch on Friday last week.

PLUMBING AND HEATING CONTRACTS.

Purdy, Mansell & Co., have contracts for plumbing and heating a house for W. E. Preston, Midland, Ont.; for plumbing and steam heating O'Reilly's hotel, Smith's Falls, Ont.; for plumbing and heating a new residence for Dr. W. Call, Parkhill, and for plumbing in the new premises for The Canada Cereal Co., Peterboro', Ont.

The Bennett & Wright Co., Limited, Toronto, have contracts for installing automatic sprinklers in The Bell Telephone Co.'s premises, Montreal; for plumbing in a house on McMaster avenue for Mr. Willnough; for plumbing and heating a new dining hall and an addition to the factory of The Wm. Davies Co., Limited, Front street; for plumbing, heating, gas fitting and electric wiring in houses on Crescent Road for John Stark and the Macpherson estate; for addition to the plumbing and heating of the Princess Theatre, King street west, Toronto.

BUILDING PERMITS ISSUED.

The following permits have been issued to Andrew Kerr, frame dwelling, Turner street, \$1,000; Peter Cantara, two-storey solid brick dwelling, Bridge street, \$800; James Walker, two detached dwellings, Fourth avenue, \$800, all of Ottawa.

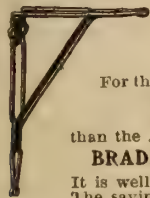
Building permits have been issued in Toronto to Walter Stibbins, for a \$1,500 residence near Bloor street on Shaw street; to A. T. Eastmure, for a \$1,500 residence at 110 Pembroke street; to The William Davies Co., Limited, for a \$25,000 addition to their factory, and a \$5,000 dining hall at the corner of Front and Vine streets; to John Lonsdale, for a \$3,200 dwelling at the corner of Yonge and Gibson streets; to Mrs. R. Norman, for a \$1,700 dwelling near Dawson street on Dovercourt Road; to Mrs. Sarah Barton, for two \$4,000 dwellings at 38 and 40 Albany avenue; to Dr. Aylsworth, for a \$1,000 dwelling at 1476 Queen street west; to Geo. Phillips, for two pair of \$1,000 residences at 312 to 318 Huron street; to W. A. Kemp, for \$1,000 alterations to 119 Wellesley Crescent; to Robt. Davies, for two \$1,000 stores at Carlton and Church streets; to A. J. Henderson, for a pair of \$2,250 dwellings at Albany avenue, near Bloor.

CANADIAN ADVERTISING is best done by THE
E. DESBARATS ADVERTISING AGENCY
MONTREAL.

ALEXANDER GIBB

Manufacturers' Agent and Metal Broker,
13 St. John Street, Montreal

Representing British and American Manufacturers. Correspondence invited from firms wishing to be represented in Canada.



Will Hold Up a Shelf!

That's what a shelf bracket is for.
For this purpose there can be

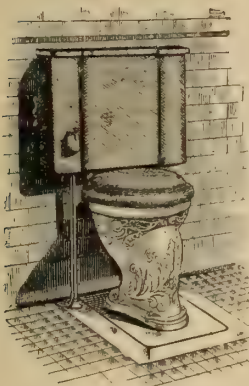
**NOTHING BETTER
NOTHING CHEAPER**

than the

BRADLEY STEEL HELF BRACKET

It is well **Japanned, Strong and Light.**
The saving in freight is a good profit, aside
from the **lower price** at which the goods are sold.
Order direct or through your jobber.

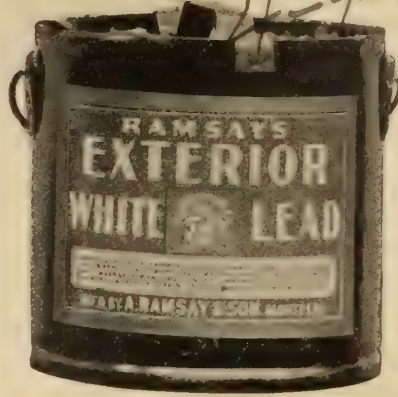
ATLAS MFG. CO., New Haven, Conn., U.S.A



**LOW TANK
WATER CLOSET
COMBINATIONS
THE MOST PERFECT ON THE
MARKET
NOISELESS IN
ACTION
BEAUTIFUL
DESIGNS.**

Write for Catalogue,
The James Morrison
Brass Mfg. Co.
Limited
TORONTO, ONT.

An Established Money Maker.



Previous to the introduction of RAMSAYS EXTERIOR LEAD, painters were using pure, always pure. They paid big prices and had to be content with results, and the results were not satisfactory; for outside work, never could be satisfactory. It meant heart-ache for the painter, and pocket-ache for the man who paid. Now RAMSAYS EXTERIOR LEAD has changed all that. Painters are pleased and the man who pays gets his money's worth, because RAMSAYS EXTERIOR LEAD goes further, looks better, lasts longer than pure lead. It's the best advertised lead in Canada. It costs less than pure and is worth more.

A. Ramsay & Son

PAINTMAKERS,

Est'd 1842.

MONTREAL.

ONTARIO SILVER CO.,

Limited,

NIAGARA FALLS, CANADA.

Manufacturers of **FLATWARE, CUTLERY and
ELECTRO PLATE.**
Ask for our Catalogue and Quotations.



Ontario Nut Works, Paris
BROWN & CO.

Manufacturers of
All sizes of Hot Pressed
Nuts, Square and Hexagon.

TRUCKS



THE FAIRBANKS COMPANY

749 Craig Street,

MONTREAL.

We make a specialty of
RUBBER WHEELED TRUCKS

Send for Truck Catalogue and Prices.

for Hotels and Warehouses.

RETURNED
NOV 25 1901

ELECTRICAL EFFECTS FOR WINDOWS.

HOW TO WIRE.

IN some of the larger stores an electrician is employed, and when the trimmer requires anything in electrical work done, he simply calls on the electrician. These cases are exceptional, for in the majority of stores the window-trimmer is thrown on his own resources and has no one to help him out of his difficulties, and if he is not posted on electrical appliances his designs are not properly illuminated—a deficiency that annoys the conscientious trimmer as well as his employer.

While I do not understand electrical work thoroughly, and am not a good critic on such matters, yet I have had enough practical experience to enable me to do my own wiring, and the following remarks may prove of value to some of my confreres in the profession who wish to enhance their displays by modern lighting and mechanical effects.

Electricity, properly applied, is an important factor in selling goods through the show window. Therefore, the window-trimmer who understands wiring his own windows is a more valuable man to his employer than one without this knowledge. In the following I shall try and explain simple wiring as minutely as possible, without using technical terms.

If you have permanent lights in your windows, the first thing to do is to have a "cut-out" placed on the inside of the window with, say, a 50 volt circuit running to it from the street wires. Any dealer who keeps electrical supplies will show you what a "cut-out" is and how it is used; also the other articles that I may mention.

Any electrician will put this "cut-out" in for you in a short time. This saves you "tapping" the permanent wires, which should not be done, as it weakens the permanent lights. Be sure to ascertain the voltage, or, to be plainer, find out how many lights your "cut out" will carry. Before you begin your work you must have sufficient tools to work with, and sufficient supplies to meet any case of emergency.

The following is a list of what is generally required :

- A pair of nippers to cut and twist wire,
 - Brace and bit,
 - Screwdriver,
 - An old pocket knife,
 - A burner (candle will do).
- The list of supplies :
- A bundle of No. 10 or 12 wire,
 - A roll of insulating tape,

Porcelain knobs,
Sockets,
Bushings,
Solder.

The last item you can get prepared with resin, and it needs no acid to make it adhere. No quantities are mentioned in the list, as that will have to be decided by what you intend to work out.

First of all, I will explain the difference between "arc" wiring and incandescent. If we had a row of "arc" lights to put up, we could run our wires as in Fig. 1. The current going to the first light passes through to the next, and so on, until it reaches the last light, when it returns to the dynamo at the power-house.

With incandescent lights we run two wires parallel and make our connections as in Fig. 2.

This is called "multiple arc." Each lamp is independent of the others, and if one "dies" the current passes through the others uninterrupted.

Now for the wiring. We will suppose you have a straight board 5 ft. long and you want to put lamps on it. Proceed as follows: Space out your distances and bore a hole wherever you want a lamp. Make this hole large enough to take the holder (or socket, as they are called). After wiring each socket with a piece of "cord wire" (that is, the twisted cord wire as used for suspending lamps with), place one in each hole. Leave enough of the cord to connect to the main wires.

Fig. 3 will illustrate it.

After each light is connected to the "mains" (that is, the wires that convey the current), take a piece of insulation tape about 4 in. long and wind it around the exposed joints thoroughly. This is to prevent it coming in contact with another wire that might cause a "short circuit" and blow your lights out. The "short circuit" will be explained later.

To join the wires together cut about 1½ in. of the insulation off the wires, and then scrape them so as they will be clean and

bright, and then twist one tightly around the main wire. Do this on the opposite side, and cover with insulation tape; see Fig. 5.

After you have them well insulated you can proceed to join the main wires to the "cut-out" which supplies the current. First of all cut about an inch of the insulation off the ends of the main wires, then unscrew (just a little) the brass screws in the "cut-out," push the end of main wire under the screw head and screw it down tightly on the wire. Do the same with the other main wire on the opposite side of the "cut-out," put in your lamps and you will find they are lit.

Great care should be taken to see that the "cut-out" is properly "fused." The fuse in the "cut-out" is a piece of lead wire; its use is to prevent an accident, such as fire, etc. Should the main wires touch each other it would cause a short circuit. The fuse then "blows out," that is it melts and all that is required to start the lights again is a new piece of fuse wire put in the old one's place.

Care should also be taken not to allow the ends of the mains to touch each other, especially when connecting them to the "cut-out." If they touch it will blow out your fuse.

Insert the ends in the "cut out" one at a time and see that they are tightly screwed in. If you don't have them tight a lot of



Fig. 1

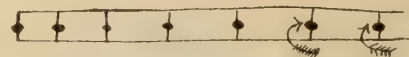


Fig. 2.

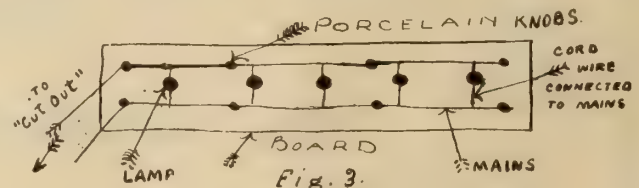


Fig. 3.

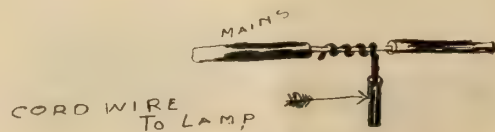


Fig. 5.

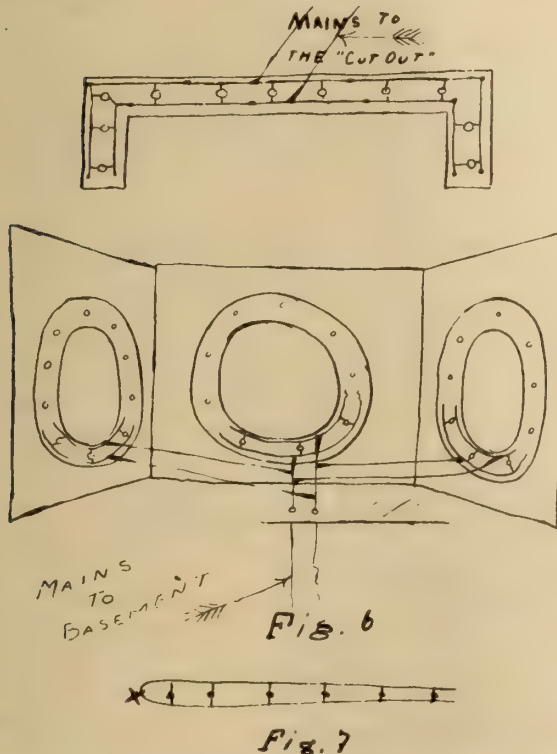
power is wasted. Also with loose joinings. It is always better to solder the connections, but I seldom do so as I join them tightly. When I have a cluster of lights, say, four or five, I always solder the ends where they are connected to the "feed" or main wires.

The same principles as above explained will enable one to place lights in circles, horseshoes, and any other designs that may be required. The above remarks refer to a design where a single line of lights is needed, that is where they run uninterrupted from one light to another.

But how about a design that cannot be wired that way? It is very simple, as the accompanying diagrams will illustrate. Notice where the connections are made.

These are very rough sketches, but will convey the idea. The following are a few "don'ts" for those not familiar with wiring:

Don't bring a wire through the floor or window without bringing it through a "bushing" (that is, a clay tube made for the purpose).



Don't forget to cut the wire where X is marked, as shown in Fig. 7.

If you forget it, it will cause a "short circuit."

Don't handle live wires; 110 volts won't kill you, but it is decidedly unpleasant, and through carelessness some day you may touch a stronger one. Practise caution.

When you get the electrician to put up the "cut-out," get him to run a switch in for you also, and get him to show you how to connect it to the wires of your design.

Don't leave a bare wire show from the street; cover it with the same color as the background.

Don't think the writer of these remarks knows all about electricity. He merely

understands simple wiring like the foregoing examples, which is about all that is necessary to understand to get up neat effects with lights. If any of my readers are interested in electrical effects, he can generally get all the information he desires from any local electrician from whom he gets his supplies.

Don't be afraid to try it. A great many young fellows have a dread of an electric wire. There is no danger whatever connected with it, if caution is exercised.

I have a 75-volt circuit in all of my windows, from which I take my connection. I have been doing my own wiring for a number of years, and have never had the slightest trouble.

I did not know an iota about wiring when I first tried it, but, by asking questions from different electricians and by experiment at different times, I soon became acquainted with it. I find it very interesting and fascinating work, and at present I have some beautiful electrical effects in our windows which are receiving great comment. I trust I have made my ideas plain enough. If any reader has a design that he would like wired and does not know how to go about it, if he will send me a drawing of the design I will be pleased to forward him a diagram of how it can be wired and what it will cost to do the same.

HOMELY RELATIVES OF DIAMONDS.

The closest relative of the diamond is a smooth black substance called graphite, says a writer in St. Nicholas. In one form you handle it every day, for graphite is used in making lead pencils. Gas carbon is a cousin of the diamond, and is obtained, as you might imagine from the name, in the process of making gas. Only three things come from bituminous coal—gas, coal-tar and coke. Gas carbon is another name for coke. Now, the diamond gives exquisite and inimitable sparkles of light, which makes it of great value as a jewel; but it gives only the pleasure of possession. Its sober-hued cousin, coke, affords broad beams of light, making the path of night easy to travel and lessening the crime that used to prevail in dimly lighted streets, for from coke the long black pencils, or "carbons," used in arc lights are made.

CALCULATING MACHINES.

CALCULATING machines have been in use for so long, and are used at the present time by so many people, that it would be natural to suppose that everybody would have some sort of acquaintance with them, and some idea of the principles on which they work, remarks Iron and Coal Trades' Review. Personal experience, however, shows that a calculating machine is nearly always regarded as a novelty, and usually as something exceptionally wonderful.

The first recorded attempt at an arithmetical instrument in Great Britain was made by Napier, the inventor of logarithms, early in the seventeenth century. It consisted simply of a movable multiplication table, somewhat flippantly called "Napier's bones," in spite of the fact that the inventor christened his system rhabdology. There is much that is good about these "bones," but as a calculating instrument it will not compare for a moment with logarithms, for which we are largely indebted to Napier.

The first real calculating machine was invented by the philosopher Pascal, about 1650. He was then a lad of 19, helping his father in work which required much calculation; and he contrived a series of wheels connected with one another, with the ten numbers 9 to 0 engraved on each. Addition and subtraction were performed by turning the appropriate wheels by hand, the carrying over being mechanically provided for.

Whenever calculating machines are mentioned, people invariably think of Charles Babbage, who undoubtedly designed by far the most complete machine that has ever been invented. Babbage's machine was designed to calculate elaborate tables and automatically set them up in type, or else supply a mould in which stereotyped plates of the tables could be cast. After many experiments, he constructed his first "difference engine," as he called it, for the reason that he employed the method of differences as a general principle on which to base the calculations. He said that his machine could go on for years working by the same formula. It could then change, without human intervention, to another formula for a single calculation, and subsequently resume working by the original formula.

Since Babbage's day many small calculating machines of various kinds have been invented, of which the most practical and widely used are two. The first of these is an American invention, called the comptometer. This is actuated by keys like those of a typewriter, and by its means it is simple to add, feasible to subtract, multiply and divide. It has the great merits of simplicity of construction and low price. The second of the calculating machines at present in commercial use is the arithmometer, an English invention.

W. F. Hartwell, general merchant, Wawanesa, Man., has suffered loss by fire; insured.

F. G. Franklin, general merchant, Hyndford, Ont., is dead. His business will be continued by Mrs. F. G. Franklin.

MANITOBA MARKETS.

WINNIPEG, July 8, 1901.

HARDWARE AND PAINTS, OILS
AND GLASS.

BUSINESS is fair and prices without change for the week. Building hardware is the line chiefly in demand.

Reports from the country are favorable, but it is generally conceded that we have had sufficient rain.

Quotations for the week are as follows:

Barbed wire, 100 lb.	\$3 45
Plain twist	3 45
Staples	3 95
Oiled annealed wire	10 3 95
"	11 4 00
"	12 4 05
"	13 4 20
"	14 4 35
"	15 4 45
Wire nails, 30 to 60 dy, keg	3 50
" 16 and 20	3 60
" 10	3 60
" 8	3 70
" 6	3 75
" 4	3 90
" 3	4 15
Cut nails, 30 to 60 dy	3 10
" 20 to 40	3 15
" 10 to 16	3 20
" 8	3 25
" 6	3 30
" 4	3 40
" 3	3 75
Horsenails, 45 per cent. discount	
Horseshoes, iron, No. 0 to No. 1	4 65
No. 2 and larger	4 40
Snow shoes, No. 0 to No. 1	4 90
No. 2 and larger	4 40
Steel, No. 0 to No. 1	4 95
No. 2 and larger	4 70
Bar iron, \$2.50 basis	
Swedish iron, \$5.00 basis	
Sleigh shoe steel	3 00
Spring steel	3 25
Machinery steel	3 75
Tool steel, Black Diamond, 100 lb.	8 50
Jessop	13 00
Sheet iron, black, 10 to 20 gauge, 100 lb.	3 50
20 to 26 gauge	3 75
28 gauge	4 00
Galvanized American, 16 gauge	2 54
18 to 22 gauge	4 50
24 gauge	4 75
26 gauge	5 00
28 gauge	5 25
Genuine Russian, lb.	12
Imitation "	8
Tinned, 24 gauge, 100 lb.	7 75
26 gauge	8 00
28 gauge	8 50
Tinplate, 1C charcoal, 20 x 28, box	10 75
" IX	12 75
" IXX	14 75
Ingot tin	33
Canada plate, 18 x 21 and 18 x 24	3 25
Sheet zinc, cask lots, 100 lb	7 50
Broken lots	8 00
Pig lead, 100 lb.	6 00
Wrought pipe, black up to 2 inch	50 an 10 p.c.
Over 2 inch	50 p.c.
Rope, sisal, 7-16 and larger	\$11 00
" 3/4	11 50
" 1/2 and 5-16	12 00
Manila, 7-16 and larger	14 00
" 3/4	14 50
" 1/2 and 5-16	15 00
Solder	20
Cotton Rope, all sizes, lb.	17
Axes, chopping	\$ 7 50 to 12 00
" double bitts	12 00 to 18 00
Screws, flat head, iron, bright	87 1/2
Round "	82 1/2
Flat " brass	80
Round "	75
Coach	57 1/2 p.c.
Bolts, carriage	55 p.c.
Machine	55 p.c.
Tire	60 p.c.
Sleigh shoe	65 p.c.
Plough	40 p.c.
Rivets, iron	50 p.c.
Copper, No. 8	35
Spades and shovels	40 p.c.
Harvest tools	50, and 10 p.c.
Axe handles, turned, s.g. hickory, doz.	\$2 50
No. 1	1 50

No. 2	1 25
Octagon extra	1 75
No. 1	1 25
Files common	70, and 10 p.c.
Diamond	60
Ammunition, cartridges, Dominion R.F.	50 p.c.
Dominion, C.F., pistol	30 p.c.
" military	15 p.c.
American R.F.	30 p.c.
C.F. pistol	5 p.c.
C.F. military	10 p.c. advance.

Loaded shells:	
Eley's soft, 12 gauge black	16 50
chilled, 12 gauge	18 00
soft, 10 gauge	21 00
chilled, 10 gauge	23 00
Shot, Ordinary, per 100 lb	6 25
Chilled	6 75
Powder, F.F., keg	4 75
F.F.G.	5 00
Tinware, pressed, retinned	75 and 2 1/2 p.c.
plain	70 and 15 p.c.
Graniteware, according to quality	50 p.c.

PETROLEUM.

Water white American	25 1/2 c.
Prime white American	24 c.
Water white Canadian	22 c.
Prime white Canadian	21 c.

PAINTS, OILS AND GLASS

Turpentine, pure, in barrels	\$ 61
Less than barrel lots	66
Linseed oil, raw	92
Boiled	95
Lubricating oils, Eldorado castor	25 1/2
Eldorado engine	24 1/2
Atlantic red	27 1/2
Renown engine	41
Black oil	23 1/2 to 25
Cylinder oil (according to grade)	55 to 74
Harness oil	61
Neatsfoot oil	\$ 1 00
Steam refined oil	85
Sperm oil	1 50
Castor oil	11 1/2
Glass, single glass, first break, 16 to 25	
united inches	2 25
26 to 40	per 50 ft. 2 50
41 to 50	" 100 ft. 5 50
51 to 60	" 6 00
61 to 70	per 100-ft. boxes 6 50
Putty, in bladders, barrel lots	2 1/2
kegs	2 3/4
White lead, pure	per cwt. 7 00
No. 1	" 6 75

Prepared paints, pure liquid colors, according to shade and color, per gal. \$1.30 to \$1.90

BUILD UP YOUR TOWN.

ATOWN is not built up through its natural advantages alone, writes "The Hustler," in Stoves and Hardware Reporter. It may have untold stores of wealth around it, it may be crossed by a dozen railways and have other advantages that need only to be utilized in order to become money-makers, but the town can't make itself and it must be created as an enterprising, go-ahead place, by those who constitute its population. Thrift begets thrift and strength grows upon itself without waste. If the citizens of a town advertise themselves for enterprise and public spirit, it becomes known as a desirable place in which to live and do business. Industries increase in number, the town takes on a new growth, business improves and wealth follows as a matter of course.

I could never understand why people do not take an interest in the affairs of the place where they live. Every item that goes into the improvement of a town helps those who do business there. All citizens are partners in municipal matters. If you and I own a business together and I don't take an active interest in its affairs, you will probably want to have the partnership dissolved, to get rid of me because I don't help you. It should be the same way with indifferent partners in citizenship. You may not be able to get rid of them, since they have equal rights with you "in life, liberty, and the pursuit of happiness," but you can establish a good example and show by actual experience that it pays to be public-spirited, pays to build up a town, pays to take it away from a dead-and-alive existence, pays to be a citizen like those of Bloomington, pays even to have a sort of moral fire that will burn out the cobwebs.

American Sheet Steel Company

Battery Park Building
New York

Manufacturers of all varieties of
Iron and Steel Sheets
Black and Galvanized
Plain and Painted
Flat, Corrugated and
"V" Crimped

Apollo Best Bloom Galvanized
W. Dewees Wood Company's
Patent Planished Iron
W. Dewees Wood Company's
Refined Smooth Sheets
Wellsville Polished Steel Sheets

Representatives for Canada
B. & S. H. Thompson & Company
26 St. Sulpice Street
Montreal

"MIDLAND" BRAND Foundry Pig Iron.

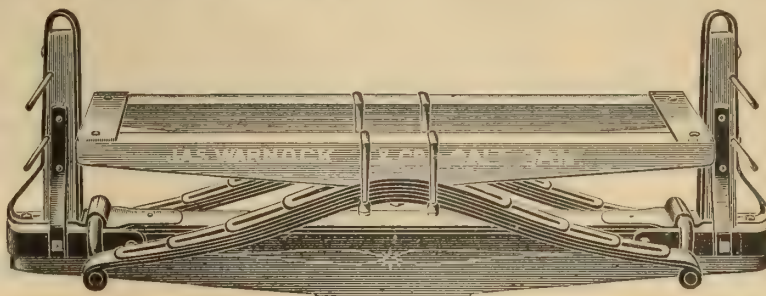
Made from carefully selected Lake Superior Ores, with Connellsville Coke as fuel, "Midland" will rival in quality and grading the very best of the imported brands.

Write for Prices to Sales Agents:

Drummond, McCall & Co.
or to **MONTREAL, QUE.**
Canada Iron Furnace Co.
MIDLAND, ONT. Limited

"The Peerless"

is the best Bolster Spring ever produced. A fine line for the hardware trade. Write Us For Prices.



James Warnock & Co. = Galt, Ont.

CURRENT MARKET QUOTATIONS.

July 12, 1901.

These prices are for such quantities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list as the desire is to make it perfectly accurate.

METALS.

Tin.

Lamb and Flag and Straits—
56 and 28 lb. ingots, per lb. 0 31½ 0 32

Tinplates.

Charcoal Plates—Bright Per box

M.L.S., equal to Bradley. I.C., usual sizes. 8 00

I.X., " 9 50

I.X.X., " 9 50

Famous— I.C. 6 50

I.C. 8 00

I.X. 9 50

Raven & Vulture Grades— I.C., usual sizes. 4 50

I.C. 5 25

I.X. 6 00

I.X.X. 6 75

D.C., 12½x17 4 00

D.X. 4 75

D.X.X. 5 00

Coke Plates—Bright

Bessemer Steel— I.C., usual sizes. 3 75

I.C., special sizes, base. 4 00

20 x 28. 7 75

Charcoal Plates—Terne

Dean or J. G. Grade— I.C., 20x28, 112 sheets. 8 00

I.X., Terne Tin 10 00

Charcoal Tin Boiler Plates.

Cookley Grade— Per lb.

X X., 14x56, 50 sheet box 0 16½

" 14x60, " 0 16½

" 14x65, " 0 16½

Tinned Sheets

7½x20 up to 24 gauge. 0 17½

" 26 " 0 18

" 28 " 0 08½

Iron and Steel.

Common Bar, per 100 lbs. 1 85

Refined " 2 35

Horse Shoe Iron " 2 35

Hoop steel, 1½ to 3 in. base, extras for smaller sizes " 3 00

Sleigh Shoe Steel " 2 50

Tire Steel " 2 30

Reeled Machinery " 3 00

Top Oak Steel " 2 85

T. Firth & Co's tool steel, per lb 0 12½

Jessop's tool steel " 0 12½

Morton's tool steel " 0 12½

Black Diamond and "B.C." tool steel " 0 10

Drill Steel, per lb. " 0 18

Boiler Tubes.

1½-inch " 0 12½

2 " 0 13

2½ " 0 15

3 " 0 16

3½ " 0 20

4 " 0 25

Steel Boiler Plate.

¼ inch " 2 50

½ inch " 2 60

¾ inch and thicker " 2 50

Black Sheets.

18 gauge " 2 75

20 " 2 75

22 to 24 " 2 75

26 " 2 85

28 " 3 00

Canada Plates.

All dull, 52 sheets. 2 90

Half polished. 3 00

All bright. 3 10

Iron Pipe.

Black pipe—

¾ inch " 4 65

1 inch " 3 40

1½ inch " 3 45

2 inch " 3 70

2½ inch " 3 85

3 inch " 5 40

3½ inch " 7 70

4 inch " 9 10

4½ inch " 12 50

5 inch " 20 95

6 inch " 24 15

8 inch " 37 75

10 inch " 39 00

12 inch " 47 35

14 inch " 62 10

Galvanized pipe—

¾ inch " 5 15

1 inch " 5 50

1½ inch " 7 95

2 inch " 10 80

2½ inch " 12 95

3 inch " 17 35

Galvanized Sheets.

G.C. Comet. Amer. Queen's

16 gauge 4 00 3 85 4 25 4 00

18 to 24 gauge 4 00 3 85 4 25 4 00

26 " 4 25 4 10 4 25 4 25

28 " 4 50 4 25 4 40 4 50

Case lots 10 to 15c. less.

28 gauge American equals 26 gauge English.

Chain.

Proof Coil, 3-16 in., per 100 lb

" ¼ " " 8 30 8 50

" 5-16 " " 4 70 5 00

" ¾ " " 4 05 4 70

" 7-16 " " 3 90 4 25

" ½ " " 3 70 4 10

" 9-16 " " 3 65 4 15

" ¾ " " 3 25 3 90

" 1 " " 3 60 4 10

Halter, kennel and post chains, 40 to 40 and 5 p.c.

Cow ties. 40 p.c.

Tie-out chains. 65 p.c.

Stall fixtures. 35 p.c.

Trace chain. 45 p.c.

Jack chain, iron, single and double, discount 35 p.c.

Jack chain, brass, single and double, discount 40 p.c.

Copper.

English B. S., ton lots. 0 17½

Lake Superior. " "

Bar. " "

Cut lengths round, ½ to ¾ in. 0 23

" round and square 1 to 2 inches. 0 23

Sheet.

Plain, 14 oz., and light, 16 oz., 14x48 and 14x60. 0 24

Plain, 14 oz., and light, 16 oz., irregular sizes. 0 24½

Tinned copper sheets. 0 26

Planished " 0 32

Braziers (in sheets.)

4x6ft. 25 to 30 lbs. ea., per lb. 0 25

" 35 to 45 " 0 24

" 50-lb. and above, " 0 23

Boiler and T. K. Pitts

Plain Tinned, per lb. 0 28

Spun, per lb. 0 32

Brass.

Rod and Sheet, 14 to 30 gauge 10 per cent.

Sheets, hard-rolled, 2x4 " 0 23

Tubing, base, per t. " 0 23

Zinc Spelter

Foreign, per lb. 0 06½

Domestic " 0 06

Zinc Sheet.

5 cwt. casks. 00 6½

Part casks. 00 6½

Lead.

Imported Pig, per lb. 0 04½ 0 04½

Bar, 1 lb. 0 05½ 0 05½

Sheets, 2½ lbs. sq. ft., by " 0 06½

Sheets, 3 to 6 lbs., " 0 06

NOTE.—Cut sheets ½ cent per lb. extra.

Pipe, by the roll, usual weights per yard, lists at 7c. per lb. and 30 p.c. dis. f.o.b. Toronto.

NOTE.—Cut lengths, net price, waste pipe 8-ft. lengths lists at 7½ cents.

Shot.

Common, \$6.50 per 100 lb.; chilled, \$7.00

per 100 lb.; buck, seal and ball, \$7.50. Discount, 17½ p.c. Prices are f.o.b. Toronto,

Hamilton, Montreal, St. John and Halifax.

Terms 3 per cent. cash, freights equalized.

Soil Pipe and Fittings.

Discount, 60 and 10 per cent. on medium and extra heavy, and 60 per cent. on light.

Solder.

Per lb. Per lb.

Bar half-and-half, guarant'd. 0 19½

Bar half-and-half, commer'l. 0 19

Refined. 0 18½

Whipping. 0 18

NOTE.—Prices of this graded according to quantity. The prices of other qualities of solder in the market indicated by private brands vary according to composition.

Antimony.

Cookson's, per lb. 0 10½ 0 11

White Lead.

Per 100 lb.

Pure. 6 37

No. 1 do. 5 82½

No. 2 do. 5 15

No. 3 do. 4 87½

No. 4 do. 7 37½

Munro's Select Flake White. 7 12½

Elephant and Decorators' Pure. 7 50

Brandram's B. B. Genuine. 7 00

" Decorative. 6 50

" No. 1. 5 75

" No. 2. 5 75

Red Lead.

Genuine, 560 lb. casks, per cwt. \$5 50

Genuine, 100 lb. kegs, per cwt. 5 75

No. 1, 560 lb. casks, per cwt. 5 25

No. 1, 100 lb. kegs, per cwt. 5 00

White Zinc Paint.

Elephant Snow White. 0 08

Pure White Zinc. 0 08

No. 1. 0 06

No. 2. 0 05

Dry White Lead.

Pure, casks. 5 75

Pure, kegs. 6 25

No. 1, casks. 5 50

No. 1, kegs. 5 00

Prepared Paints.

In ¼, ½ and 1 gallon tins.

Pure, per gallon. 1 25

Second qualities, per gallon. 0 75

Barn (in bbls.) 1 45

The Sherwin-Williams Paints. 1 25

Canada Paint Co's Pure. 1 25

Toronto Lead & Color Co's Pure. 1 25

Sanderson Peary's Pure. 1 20

Stewart & Wood's Champion Pure. 1 20

Colors in Oil.

25 lb. tins, Standard Quality.

Venetian Red, per lb. 0 05

Chrome Yellow. 0 11

Golden Ochre. 0 06

French. 0 05

Marine Black. 0 09

Green. 0 09

Chrome. 0 08

French Imperial Green. 0 09

Colors, Dry.

Yellow Ochre (J.C.) bbls. 1 35

Yellow Ochre (J.F.L.S.) bbls. 2 75

Yellow Ochre (Royal). 1 10

Brussels Ochre. 2 00

Venetian Red (best), per cwt. 1 80

English Oxides, per cwt. 3 00

American Oxides, per cwt. 1 75

Canadian Oxides, per cwt. 1 75

Super Magnetic Oxides, 93p c. 2 00

Burnt Sienna, pure, per lb. 0 10

Umber, " 0 10

do Raw. 0 09

Drop Black, pure. 0 09

Chrome Yellows, pure. 0 18

Chrome Greens, pure, per lb. 0 12

Golden Ochre. 0 03½

Ultramarine Blue in 28-lb. boxes, per lb. 0 08

Fire Proof Mineral, per 100 lb. 1 00

Genuine Eng. Litharge, per lb. 0 07

Mortar Color, per 100 lb. 1 25

English Vermilion. 0 80

Pure Indian Red, No. 45 lb. 0 80

JAMES HUTTON & CO.

Sole Agents in Canada for

Joseph Rodgers & Sons, Limited,
Steel, Peech & Tozer, Limited,
W. & S. Butcher,

Thomas Goldsworthy & Sons,
Burroughes & Watts, Limited,
Etc., Etc.,

Have reopened their offices in Victoria Chambers,

232 McGill Street,

MONTREAL.

HARDWARE.

Ammunition.

Cartridges.
B. B. Cap. Dom. 50 and 5 per cent.
Rim Fire Pistol, dis. 40 p. c. Amer.
Rim Fire Cartridges, Dom., 50 and 5 p. c.
Central Fire Pistol and Rifle, 10 p. c. Amer.
Central Fire Cartridges, pistol sizes, Dom.
30 per cent.
Central Fire Cartridges, Sporting and Military, Dom., 15 and 5 per cent.
Central Fire, Military and Sporting, Amer.
add 5 p. c. to list. B. B. Caps, discount 40 per cent. Amer.
Loaded and empty Shells, "Trap" and "Dominion" grades, 25 per cent. Rival and Nitro, 10 p. c. advance on list.
Brass Shot Shells, 55 per cent.
Primers, Dom., 30 per cent.

Wads per lb.
Best thick white felt wadding, in 1/4-lb. bags 1 00
Best thick brown or grey felt wads, in 1/4-lb. bags 70
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges 0 99
Best thick white card wads, in boxes of 500 each, 10 gauge 0 35
Best thick white card wads, in boxes of 500 each, 8 gauge 0 55
Thin card wads, in boxes of 1,000 each, 12 and smaller gauges 0 20
Thin card wads, in boxes of 1,000 each, 10 gauge 0 25
Thin card wads in boxes of 1,000 each, 8 gauge 0 70
Chemically prepared black edge grey cloth wads, in boxes of 250 each—
11 and smaller gauge 0 60
9 and 10 gauges 0 90
7 and 8 gauges 1 10
Superior chemically prepared pink edge, best white cloth wads, in boxes of 250 each—
11 and smaller gauge 1 15
9 and 10 gauges 1 40
7 and 8 gauges 1 65
5 and 6 gauges 1 90

Adzes.
Discount, 20 per cent.

Anvils.
Wright's, 80 lb. and over 0 10 3/4
Hay Budden, 80 lb. and over 0 09 1/4
Brooks, " " 0 11 1/4

Augers.
Gilmour's, discount 65 and 5 p. c. off list.

Axes.
Chopping Axes
Single bit, per doz 5 50 10 00
Double bit, " " 11 00 18 00
Bench Axes, 40 p. c.
Broad Axes, 33 1/2 per cent.
Hunters Axes 5 50 6 00
Boys Axes 5 75 6 75
Splitting Axes 6 50 12 00
Handled Axes 7 00 10 00

Axle Grease.
Ordinary, per gross 5 75 6 00
Best quality, " " 13 00 15 00

Bath Tubs.
Zinc 6 00
Copper, discount 15 p. c. off revised list

Baths.
Standard Enamelled.
5 1/2-inch rolled rim, 1st quality 25 00
" " 2nd " 21 00

Anti-Friction Metal.
"Tandem" A. 0 27
" " B. 0 21
" " C. 0 11 1/2
Maznolia Anti-Friction Metal, per lb. 0 25
Frictionless metal, per lb. 0 23

SYRACUSE SMELTING WORKS.
Aluminum, genuine 0 25
Dynamo 0 29
Special 0 25
Aluminum, 99 p. c. pure "Syracuse" 0 50

Bells.
Hand.
Brass, 60 per cent.
Nickel, 55 per cent.

Cow.
American make, discount 66 2/3 per cent.
Canadian, discount 45 and 50 per cent.
Door.
Gongs, Sargent's 5 50 8 00
" Peterboro', discount 45 per cent.
Farm.
American, each 1 25 3 00
House.
American, per lb. 0 35 0 40
Bellows.
Hand, per doz. 3 35 4 75
Moulders, per doz. 7 50 10 00
Blacksmiths, discount 40 per cent.
Belting.
Extra, 60, 10 and 5 per cent.
Standard, 70 per cent.
No. 1, 70 and 10 p. c.

Bits.
Auger.
Gilmour's, discount 60 and 5 per cent.
Rockford, 50 and 10 per cent.
Jennings' Gen., net list.
Car.
Gilmour's, 47 1/2 to 50 per cent.
Expansive.
Clark's, 40 per cent.
Gimlet.
Clark's, per doz. 0 65 0 90
Diamond, Shell, per doz. 1 00 1 50
Nail and Spike, per gross 2 25 5 20

Blind and Bed Staples.
All sizes, per lb. 0 07 1/2 0 12
Bolts and Nuts. Per cent.
Carriage Bolts, full square, Norway 65
" " full square 65
Common Carriage Bolts, all sizes 60
Machine Bolts, all sizes 60
Coach Screws 70
Sleigh Shoe Bolts 72 1/2
Blank Bolts 60
Bolt Ends 62 1/2
Plough Bolts 4 c. off
Nuts, hexagon 4 c. off
Tire Bolts 67 1/2
Stove Bolts 67 1/2
Stove rods, per lb. 5 1/2 to 6 c.

Boot Calks.
Small and medium, ball, per M. 4 25
Small heel, per M. 4 50

Bright Wire Goods.
Discount 6 1/2 per cent.

Broilers.
Light, dis. 65 to 67 1/2 per cent.
Reversible, dis. 65 to 67 1/2 per cent.
Vegetable, per doz., dis. 37 1/2 per cent.
Henis, No. 8, " 6 00
Henis, No. 9, " 7 00
Queen City " 7 50 0 00

Butchers' Cleavers.
German, per doz. 6 00 11 00
American, per doz. 12 00 20 00

Building Paper, Etc.
Plain building, per roll 0 30
Tarred lining, per roll 0 40
Tarred roofing, per 100 lb. 1 65
Coal Tar, per barrel 3 50
Pitch, per 100-lb. 0 85
Carpet felt, per ton 45 00

Bull Rings.
Copper, \$2.00 for 2 1/2 in. and \$1.90 for 2 in.

Butts.
Wrought Brass, net revised list
Cast Iron.
Loose Pin, dis. 60 per cent.
Wrought Steel.
Fast Joint, dis. 65, 10 and 2 1/2 per cent.
Loose Pin, dis. 65, 10 and 2 1/2 per cent.
Berlin Bronzed, dis. 70, 70 and 5 per cent.
Gen. Bronzed, per pair 0 40 0 65

Carpet Stretchers.
American, per doz. 1 00 1 50
Bullard's, per doz. 6 50

Castors.
Bed, new list, dis. 55 to 57 1/2 per cent.
Plate, dis. 52 1/2 to 57 1/2 per cent.

Cattle Leaders.
Nos. 31 and 32, per gross 50 9 50

Cement.
Canadian Portland 2 50 2 80
English " 3 00
Belgian " 2 50 2 75
Canadian hydraulic 1 25 1 50

Chalk.
Carpenters Colored, per gross 0 45 0 75
White lump, per cwt. 0 60 0 65
Red, " " 0 05 0 06
Crayon, per gross 0 14 0 18

Chisels.
Socket, Framing and Firmer.
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Warnock's, dis. 70 per cent.
P. S. & W. Extra 60, 10 and 5 p. c.

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No. 1, \$8.50—No. 2, \$9.00—No. 3, \$10.00—
No. 4, \$12.00—No. 5, \$16.00 each. Ditto,
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Fittings net 1 00
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Emb. Teutonic Syphon Washout 11 00
Fittings net 1 25
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" " embossed 17 00
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Fittings net 1 25
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" " emb'd net 20 50
Closet connection net 1 25
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" oval, 17 x 14 in. 2 50
" 19 x 15 in. 3 75
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Canadian, dis. 25 to 33 1/2 per cent.

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S. & D., No. 3, per pair 17 1/2
" " 5, " " 22 1/2
" " 6, " " 15
Boynton pattern " 20

Door Springs.
Torrey's Rod, per doz. (15 p. c.) 2 00
Coil, per doz. 0 88 1 60
English, per doz. 2 00 4 00

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Coach and Wagon, dis. 50 and 10 per cent.
Carpenters, dis. 70 per cent.

Drills.
Hand and Breast.
Miller's Falls, per doz. net list.

Drill Bits.
Morse, dis. 37 1/2 to 40 per cent.
Standard dis. 50 and 5 to 55 per cent.

Faucets.
Common, cork-lined, dis. 35 per cent.

ELBOWS. (Stovepipe.)
No. 1, per doz. 1 40
No. 2, per doz. 1 20

Bright, 20c. per doz. extra.
ESCUTCHEONS.
Discount, 45 per cent.

ESCUTCHEON PINS.
Iron, discount 40 per cent.

FACTORY MILK CANS.
Discount off revised list, 40 per cent.

FILES AND RASPS.
Great Western 75 and 5 per cent.
Diston 70 " 10
Arcade 75 " 5
Kearney & Foot 75 " 10
McClellan 75 " 5
Eagle 70 10 and 5
Nicholson 70 " 10
Heller 60 " 10

Royal & Keystone 80 p. c. and 80 and 10 p. c.
Black Diamond, 60 to 65 and 10 per cent.
Jowitt's, English list, 25 to 27 1/2 per cent.

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Hay, manure, etc., dis. 50 and 10 per cent.
revised list.

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Star Per D. Diamond
Inches. 50 ft. Per 100 ft. Per 100 ft.
Under 26 2 15 4 15 6 00
26 to 40 2 30 4 45 6 65

41 to 50 4 85 7 50
51 to 60 5 15 8 50
61 to 70 5 50 9 50
71 to 80 6 00 10 50
81 to 85 6 50 11 70
86 to 90 14 00
91 to 95 15 50
99 to 100 18 00

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Marking, Mortise, Etc.
Stanley's dis. 50 to 55 per cent.

Wire Gauges.
Winn's, Nos. 26 to 33, each 1 65 2 40

HALTERS.
Rope, 3/4 per gross 9 00
" 1/2 to 3/4 14 00
Leather, 1 in., per doz. 3 87 1/2 4 00
" 1 1/4 in., " 5 15 5 20
Web, — per doz. 1 87 2 45

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Nail
Maydole's, dis. 5 to 10 per cent. Can. dis. 25 to 27 1/2 per cent.

Magnetic, per doz. 1 10 1 20
Sledge.
Canadian, per lb. 0 07 1/2 0 08 1/2
Ball Peen.
English and Can., per lb. 0 22 0 25

HANDLES.
Axe, per doz. net 1 50 2 00
Store door, per doz. 1 00 1 50

Fork.
C. & B., dis. 40 per cent. rev. list.

C. & B., dis. 40 per cent. rev. list.
Saw.
American, per doz. 1 00 1 25

Plane.
American, per gross 3 15 3 75
Hammer and Hatchet.
Canadian, 40 per cent.

Cross-Cut Saws.
Canadian, per pair 0 13 1/2

HANGERS. doz. pairs.
Steel barn door 5 85 6 00
Stearns, 4 inch 5 00
" 5 inch 6 50

Lane's covered—
No. 11, 5-ft. run 8 40
No. 11 1/2, 10-ft. run 10 80
No. 12, 10-ft. run 12 60
No. 14, 15-ft. run 21 00
Lane's O.N.T. track, per foot 4 1/2

HARVEST TOOLS.
Discount, 50 and 10 per cent.

HATCHETS.
Canadian, dis. 40 to 42 1/2 per cent.

HINGES.
Blind, Parker's, dis. 50 and 10 to 60 per cent.
Heavy T and strap, 4-in., per lb. 0 06 1/2
" " 5-in., " 0 06 1/2
" " 6-in., " 0 06
" " 8-in., " 0 05 1/2
" " 10-in., " 0 05 1/2

Light T and strap, dis. 65 and 5 per cent.
Screw hook and hinge—
6 to 10 in., per 100 lbs. 3 90
12 in. up, per 100 lbs. 3 00

Per gro. pairs.
Spring 12 00

HOES.
Garden, Mortar, etc., dis. 50 and 10 p. c.
Planter, per doz. 4 00 4 50

HOLLOW WARE
Discount, 45 and 5 per cent.

HOOKS.
Cast Iron.
Bird Cage, per doz. 0 50 1 10
Clothes Line, per doz. 0 27 0 63
Harness, per doz. 0 72 0 88
Hat and Coat, per gross 1 00 3 00
Chandelier, per doz. 0 50 1 00

Wrought Iron.
Wrought Hooks and Staples, Can., dis. 47 1/2 per cent.

Wire.
Hat and Coat, discount 45 per cent.
Bolt, per 1,000 0 60

Screw, bright, dis. 55 per cent.

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For other Provinces.

Lining tacks, in bulk	15
" " solid heads, in bulk	75
Saddle nails in papers	10
" " in bulk	15
Tufting buttons, 22 line, in dozens only	60
Tin capped trunk nails	15
Zinc glazier's points	5
Double pointed tacks, papers	90 and 10
" " bulk	40

TAPE LINES.

English, ass skin, per doz	2 75	5 00
English, Patent Leather	5 50	9 75
Chesterman's each	0 90	2 85
" steel, each	0 80	8 00

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Tin case and dairy, dis. 75 to 75 and 10 p.c.

TRAPS. (Steel.)

Game, Newhouse, dis. 25 p.c.
Game, H. & N., P. S. & W., 65 p.c.
Game, steel, 72½, 75 p.c.

TROWELS.

Diaston's discount 10 per cent.
German, per doz 4 75 | 6 00 || S. & D., discount 35 per cent. | | |

TWINES.

Bag, Russian, per lb.	0 27
Wrapping, cotton, 3-ply	0 18½
" " 4-ply	0 23½
Mattress, per lb.	0 33
Staging, " "	0 27

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Wright's	0 13½
Brook's	0 12½
Pipe Vise, Hinge, No. 1	3 50
" " No. 2	5 50
Saw Vise	4 51

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White, Princess, Turquoise, Blue and White, discount 50 per cent.
Diamond, Famous, Premier, 50 and 10 p.c.
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WIRE.

Brass wire, 50 to 50 and 2½ per cent. off the list.

Copper wire, 45 and 10 per cent. net cash 30 days, f.o.b. factory.

Smooth Steel Wire, is quoted at the following net selling prices:

No. 6 to 8 gauge	\$2 93
" 9	2 83
" 10	2 87
" 11	2 90
" 12	2 93
" 13	3 15
" 14	3 37
" 15	3 50
" 16	3 65

Other sizes of plain wire outside of Nos. 9, 10, 11, 12 and 13, and other varieties of plain wire remain at \$2.81 base with

extras as before. The prices for Nos 9 to 13 include the charge of 1 c. for oiling. Extras net per 100 lb.: Coppered wire, 60c.—tinned wire, \$2—oiling, 10c.—special hay-bailing wire, 30c.—spring wire, \$1—best steel wire, 75c.—bright soft drawn, 15c.—in 50 and 100-lb. bundles net, 10c.—in 25-lb. bundles net 15c.—packed in casks or cases, 15c.—bagging or papering, 10c.

Fine Steel Wire, dis. 17½ per cent. List of extras: In 100-lb. lots: No. 17, \$5—No. 18, \$5.50—No. 19, \$6—No. 20, \$6.65—No. 21, \$7—No. 22, \$7.30—No. 23, 7.65—No. 24, \$8—No. 25, \$9—No. 26, \$9.50—No. 27, \$10—No. 28, \$11—No. 29, \$12—No. 30, \$13—No. 31, \$14—No. 32, \$15—No. 33, \$16—No. 34, \$17. Extras net—tinned wire, Nos. 17-25, \$2—Nos. 26-31 \$4—Nos. 32-34, \$6. Coppered, 5c.—oiling, 10c.—in 25-lb. bundles, 15c.—in 5 and 10-lb. bundles, 25c.—in 1-lb. hanks, 50c.—in ¼-lb. hanks, 75c.—in ½-lb. hanks, \$1—packed in casks or cases, 15c.—bagging or papering, 10c.

Galvanized Wire, per 100 lb.—Nos. 6, 7, 8, \$3 50 to \$3 81—No. 9, \$2.85 to \$3.15—No. 10, \$3.60 to \$3.95—No. 11, \$3.70 to \$4.10—No. 12, \$3 to \$3.30—No. 13, \$3.10 to \$3.41—No. 14, \$4.10 to \$4.50—No. 15, \$4.60 to \$5.05—No. 16, \$4.85 to \$5.35. Bare sizes, Nos. 6 to 9, \$2 57½ f.o.b. Cleveland. Clothes Line Wire, solid 7 strand, No. 17.

\$4.25; No. 18, \$2.65; No. 19, \$2.35, f.o.b. Hamilton, Toronto, Montreal.

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Galvanized plain twist 3 45
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Towers' Engineer, each 2 00 7 00
" S., per doz 5 80 6 00
G. & K's Pipe, per doz 3 40
Burrell's Pipe, each 3 00
Pocket, per doz 0 25 2 90

WRINGERS.

Leader per doz. \$30 0 33 00
Royal Canadian 26 00 28 00
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Sampson 30 00

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Canadian make, discount, 40 per cent.

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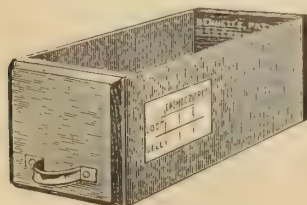
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VOL. XIII.

MONTREAL AND TORONTO, JULY 20, 1901.

NO. 29

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The Most Economical.
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The Most Durable.
Friction Preventing.



"Tandem" Metals are better than any other for their purpose, and are, therefore:

Resistance Reducing.
Journal Preserving.
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Lubricant Saving.

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For Heaviest Pressure and Medium Speed
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For Heavy Pressure and Medium Speed
or Medium Pressure and High Speed.

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... AND ...

Garden Hose

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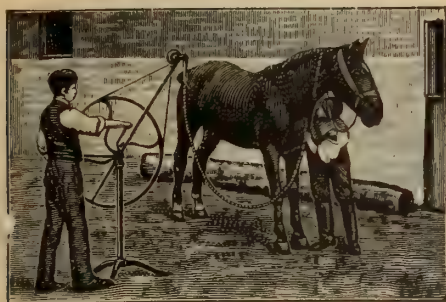
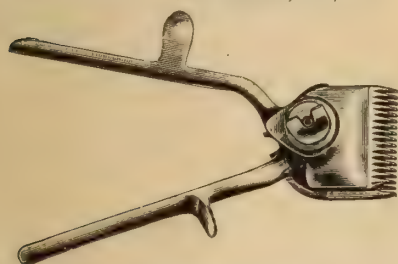
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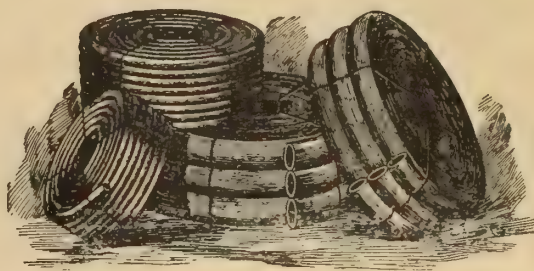
Established 1871.

BIRMINGHAM, ENG.for Horsemen
and Barbers.

NO. 297.

**NO. 3—POWER CLIPPER, with "Wrist Joint."**As supplied to
The Czar of Russia
The King of Denmark.
Earl Roberts, Etc., Etc.**THE "LEOPOLD" TOILET.****THE "WARWICK" CLIPPER.**
Cuts over three teeth.As supplied to
His Majesty's
War Department.

SEND FOR PRICE LIST AND TERMS.

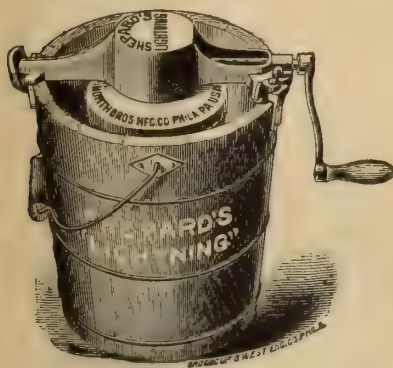
DELORME BROS., Agents, Debrosses Street, Montreal**HOSE...**WATER
STEAM
AIR
FIRE
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ACID
OIL
SODA WATER
HIGH-PRESSUREOur Patent Seamless Tube is, without doubt,
the only perfect construction.**The Canadian Rubber Co.,**

CAPITAL - - - \$1,500,000.00.

Montreal.

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**Lightning, Gem
Blizzard . . .****FREEZERS****ARE**Well Advertised
In Demand
Easily Sold
Satisfactory in Use
Of Known Reputation**HAVE**Cedar Pails with Electric Welded Wire Hoops
Cans of Heavy Tin with Drawn Steel Bottoms
AUTOMATIC Twin Scrapers
"The Ice Cream Freezer Book" tells all about
these and our other Freezers, mailed free**EXCEL IN**Easy Running
Quick Freezing
Economy
Convenience
Practical Results**North Bros. Mfg. Co., Philadelphia, Pa.,
U.S.A.**

FOR WARM AIR HEATING.

Our many lines of coal and wood furnaces offer a range of sizes and styles that afford complete satisfaction—everywhere.

OUR LATEST CONSTRUCTION

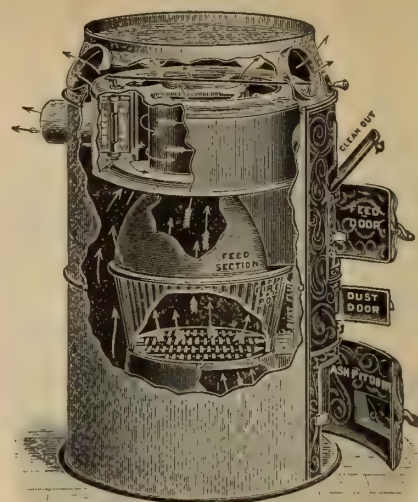
"The Oxford 400 Series"

are unequalled in excellence—combining enormous power with gratifying economy. Their improved points of construction will interest every practical dealer or buyer.

They are made with Steel Plate Radiators, and supplied either portable, as shown, or stationary for brick setting.

Our **Little Ox and Oxford Furnaces for wood** are already in favorable use all over the country, their incomparable popularity having been gained by superior merit.

Consult our catalogue for full information about these splendid lines—to handle them will insure the most satisfying trade possible.



Oxford 400 Series, Portable.

THE GURNEY FOUNDRY CO., Limited

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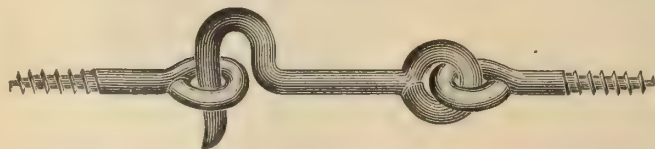
VANCOUVER.

THE GURNEY-MASSEY CO., LIMITED, MONTREAL.

WE HAVE A COMPLETE STOCK.

Bright Goods, Door Pulls and Hat and Coat Hooks.

ALL ORDERS PROMPTLY ATTENDED TO.



Our Mills are in full operation, and we are in position to handle any requirements the trade may have.

YOUR ORDERS SOLICITED FOR

Plain, Galvanized and Barb Wire, Wire Nails, Wood Screws, Copper and Brass Wire, Bright and Galvanized Fence Staples, Netting, Blind and Bed Staples, Jack Chain, Cotter Pins.

Prices quoted on application.

Dominion Wire Manufacturing Co.

MONTREAL and TORONTO.

THE NEW BALDWIN

DRY AIR CLEANABLE

REFRIGERATOR.

135 Modern Varieties.

Ash, Oak and Soft-wood Finishes

METAL, PORCELAIN, SPRUCE LININGS.

BALDWIN

Positive Circulation—Sanitary—Odorless.

Latest Cleanable Features—The Strongest and Best System of Patent Removable Metal Air-Flues.

Air-Tight Lever Locks Ball-Bearing Casters. Swing Base—in and out.

Rubber around Doors and Lids, making them doubly air-tight.

Handsome Designs. Moderate Prices.



Built in the newest, largest and best equipped refrigerator plant in the East run all the year round on refrigerators exclusively; stock goods; special refrigerators and coolers in sections.

Handsome Trade Catalogue Ready.

Baldwin Refrigerator Co.,
BURLINGTON, VERMONT.

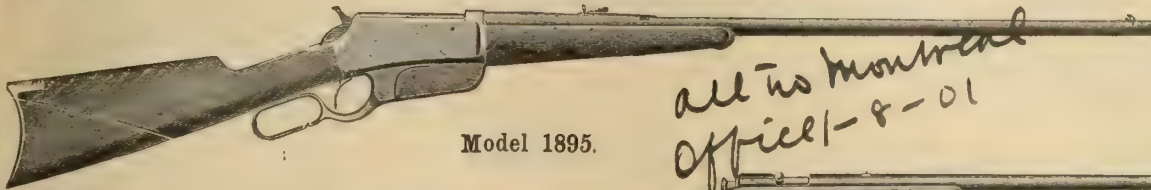
LEWIS BROS. & CO.

Wholesale
Hardware

30 St. Sulpice Street,

MONTREAL.

Guns, Rifles and Ammunition.



Model 1895.

*all to Montreal
office 1-8-01*



Model 1900 Single Shot Rifle.



All Sizes of Cartridges.



D. C. Co's
Trap.



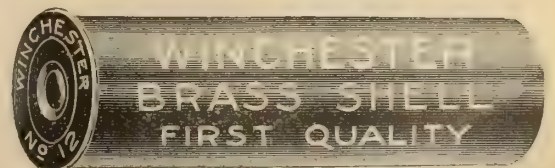
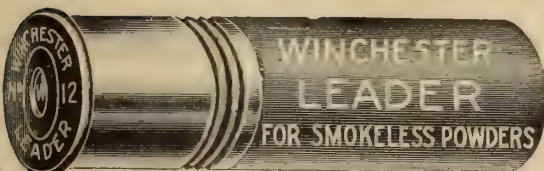
We have the largest assortment of Single and Double Guns in Canada.



Winchester
New Rival.



All Makes of Hammerless Guns.



Brass or Paper Shells, Loaded or Empty.

Write for our 56 Page Gun Catalogue.
Mail Orders Shipped Same Day as Received.



LEWIS BROS. & CO., Montreal.

Henry Rogers, Sons & Co.

Wolverhampton, England.

Manufacturers of 

"Union Jack" Galvanized Sheets
Canada and Tin Plates
Black Sheets
Sleigh Shoes and Tyre Steel
Coil Chain, Hoop Iron
Sheet and Pig Lead
Sheet Zinc

Quotations can be had from
Canadian Office:

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F. A. YORK, Manager.



Wright's Insect Sprayers

Plain Tin—Lacquered—all Brass.

"BEST ON EARTH."

Manufactured by

E. T. WRIGHT & CO.,
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KNOX HENRY

Heavy Hardware and Metal Broker
Room 32, Canada Life Bldg., MONTREAL.



Samples sent free on application.

HORSE NAILS—"C" Brand Horse - Nails
Canada Horse Nail Co.

"BRASSITE" GOODS—Gunn Castor Co.
Limited, Birmingham, Eng.

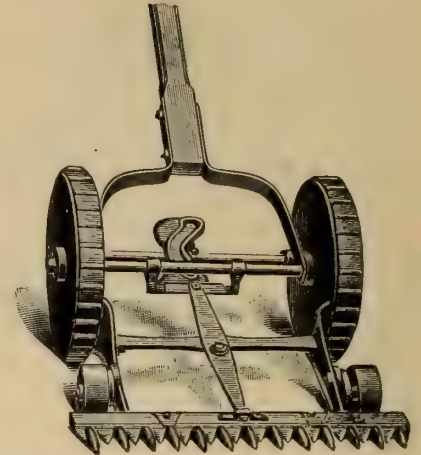


THE MOWER

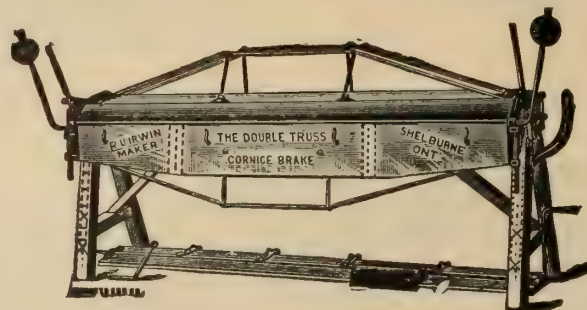
THAT WILL KILL
ALL THE WEEDS
IN YOUR LAWNS.

If you keep the weeds cut so they do not go to seed, and cut your grass without breaking the small feeders of roots, the grass will become thick and weeds will disappear. **The Clipper will do it.**

CANADIAN PATENT FOR SALE.
SEND FOR CATALOGUE AND PRICES.



Clipper Lawn Mower Co., NORRISTOWN, PA.



This eight-foot Brake bends 22-gauge iron and lighter, straight and true.

Price, \$60

Very handy beader attachment, \$15 extra if required.

Send for circulars and testimonials to

The Double Truss Cornice
Brake Co. SHELburne, ONT.

The Latest and Best.

H. & R. Automatic Ejecting
Single Gun.

Steel and Twist Barrels
in 30 and 32-inch.
12 Gauge.

Model
1900.



Harrington & Richardson Arms Co.
Worcester, Mass., U.S.A.
Descriptive Catalogue on request.

LONDON FENCE MACHINES

Lead on Every Point.

London Safety Tackle Blocks are equally efficient for stretching Coiled Spring Wire and for use as a Hoisting Block. They are A1 and rapid sellers.

TOWNSEND (Lever) STRETCHERS
BERNARD CUTTING PLIERS

Only one agency for our machines in each town. Get our prices, terms and discounts.

Coiled Spring and other Fence Wire at right prices to the trade.

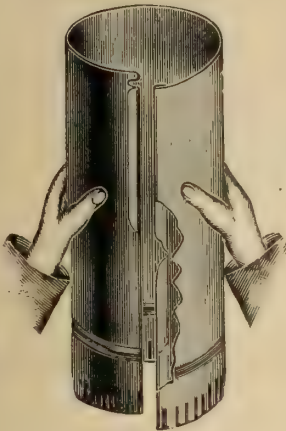
London Fence Machine Co., London, Can.



ESTABLISHED 1860.

INCORPORATED 1895

1901 Style

PATENT
APPLIED FOR

"Empire" Stove Pipe

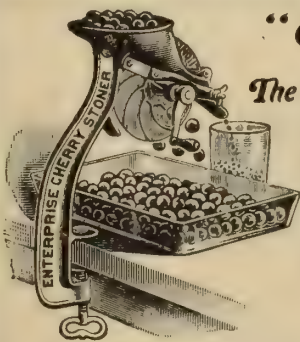
Made in 5, 6 and 7 inches.Nested in Crates of 25 each.

Simplest Stove Pipe to put together yet made—only tools required are a pair of hands.

Where time is an object, we will guarantee that six of our **"EMPIRE" STOVE PIPES** can be put together in the same length of time as one of various other makes, *and will stay put together.*

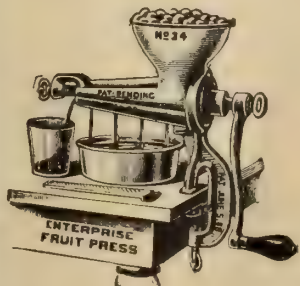
THE THOS. DAVIDSON MFG. CO., Limited, MONTREAL, QUE.

"Enterprise" Cherry Stoners



per doz.
No. 17, Japanned \$9.00
No. 18, Tinned 10.00

Fruit, Wine & Jelly Press



No. 34, \$3.00

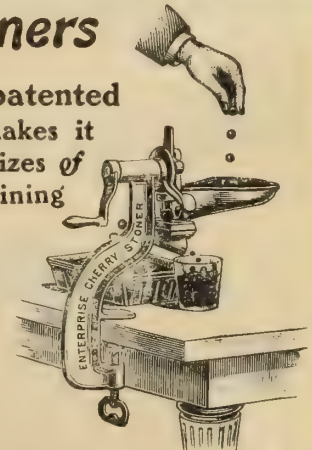
The Nos. 17 and 18 are constructed with a patented Regulating Device the simplicity of which makes it easier to adjust the machine for the different sizes of Cherries and absolutely insures the jaws retaining their position when set.

The No. 12 is intended to remove the stones with the least possible cutting or disfiguring of the Fruit.

All the Leading Jobbers
of the Dominion
SELL THEM

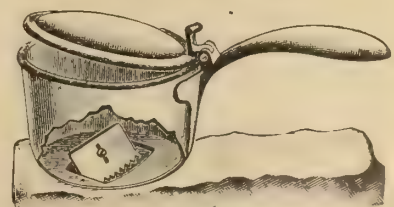
ILLUSTRATED CATALOGUE
MAILED FREE

The Enterprise Mfg. Co. of Pa.
Philadelphia, Pa. U. S. A.



per doz.
No. 12, Tinned \$12.00

Ice Shredders



No. 33, Tinned \$ 6.00 per doz.
No. 34, Nickeled 15.00 " "

The HUDSON PATTERN

APPLE PARER



Made by A. R. Woodyatt & Co.

Is Guaranteed by them to be Satisfactory in Quality

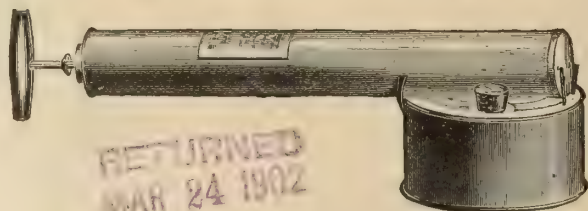
and the jobber with whom you place your order will do the same.

THEY ARE MADE IN CANADA BY CANADIAN WORKMEN AND
EQUAL ANY FOREIGN MAKE IN EVERY WAY, EXCEPT PRICE,
OURS ARE LOWER ON THAT POINT ONLY.

A. R. WOODYATT & CO., Guelph, Canada.

Sold by all the
wholesale trade.

Kemp's Deluge Sprayers



will give your
customers
perfect satisfaction.

They are well made.

They will last.

They will do the work.

They are supplied with galvanized or copper reservoir, accord-
ing to the size of your customer's purse.

We will be pleased to tell you how little they cost.

Kemp Manufacturing Company, Toronto.



VOL. XIII.

MONTREAL AND TORONTO, JULY 20, 1901.

NO. 29.

President,
JOHN BAYNE MACLEAN,
Montreal.

THE MACLEAN PUBLISHING CO Limited.

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, North-West Territories, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, P.E. Island and Newfoundland.

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Telephone 1255.
TORONTO - - - - - 10 Front Street East,
Telephone 2148.
LONDON, ENG. - - - 109 Fleet Street, E.C.
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WINNIPEG - - - - - Western Canada Block,
J. J. Roberts.
ST. JOHN, N. B. - - - No. 3 Market Wharf,
J. Hunter White.
NEW YORK. - - - - - 176 E. 88th Street.

Subscription, Canada and the United States, \$2.00.
Great Britain and elsewhere 12s.

Published every Saturday.

Cable Address { Adscript, London.
Adscript, Canada.

**WHEN WRITING ADVERTISERS
PLEASE MENTION THAT YOU SAW
THEIR ADVERTISEMENT IN THIS PAPER**

TRAVELLERS' HOLIDAYS.

BEGINNING with August 5th, and ending with the 17th of the same month, over 60 wholesale grocery, spice and woodenware houses in Ontario have decided to take their travellers off the road and give them a holiday.

By doing this they have, we consider, set the wholesale hardware and metal houses an example that they might well follow.

Just at that particular period of the year most of the travellers are off the road at any rate, and by a little understanding among the different houses it should be an easy matter to have the holidays fall upon one uniform period.

It is too late now for the wholesale hardware houses to do anything in the matter,

but we draw their attention to it now so that they may be able to give it consideration before this time next year.

FROM THE PAN TO THE INDUSTRIAL

THE proximity of the Pan-American should be a help rather than a hinderance to the Industrial Exhibition at Toronto, provided intelligent methods are employed by the managers to make it so. Toronto and Buffalo are only about three hours' journey apart, and, if the attractions of the former are properly brought to the attention of those who visit the Pan-American at the latter city, many of them can, doubtless, be induced to extend their journey to the "Queen City." In fact, numbers of people who have been at the Pan-American are even now daily taking the journey across the lake to Toronto and other points in the Dominion.

We are pleased to note that the management of the Industrial is making some effort in the direction indicated, for every visitor will spend money that will directly or indirectly accrue to the benefit of the business men of this country.

Ideas are more likely to be caught than fish, provided one casts about diligently for them.

GET UP STEAM.

It does not matter how much ability a man may have, the measure of his success in business, or in any other vocation, will be in proportion to the energy he displays and the enterprise he develops.

A man, like a locomotive, is of very little use until steam is up.

AN INTERESTING CASE.

THE question as to how far a firm or corporation can go in refusing to sell its wares to people who are able to pay for them has always been an interesting one.

A year or two ago one of the courts of the United States, we forget at the moment which one, ruled that the proprietary medicine combination could not be compelled to supply with its products firms who refused to comply with their conditions as to sale. And now the South Carolina Supreme Court has rendered a decision in regard to a telephone case which seems to be based on a premise somewhat to the contrary.

A Spartanburg merchant had in his store the 'phones of both The Bell Telephone Co. and The Citizens' Telephone Co. A fight being on between the two companies, the latter ordered the merchant to discontinue the use of the Bell telephone, and on his refusing to do so, removed its own instrument.

The merchant thereupon applied for a mandamus to compel the Citizens' company to restore its telephone, but the court before whom the application was made refused to grant the request. Nothing daunted, the merchant took the case before the Supreme Court of the State. And that court has just decided that a telephone company cannot deny the use of its instruments to an applicant because he persists in using the lines of a rival company.

A business man can get along without advertising just about as well as a vessel without steam or sail.

SIR RICHARD CARTWRIGHT AND THE HIGH COMMISSIONERSHIP.

A CHICAGO paper says a movement is on foot to remove Lord Strathcona from the High Commissionership in London and appoint Sir Richard Cartwright in his room and stead.

We hope it is only an idle rumor. As long as Lord Strathcona can be persuaded to retain the office it is to the interest of Canada that he should do so. He is easily the best High Commissioner Canada has had in London during the 18 years the office has been in existence. His personality, his business ability and his liberality have made him invaluable to Canada, and to replace him by one who has administered the chief business portfolio of the Government in such a perfunctory way would be a mistake most grave.

Our criticism of the High Commissioner's office in the past has been because of the attempt to impose upon it as well the duties appertaining to a bureau of commercial intelligence for the use of business men in Canada who desire to find a market for their products in the United Kingdom. This it cannot do, at any rate, as it is at present constituted. The function of the High Commissioner's office is chiefly diplomatic, not business. The latter is merely a sub line to it.

What Canada wants, and what the business men of Canada demand, is a commercial agent who shall give his whole time to the duties of the office. He must be a Canadian of practical business experience, and one who is conversant with the resources and affairs generally of the Dominion. Such men are not relatively numerous, but there are enough of them to enable the Government to make a wise selection.

Sir Richard Cartwright has been importuned again and again by business men and by the press to make such an appointment, but he has done nothing, nor has he evinced any intention of doing anything. In the meantime the interests of Canada are suffering, but the Minister of Trade and Commerce does not appear to be at all perturbed.

We do not like to impute motives, but the High Commissionership would doubtless be an acceptable place of refuge to Sir Richard, and he is possibly hoping some

day to occupy the office and administer a commercial agency as well. But whether we are correct or not in imputing such motives to the Minister of Trade and Commerce we know full well that he has failed to comply with a demand that every business man and every newspaperman in the country knows to be in the interest of the Dominion.

We believe that the portfolio for which Sir Richard is best fitted is that of Minister of Finance. There is probably no man in Canada to-day in either of the two political parties who has the grasp of financial matters he has, but his cavalier treatment of business men has made him so unpopular with the commercial and manufacturing interests of this country that his appointment to the office would have raised a storm of indignation that would have been decidedly unpleasant to the leader of the Government.

Since appointed to the portfolio of Trade and Commerce he has, by his inertia and by his non-compliance with their reasonable requests, further increased the displeasure of the commercial interests of the country toward him, and to send him to London as High Commissioner would only still further accentuate it.

REPRESENTATIVES FOR THE MANUFACTURERS'.

THERE are many manufacturers whose business does not warrant them keeping a traveller out on the road, but who, nevertheless, lose a great deal of trade which might be theirs were they represented at the right place.

For instance, there are many articles which the trade will not keep in stock, because the demand is so limited that the small storekeeper cannot afford to carry them. True, he generally knows some leading house from which to get them if called for, but this sort of trade lacks the active sympathy which is required to sell goods in these days of keen competition.

A remedy suggested, and one which does not seem unlikely, is for the manufacturer to secure the services of a local member in his particular line of trade, in every city, town and village in the country to act as agent for him and push the sale of his articles whenever possible.

To do this he might advertise through the trade press offering liberal commissions to agents for business so obtained, thus reaching and keeping constantly in touch with the storekeeper in every part of the country.

The remedy is a simple one, and might easily be put into operation and given a fair trial.

HOT-WEATHER SELLERS.

SULTRY days such as have been so frequent during the last fortnight uniformly bring in their train an exceptional demand for certain lines, which should, therefore, be conspicuously displayed just now.

The great number leaving for lakeside or river cause a big demand for campers' supplies, such as fishing tackle, hammocks, tents, flags, awnings, etc. A good many hardwaremen are meeting this demand by displaying these goods, particularly fishing tackle, prominently.

Housekeepers who, for one reason or another, stay at home in town or city also have particular "wants" during the hot days. Screen doors and windows, garden hose, water-coolers, refrigerators and ice cream freezers may not be a necessity, but they are exceedingly valuable articles to have these days, and their cost is more than compensated for by their practical value. They are worth pushing.

Many people have not bought these goods because they do not realize their practical value. Therefore, in pushing them, efforts should be directed to convince the women-folk that they are worth having; that they are part of the essentials of first-class housekeeping. They can do this by judicious advertising and tasty window displays.

THE PRICE OF STOVES.

OVER 40 of the largest stove manufacturers west of the Alleghany Mountains, representing the Western Association, decided at a meeting held in Chicago a few days ago to continue present prices for another three months.

In Canada, since the beginning of the year, there has been some readjustment in the price of stoves, the net result of which is a slightly lower range of quotations in the cheaper descriptions. These reductions are not due to any decrease in the cost of raw material; they are the result of a desire to put prices on a more equitable basis.

The travellers representing the different manufacturers are on the road busy taking orders for stoves and furnaces for future delivery, and quite a good many have been booked.

THE MANUFACTURE OF CEMENT IN CANADA.

THE fact that a Western Ontario cement company last year paid \$131,000 dividend on its \$200,000 stock has engendered the idea in the minds of many people that a cement manufacturing plant is a veritable gold mine; and now we see a mushroom growth of our cement manufacturing industry.

Last summer there were only five plants in operation in Canada; next season there will be at least eleven; and there are rumors of more. We ardently hope that each and every venture will be successful, but we fear that there are many circumstances surrounding their position that will tend to make their market a difficult one to operate upon. Prices have taken a big tumble this spring owing to exterior pressure. What will happen this fall and next spring, when an important interior force is added, is only to be a matter of surmise but it must not furnish pleasant cogitation for our novice manufacturers.

Last year there were only the works of The Owen Sound Portland Cement Company, The St. Lawrence Portland Cement Company, the two manufactories of The Canadian Portland Cement Company, and that of Thos. M. Morgan, in Montreal, in operation. This year's quota to the aggregation are: The Imperial Portland Cement Company, of Owen Sound; The Grey and Bruce Portland Cement Company, of Owen Sound; The Lakefield Portland Cement Company, of Lakefield, Ont.; The Sun Portland Cement Company, of Owen Sound, The Northern Portland Cement Company, of Wiarton, Ont.; and The National Portland Cement Company, of Durham, Ont. It is said that it is contemplated to establish a factory in Manitoba next year, but for the truth of the report we cannot vouch. Omitting this and the Durham concern, whose capacity we have not been able to determine the total output in Canada next year will be in the neighborhood of 4,200 barrels a day. This will be a large production, and it is questionable whether the increase is justifiable.

	Capacity in Barrels.
Owen Sound Portland Cement Co.....	500
Canadian " " " ".....	1,000
St. Lawrence " " " ".....	300
Thos. M. Morgan.....	100
Imperial " " " ".....	300
Grey and Bruce " " " ".....	300
Lakefield " " " ".....	600
Sun " " " ".....	600
Northern " " " ".....	500
	4,200

Of the new works, The Imperial, and The Grey and Bruce are commencing operations this month, while The Northern will not be offering any goods till next spring.

Those who have been connected with the Canadian cement industry fear that there may be a repetition in the country next year of that overproduction which occurred in the United States during the past few months. Last year cement was selling on the New York market at \$2.35 to \$2.50 per barrel; this year it is quoted just \$1 lower. The cause of the depression was simply a too rapid multiplication of factories. Canada has felt this war of prices quite keenly, for large quantities of American cement have come into this country appreciably shutting out the high grade of German cement and interfering with sales of our domestic stuff. This has forced prices down in all parts of the country.

Last year German or Canadian cement sold in Montreal at \$2.10 to \$2.50 per barrel; now it can be bought at \$2 to \$2.10. In Toronto, Hamilton and western points, cement which was last year worth \$2.60 to \$2.65, can be had from the same plants for \$1.90—a decline of 70 to 75c. per barrel.

The decline in both quarters has been caused by American competition. Manufacturers across the line have been shipping the cement in bags, which are returned, saving the cost of the barrel as well as the freight and the duty on it, all of which is said to amount to 26c. per barrel. Moreover, in spite of the proximity of our factories to consumption points, the freight rates are not much in their favor. Cement can be shipped from the Lehigh Valley to Toronto at a rate of 11c. per 100 lb., while from Owen Sound the rate is 8 1/2c. The rate from Glens Falls, N.Y., to Montreal is 8 1/2c. per 100 lb., which is comparatively lower. So the Canadian manufacturer is not protected by much more than the tariff of 12 1/2c. per 100 lb., which is calculated to be scarcely enough to counterbalance the difference in the price of fuel and labor expenses enjoyed by the American manufacturer. We do hear, however, that such works as that at Lakefield are to be operated by electric power, generated by water power. This use of electric motors ought to permit of great simplicity in the construction of works, of compactness, and of labor-saving devices. Where advantages such as these are possessed, our domestic makers ought to be able to successfully compete with any outsider.

Certain it is that the lower cost of cement should bring about an increased consumption and a more general substitution for mortar. Even with the increased importations, The Rathbun Company say that the product of one of their works is sold ahead for the season.

The hotter the weather, the less "steam" it is possible for a man to develop.

THE SHEET WORKERS' STRIKE AND PRICES.

NOT for a long time has there been a strike which promised to concern hardwaremen more than that now on among the iron, steel and tinworkers of the United States. The concerns affected are The American Tinplate Co., The American Sheet Steel Co., and The American Steel Hoop Co., while the number of men on strike is nearly 74,000.

The strike being in its first stages it is too early to say what its ultimate effect on prices will be. Should it be a protracted struggle it will certainly have a marked influence on a number of lines. In fact, already there are indications of this.

The lines most likely to be affected are tinplates, black sheets, and galvanized sheets.

The tinplate industry in Great Britain is almost certain to be benefited by the strike, and already the market there is somewhat disturbed by the inquiries that have come from the United States for quick shipments. Some authorities predict that if the strike continue, it will be necessary to import tinplates in order to satisfy the demand from the packers of canned goods.

Even in Canada there is a little more disposition to anticipate requirements for tinplate, and quotations on charcoal and coke plates are from 25 to 50c. per box higher.

The underlying principle of the strike is an attempt to establish the supremacy of the union, or strictly speaking, the supremacy of The Amalgamated Association of Iron, Steel and Tin Workers. It appears that there are two of the mills of The Sheet Steel Company which have hitherto not being treated as union mills, and the final cause of the strike was the refusal of the companies to make these mills a subject for consideration at the conference between the interests concerned.

The companies offered to sign the amalgamated scale for all plants and to make the wages uniform for the various kinds of work in all the mills operated, but declined to recognize the plants that had been operated for years as non-union. This proposition the representatives of the union, as already intimated, refused to entertain, demanding that the companies must sign for union and non union men alike.

The companies claim they are quite willing to recognize the right of their employes to organize, but having men in their employ who do not belong to The Amalgamated Association and do not wish to belong to it, they held it was only fair they should respect their wishes.

It has always seemed to us right and proper that employes should organize; but we could never see the justice of their not only trying to force into their organizations men who did not favor them, but of endeavoring to force the employes to help them.

THE ART OF WINDOW DRESSING.

HARDWARE STORE WINDOW DISPLAY.

TO conduct his business to success the hardwareman must, first, buy what the public wants; second, let the public know that he has what it wants; third, sell at an advance, and, everlastingly, keep at it.

Each step is equally important, but the second point is seldom studied as closely as the first and third. The average dealer will ransack heaven and earth to find the best place to buy, and he knows at just what figure he should sell a given article to get a fair profit. These points are more or less mathematical. But when it comes to actual selling—ah! there's the rub. It is at this point that ability tells and arithmetic is in vain.

LET THE PUBLIC KNOW.

The first step to this end is to let the public know that you have what it wants. It is with this phase of the campaign that this paper deals. You can arrive at the desired result in two ways—either by telling them by personal speech, letter, newspaper advertisement, floater, fence signs, "satisfied customer," etc., or by showing them.

Say one person a minute passes your store 14 hours a day. This means that 5,000 pass every week. If two, or four or eight or more persons pass your store every minute the number per week is astonishing. To be sure, the same persons are apt to pass again and again. None the worse. Pour enough water on a cloth and, unless it is strictly waterproof, the water will trickle through in time.

If the hardwareman can so display his window as to attract the attention of a majority of this throng of passers-by, and by his display remind them that he has something they want, or may want, and connect his name with the reminder, he will have some exceedingly good seed. It has been my experience that otherwise up-to-date merchants pay too little attention to their window in comparison with other advertising, and I will attempt to show in as few words as possible that window advertising is worth while.

EMPHASIZE THE FIRM NAME.

First and foremost, identify the firm name with the window display. Your name is above the door, to be sure, but folks looking at the window as they pass cannot look over the door at the same time. Have your name in a prominent place in the display, so that Mrs. Smith will not say "I saw a handsome library stove in a window on Washington street to-day," but "I saw a handsome library stove in Thompson's window to-day."

Before taking up concrete examples of window dressing there is another essential point to be considered—viz., what should be displayed in a window. There is a prevailing notion abroad that it is a waste of time and energy to

DISPLAY STAPLES.

Merchants are apt to argue "everybody knows that a hardwareman keeps those things. What is the use of putting them in the window?" The answer is this: A good many kitchen ranges and washtubs and hammers and hatchets and dust pans in

general use are worn out, or nearly so, and if, as our friend Mrs. Smith passes your store the next time, she says to herself, "Um! I'll soon need another washtub. I wonder how much that one costs in Thompson's window?" the display has not been made in vain. Another word: Don't trim your window exclusively for the benefit of the small boy. A crowd around the window is all right, as far as it goes. It attracts attention. When a window contains anything spectacular, have the line to which you wish to call the public's attention high enough to be seen by the passers-by over the gazers' heads.

THE CONSTRUCTION OF THE WINDOW.

In regard to the construction of the window, have a flat bottom painted black. Fitting over this have a false bottom of loose boards covered with black cloth. Take out all the lithograph advertisements of threshing machines and fertilizers hanging on the sides. These only tend to distract attention from the window display proper. When you wish to advertise fertilizers in your window make a display. It is impossible to advertise two unconnected lines in one window and do it well. Have the sides and ceiling of the window painted black. At the back of the window, half way up, have a brass rod and on this string a cloth of some quiet material that will not show dirt. The brass rod should be so arranged that it will bend out of its sockets.

All windows should be cleaned twice a week from the outside with dipper, pail and brush. The inside should be cleaned once a week with a chamois.

SUGGESTED SPRING AND SUMMER DISPLAYS.

Below are given some displays that are suggested for spring and summer:

I. Flower Seeds and Garden Tools.—Put a two-storey row of empty nail kegs at the back of the window. On the top of these arrange a row of plants. Hire them from the greenhouse or send the boy to your house for them with a wheelbarrow. Before you send the boy explain to your wife what he is coming for. She will probably object at first, but perseverance means success. Slant loose boards from the top of the nail kegs to the front of the window. Cover the boards with green crêpon paper. Decorate the flower pots with red crêpon paper. Arrange papers of garden seeds in some artistic pattern all over the green board, leaving a blank aisle down the centre of the incline. In this centre aisle display trowels and other small garden tools. Have the seeds arranged quite solidly, but allow plenty of green paper to show between the tools. On the sides of the window hang spades, hoes and rakes. Have your name lettered neatly on a long card somewhere up among the flowers.

II. Washday Articles.—Put your handsomest kitchen stove in the window. Open the front door of the stove, put red tissue paper behind the grate and string an incandescent light inside. If this cannot be done put in a lighted candle. At this point the stove will glow in a manner most naturally. Put a wash boiler on top of the two front rounds and a couple of sad irons on the back. Have stovepipe connected to the stove and elbowed up behind the top

of the window. Place two washtubs on a washbench and distribute two or three buckets around. Put a washboard in the tubs. Lean a clothes horse against the side of the window. If you keep a store cat put him in the window to lie under the stove. It will add to the attractiveness of the display. Show the name in a prominent place.

III. Lawn Material.—Get enough grass rugs to cover the bottom of the window. Your photographer will lend them to you. If you have no photographer cover the floor of the window with green crêpon paper. Then get some loose cut grass and scatter well around. Place a lawn mower at one end of the window and a reel of garden hose at the other. Have one end of the hose attached to a sprinkler. Place a wooden rake in the centre near a heap of grass and lean a scythe against the side of the window. Also have a pair of grass shears and a sickle on the scene, and a bag of grass seed if the season is timely. Your name, as usual, should be in a prominent place.

IV. Dogs Days' Material.—Cover the floor of the window with green crêpon paper. Decorate an empty nail keg with red paper and place in central position. Place a large sized freezer on the keg. Place a semicircle of small freezers back of the central figure. Hang a number of window screens on the side of the window. Fill in the background with screen doors. Hang a thermometer in front of the nail keg and put an open bag of rock salt where it will easily be seen.

V. Saws, Axes, Etc.—Put a saw buck in the window and a good-sized log on it. Have two or three pieces sawed off and lying by the side as if they had fallen there. Also get a heap of sawdust from a carpenter shop and place under the buck in the proper place. Put a framed wood saw on the log or leaning against the buck. At the other end of the window have a chopping block surrounded by a lot of chips. Place an axe by the side of the block. Put a piece of wood, like sample in saw buck, on the chopping block and stick a hatchet in it. By the side of the window lean a number of wood saws and axes. Name as usual.

POINTS OF ARRANGEMENT AND DISPLAY.

The above illustrations are enough to show the essential points of their particular system of window display. Have one prevailing idea to show. Then show it. Do not cloud it with a lot of irreconcilables. Have the window arranged intelligently with articles that may suggest to the passers-by that they are the very things they need or will need. Remember that a quiet strain of humor is never out of place except at a funeral or when trying to collect an overdue account.

Have your yame identified with the articles shown.

As to "smart" signs in windows. If you

WIRE NAILS TACKS WIRE

Prompt Shipment

The ONTARIO TACK CO.
Limited
HAMILTON, ONT.

can get people to look in your window without the aid of a catchy sign so much the better. The public is more apt to remember the catchiness than your name. The only sign in your window should be the one bearing your name.

A little experimenting will bring about clearness on all obscure points.

Have each clerk try his hand at window arrangement in succession.

Saturday morning is the best time to trim a window.

A display should never, except under exceptional circumstances, stand more than a week.

When a particularly good display is shown prepare a news item about it and take it to the local papers where you advertise. They will be glad to print it.

PRICING GOODS IN WINDOWS.

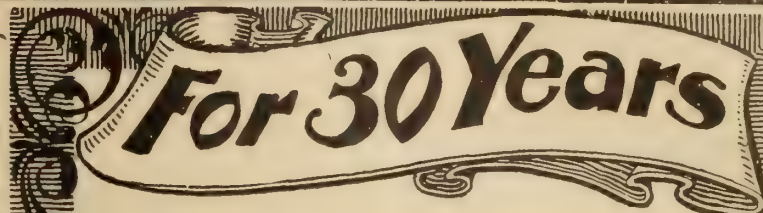
As a general rule price tags should not be attached to goods. It is more apt to lead to useless competition than to business. Robinson asks a customer \$4.50 for a lawn mower. "Oh, oh!" says the customer. "Thompson has one in his window just like that for \$3.50." It is useless for Robinson to try to explain that his \$4.50 machine is a better one than Thompson's \$3.50 mower. He may even show the customer one for \$3. "Oh, oh!" says the customer to himself. "Just to think that Robinson here would have charged me \$4.50 if I had not seen that one in Thompson's window." Of course, the customer is wrong, absolutely wrong. But he has made up his mind that Robinson's \$4.50 and Thompson's \$3.50 machines look a lot alike, and my man will leave Robinson without making a purchase. Robinson gets mad. He puts a \$3 mower in his window, marked \$3. Thompson hears of this, gets his blood up, and puts a similar mower in his window marked \$2.75. Finally the price of the \$3 machine comes down to \$1.98, perhaps \$1.48. There is also the possibility of \$1.23, but this I prefer not to contemplate. Nothing has been gained and the trade has been hurt. Local dealers should come to some understanding about this price mark question, and the agreement should be that, as a general rule, price tags are not to be attached to goods displayed.

PREVENTING INJURY TO GOODS IN WINDOW.

Each merchant must decide for himself as to the advisability of displaying goods easily shop worn. It comes down to a cold question whether the damage is adequate to the return. In the summer a wire screen can be arranged at the back of the windows to keep out the flies. This should come down as far as the brass rod and be tacked to a light wooden frame. The curtain will serve the purpose below the rod, and the wire screen must be so arranged that the brass rod can easily be bent out of its sockets. There will then be no trouble in moving small things, and pretty large ones, too, out of the window. The frame of the wire screen should be likely tacked or screwed to the window casing, so that it can be removed in a minute when necessary. Some hardwaremen use cloth mosquito netting, but this is inferior to wire netting. The best plan of all is to put fly proof articles in the window during fly time and dispense with screens entirely. It will be noted that none of the articles mentioned in the above examples can be damaged to any great extent by flies.

PRIZE WINDOW COMPETITION YOUR CUSTOMERS.

Invite the general public to submit schemes for dressing your window. Name the articles you wish displayed. Offer three prizes for the best suggestions. These



For 30 Years

Paint Economy

is best defined as "the sum total of the cost of the material and its application, divided by the number of times you have to repaint in a given term of years."

Figured in this manner

THE SHERWIN-WILLIAMS PAINT

can always show the greatest economy.

It is not made for low cost by the gallon, but for low cost by the job. It is made to give the greatest possible durability, the greatest covering capacity and, therefore, the greatest economy.

There's no other paint you can sell that will bring your trade to see so clearly that "the best is cheapest."

Profit and reputation are in S-W.P.—in it for you, if you take hold with us and use our methods of building business.

THE SHERWIN-WILLIAMS CO.

PAINT AND VARNISH MAKERS.

CHICAGO,
NEW YORK,

NEWARK,
MONTREAL,

CLEVELAND,
BOSTON,
TORONTO,

SAN FRANCISCO,
KANSAS CITY

prizes can take the form of cash, merchandise or rebate on purchases. Advertise this offer by putting a large sign in your window. Have the sign as large as the window will permit. Send a neatly typewritten mimeograph letter to your customers and prospective customers. Advertise the scheme generously in your local papers. Have reading notices in these same papers. Create interest in the contest. This can easily be done if the prizes are worth while. The prizes should be worth while, and it is as good an advertising investment as you can make. Have the three winning displays in your window in succession, each standing a week. Put a small card somewhere in each of these displays stating the winner's name. Also have a reading notice in your newspapers to the same effect. Thus at one stroke you will have received a wonderful lot of good, healthy, first-rate advertising, and will have taught the public to look in your window as it passes by. The above outlined plan applies more particularly to the small towns, although a modification of the above can easily be worked out for the larger cities.—G. T. Weston, in Iron Age.

SUBTERRANEAN TELEPHONE SYSTEM.

The success that has attended the laying of the subterranean telegraph cable between London and Birmingham, a distance of 113 miles, has prompted the postal authorities to utilize the cable for telephoning. This is considered to mark the limit of underground telephoning with the existing apparatus. Several of the leading other Provincial towns, such as Liverpool, have petitioned the postal authorities to connect their cities

with London by a direct subterranean cable, such as that running to Birmingham, but their requests have been refused until a method of transmitting underground telephonic messages over long distances is found. The British post office is gradually providing a reliable telephone system throughout the whole of the United Kingdom by the aid of the telegraph wires. For this purpose \$10,000,000 has been authorized by Parliament, a large portion of which sum, however, is being expended upon the London telephone system, which it is expected will be partly in operation in the autumn of this year. The competition between the Government and municipal telephone systems on the one side, and The National Telephone Company, which has hitherto enjoyed a monopoly, on the other side, is very keen. One town in the south of England, the first to possess a municipal telephone has been the means of reducing the charge of the private company from \$50 to \$20 per annum.—Scientific American.

A NEW LAMP.

The Ontario Lantern Co., of Hamilton, have just made a shipment of incandescent pressure lamps, which they are manufacturing for The Emerson Incandescent Oil Light Co., of Ottawa, who own and control the patent for the same. This is an all metal portable table lamp, unique in design and finish, and light in weight.

Mr. V. L. Emerson, the patentee, claims that this lamp will produce from 150 to 200 candle power at a cost of less than 1c. per hour, and is warranted not to emit any odor, and to be perfectly safe.

PAINT MEN PICNIC.

WEDNESDAY, July 10, was a red letter day for the employes of The Sherwin-Williams Co., Montreal. At 9 o'clock in the morning about 250 people, including the employes, their families and friends, started out for Bout de L'Isle, on the special cars engaged by this company for the occasion of their annual picnic.

There had been a slight rainfall early in the morning, but it soon cleared up, and the weather for the rest of the day was perfect. On arrival at the grounds, a programme of races and games was carried out in a business-like fashion, the winners of the various events being as follows:

100 yards' dash—1, C. S. Bann; 2, J. Hillard; 3, R. H. McMaster.
50 yards' dash (ladies)—1, E. Agnew; 2, G. Whitehead; 3, E. Whitehead.
Hop, step and jump—1, J. Ellard; 2, E. Raymond; 3, B. McGerrigle.
Sorting boots—1, S. Grey; 2, G. E. Radford; 3, W. Hutchings.
Obstacle race—1, C. S. Bann; 2, S. Gray; 3, J. Quinn.
Egg race (ladies)—1, K. Clements; 2, M. Smith; 3, E. Whitehead.
Tug-of-war—Won by J. Clements' team.
Baseball game (factory vs. office)—Won by factory.

In the afternoon, appropriately brief speeches were made by the manager, superintendent and visiting representatives from the Cleveland and Chicago houses, who also expressed their pleasure at being present, after which the prizes were distributed, and the rest of the day was pleasantly spent in dancing and engaging in the various amusements with which the park is provided.

The cars, which returned in the evening, carried a tired, sunburned, but extremely enthusiastic crowd, back to the city. Any one passing within earshot on Wednesday evening would have heard something like this:

In Cleveland city is made a paint well known to widest fame,
All others try to imitate, but none are just the same;
It spreads and covers and shines and lasts, the best on land or sea,
So come and join the chorus, boys, and shout the words with me.

Chorus:

For O! for O! the whole world must agree
There is only one paint that will cover the earth,
and that's S.-W.P.

The event was unanimously pronounced to be the most successful picnic which this company has ever held.

SMALLER PIG IRON OUTPUT.

LAST week's issue of The Iron Age contains the usual monthly summary of capacity of pig iron furnaces in part as follows:

"So far as existing plant is concerned, our capacity for the production of pig iron is now pretty close to the maximum. A few new furnaces will still come in during the next

few months, notably Neville Island, which started since the beginning of the month; a new South Chicago; a new Sharon; a new Pioneer, in Alabama; Port Oram, in New Jersey; Warwick, in the Schuylkill Valley, and Colorado, in the West. But the old plants are pretty well strained to the utmost, and we may at times witness a good deal of blowing out for repairs. Stocks have again shown some decrease.

"The weekly capacity of the furnaces in blast on July 1 compares as follows with that of the preceding periods:

	Furnaces in Blast	Capacity Per Week. Gross Tons.
July 1, 1901.....	249	319,951
June 1.....	251	314,515
May 1.....	250	301,115
April 1.....	259	193,676
March 1.....	148	292,99
February 1.....	245	278,238
January 1.....	133	154,351
December 1, 1900.....	211	218,816
November 1.....	201	215,314
October 1.....	213	223,19
September 1.....	228	231,778
August 1.....	241	214,416
July 1.....	284	283,413

FURNACE STOCKS.

"The position of furnace stocks, sold and unsold, as reported to us, was as below on

July 1, the same furnaces being represented as in former months. This does not include the holdings of the steel works producing their own iron:

Stocks.	March 1.	June 1.	July 1.
Anthracite and coke.....	455,840	333,813	327,761
Ch. coal.....	80,603	73,910	64,837
Totals.....	536,443	407,723	392,598

STATISTICAL POSITION OF BRITISH BLAST FURNACES.

The returns of the furnaces in blast in the United Kingdom at the end of the half-year are given in our supplement with the current issue of The Iron and Coal Trades Review. It will be noted that there were, at the end of June, 330 furnaces in blast, which is an increase of 13 compared with the number in blast at the end of the previous quarter, but is yet a decrease of 73 furnaces compared with the number blowing at the end of the year 1899. The total number of furnaces being rebuilt or relined at the end of June was 58, which number would be equal to an addition of 1,300,000 tons per year to the British output of pig iron, at the yearly average of 1900.—Iron and Coal Trades Review.

DISTINGUISHING FEATURES

that mark the difference between the best Single Gun and others:

Semi-Hammerless.
Trigger Action (neither side nor top snap).
Automatic Ejector or Non-Ejector (at option of user).
Flush Head Locking Bolt (positive and simple).
Absolutely safe (accidental discharge impossible).
Metal Tipped Fore End.

Features that are found only in the

IVER JOHNSON

The World's Single Gun Standard of Excellence.



Iver Johnson's Arms & Cycle Works,

Branches—New York—99 Chambers St.
Boston—165 Washington St.
Worcester—361 Main St.

FITCHBURG, Mass.



E. B. SALYERDS

Manufacturer of

Hockey Sticks

PRESTON,

Ontario, Canada.

The Best Stick.

Made of Rock Elm.

Wholesale Trade Only Supplied.

Ask your Wholesale House for the Preston make of Stick.

Write for Prices.

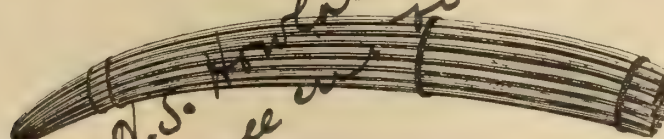
H. S. HOWLAND, SONS & CO.

37-39 Front Street West, **Toronto.**

WHOLESALE
ONLY

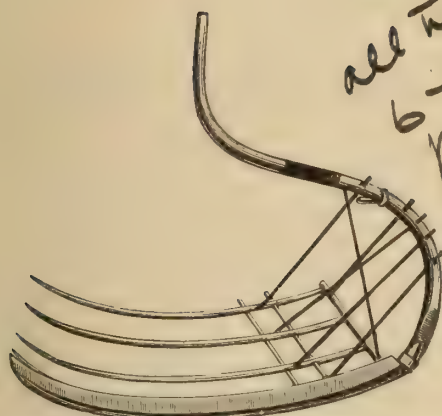
ONLY
WHOLESALE

HARVEST TOOLS.

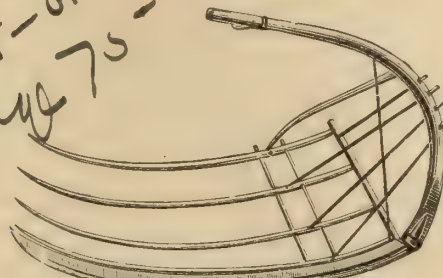


Cradle Fingers.

*all to H.S. Howland
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page 75*

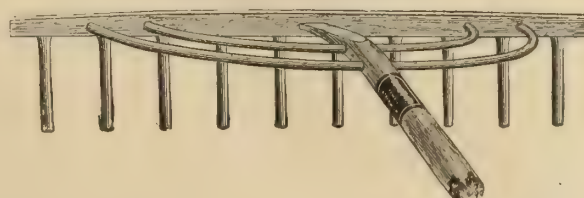


HALF MULAY, Wood Brace Complete
Iron " "



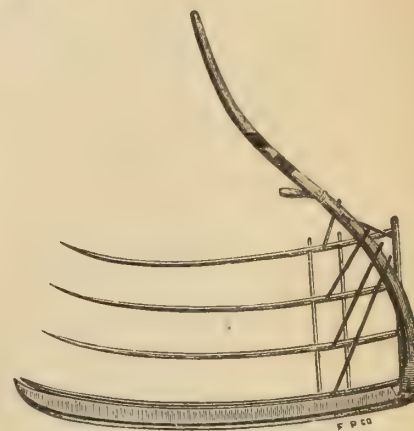
FRENCH MULAY, Wood Brace Complete.
Iron " "

Wood Hay Rakes.



Wood Bows, Straight Handles.
" Bent " "

Iron Bows, Straight Handles.
" Bent " "



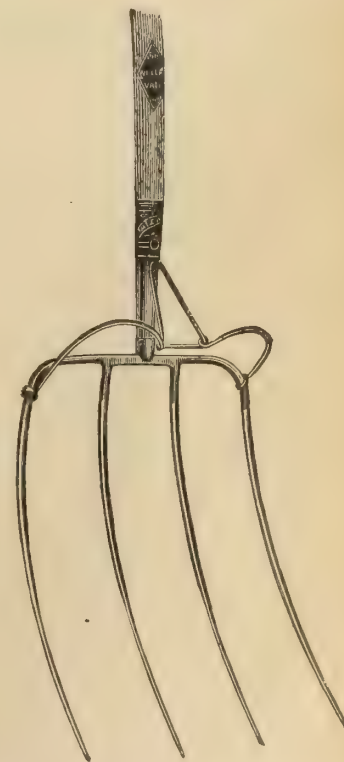
TURKEY WING, Wood Brace Complete



Hay Forks.



Wood Barley Forks, with Guard.



Steel Barley Forks, with and without Guard.

H. S. HOWLAND, SONS & CO., Toronto.

WE SHIP
PROMPTLY

Graham Wire and Cut Nails are the Best.

Factory: Dufferin Street, Toronto.

OUR PRICES
ARE RIGHT

TRADE IN COUNTRIES OTHER THAN OUR OWN.

ORDERS for wire nails are less frequent and smaller quantities are being called for. Outside mills are now offering nails at slight concessions in price, which causes a feeling on the part of many in the trade that the market price may be affected thereby before long. The conservative trade are avoiding the accumulation of stocks in anticipation of a possible decline in prices.—Iron Age.

PIG IRON IN GREAT BRITAIN.

Iron and Coal Trades Review, July 5:—The general condition of the pig iron markets is rather more satisfactory than last week. In the Cleveland district business is looking up again, and prices are firmer. The recent drop seems to have been brought about largely by speculative operations, and while the market was perceptibly weakening, ordinary consumers naturally held off, waiting to place their orders at the time most favorable to themselves. The upward turn in quotations has brought many of these into the market, and more activity has resulted; makers having placed some very satisfactory orders on their books this week. No. 3 has been raised by some makers to 45s., and 44s. 3d. appears to have been the minimum accepted, whereas last week 44s. was taken. Warrants, too, have gone up slightly since our last. In the other districts there has not been much change. There being no recent drop to recover, there has been no rise. More inquiries are reported, and makers are in the main steadily adhering to their quotations, despite opportunities offering of booking large orders at concessions, and in many cases are chary of entering into future engagements of any importance on present terms. The following is a statement of the public stocks:—

	Change during 1901.		
	Tons	increase	decrease
Conna's at Glasgow.....	59,600	.....	11,600
Conna's at Middlesbrough..	97,800	.....	.....
Railway Stores, Middlesbrough	8,800	48,500	.....
Conna's at Middlesbrough,	.....	.....	.....
hematite	4,800	2,700	.....
Cumberland & Barrow Stores,	22,000	.....	457

HARDWARE TRADE IN THE UNITED STATES.

At this season many influences tend to reduce the volume of business. Travellers are nearly all at home and there is thus a cessation in the active pursuit of orders. Principals and employees are enjoying or looking forward to vacations. With the lessened demand for goods there is with both manufacturing and mercantile establishments more or less attention given to the review of the course of things during the half year just passed and the closing up of its business. Preparations are also making for the prosecution of trade in the opening season. This calls for new plans and enterprises, the consideration of which receives a good share of the attention of progressive manufacturers and merchants. Factories are also being shut down and overhauled and in some cases enlarged to meet the demands of the trade with increased facilities. The condition of the market, too, encourages a waiting policy, so that while there is a good deal of buying going on, it is not, as a rule, in especially large quantities. While these influences operate against a heavy volume of business, it is gratifying to note that there continues to

be a good demand, and the general situation is eminently satisfactory. The promise of the crops is on the whole excellent, and there thus appears to be a basis for general prosperity.

Notwithstanding setbacks in certain directions and in certain lines of goods, it is evident that the general export business of the country is larger than ever before, and that in this trade hardware and metal products are holding an important place. Industrial and manufacturing enterprises continue to be actively prosecuted and there is more building than for several years. The state of the market is such that the trade in most lines feel safe in placing orders for their requirements for the near future, but there is practically no disposition to speculate and a conservative policy is generally regarded as prudent.—Iron Age.

THE TINPLATE TRADE.

The market has been very quiet during the past week buyers having filled their requirements for some little time, evidently preferring to hold off as much as possible in anticipation of lower figures. Makers, however, are very firm in their quotations, and as they all seem to be pretty well booked ahead, plates for near delivery command a premium, so much so that 14s. per box f.o.b. Liverpool was paid the other day for a parcel of 1C 14 x 20 112 sheets, 108 lb. Bessemer cokes, delivery this month. For forward delivery makers' quotations vary very much. There are sellers of 1C 14 x 20 Bessemer cokes at 13s. 11-2d. per box f.o.b. Wales, while some works are asking 13s. 4 1-2d. and 13s. 6d. 13s. 11-2d. is about their present value, however, and transactions have taken place at this, with lights at the usual reduction.

There has been a good deal of inquiry for 28 x 20's, both in 112 and 56 sheets, but little actual business has taken place. Common 112 sheets 216 lb. Bessemer cokes were sold this week at 26s. 9d., and some 56 sheets 108 lb. at 13s. 7 1-2d. and 13s. 9d. per box (both f.o.b. Wales), but the quantities were not large.

The Continental inquiry has been very good, but present quotations seemingly do not meet with buyers' views, as there is only a small business reported on the week. One or two lines have been booked for August-September delivery, at from 13s. 4 1-2d. to 13s. 9d. basis, and a few rather good sizes for October were done at 13s. 4 1-2d. in Bessemer steel, Siemens cokes commanding from 11 1-2d. to 3d. more money.

The home trade is brisk, and wasters of all descriptions command a steady sale, 14 x 20 full weights having been sold during the week at 12s. 7 1-2d. and 12s. 9d. per box f.o.b. Wales; 14 x 18 3-4 and 20 x 10 are also in good request, and sales have taken place at 12s. 6d. to 12s. 7 1-2d., and 16s. 6d. to 16s. 9d. per box respectively.—Iron and Coal Trades' Review, July 5.

NEW YORK METAL MARKETS.

TIN—There was more doing in spot tin in London, the record sales amounting to 120 tons, and the market showed a further advance of 7s. 6d., closing firm. Meanwhile futures are tending downward in the English market. The early cable showed a decline of £1 since last night, but later 5s. of this loss was recovered. The Singapore quotation c. i. f. London stood at £117 5s., against £119 yesterday. Spot tin was dull

THE CANADA PAINT COMPANY

LIMITED

Montreal and Toronto

are the Leading Manufacturers of Colors, Varnishes and Paints in the Dominion of Canada, for home and export trade. **FIRST HANDS** for everything used by Decorator, Painter or Finisher.

Makers of Coach Builders' Specialties.

Catalogues,
Color Cards and
Close Prices
upon application to

THE CANADA PAINT COMPANY

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Montreal and Toronto

in the New York market, and at the close prices were nominal at 27.60 to 27.80c. Sales of 25 tons July were made at 27.45c. Futures were not mentioned. As intimated yesterday, shipments from the Straits for the first half of July were large, being 2,160 tons, compared with 1,200 tons for corresponding period last year. There have been further arrivals of 150 tons, making the total since July 1, 1,351 tons. —

COPPER—The situation in this market has undergone no change, the demand being light and prices steady at 17c. for Lake Superior and 16 5-8c. for electrolytic and casting. The statistics of production published to-day give the output for June as 22,401 tons, and for the six months as 133,394 tons, against 134,577 tons for the same period last year. The upward movement in London was checked to-day, the market reacting, and closed 5s. lower on spot and 6s. 3d. on futures. There was comparatively little done in the former, but futures were fairly active.

PIG LEAD Nothing new was presented in this market, which closed steady but quiet at the old quotation of 4.37 1-2c. for lots of 50 tons or more. In St. Louis conditions were much the same as for some time past, prices being maintained under small supplies and more or less demand at 4.25 to 4.30c. for soft Missouri and 4.35 to 4.40c. for chemical. The London market was unchanged.

SPELTER—The market remains dull, with prices nominal and rather easy at 3.90 to 3.95c. St. Louis remained quiet at 3.80c. London cabled an advance of 5s.

REGULUS ANTIMONY The market is quiet but steady and unchanged at \$1.2 to 10 1-4c., as to brand.

OLD METALS—Trade is dull and prices are somewhat nominal.

IRON—The iron markets are in a quiet condition, the business in progress being almost wholly in the nature of deliveries on existing contracts or small purchases to cover some passing needs. The development and progress of the strike ordered by the Amalgamated Association is being watched with interest, but it is held to be altogether too soon to calculate its effects upon trade.

TINPLATE — The market remains quiet and without new features.

STRIKES KILLED THE STOVE TRADE

TWENTY years ago the cities of Albany and Troy were the centres of stove manufacture in America. About that time the competition of some western points began to be felt. While the stove manufacturers of Albany and Troy appreciated the danger, their skilled employees, banded together in a strong moulders' union, ignored it and argued that the then existing conditions could not be changed. Their locality was nearer the source of the pig iron supply, says Mr. R. W. Hunt, in Cassier's Magazine, and could, therefore, always command cheaper iron; and beyond all, no other points had the same moulding sand, and, without that, successful competition against Troy and Albany stoves was impossible. So strike followed strike. In many of these the men carried their points. The conditions governing the employment of apprentices, the hours of labor, and the amount of work produced per man were all satisfactorily controlled; but the development of the natural resources of the great American Northwest was not. To-day the blast furnaces of the Hudson River Valley are a tradition, and the stove foundries of

Troy and Albany are diverted to other uses, or less crumbling ruins; while those of Detroit, Aurora, Milwaukee, and other cities farther west are echoing the thud of the hammer, the clank of the moulding machine, and the blast of the cupola.

THE RIGHT TEMPERATURE FOR VARNISH.

VARNISH is so often applied under unsatisfactory conditions of temperature and is subjected to such extremes of heat and cold while it is kept in stock, that many unsatisfactory jobs are thought to be the fault of the varnish, when really the trouble is all due to the wrong temperature.

The best temperature for the varnishing room is 70 degrees. It is necessary in order to produce the best results, to have the varnish and the surface over which it is to be applied of about the same temperature as the room. If the room is too cold the varnish is liable to run, will not dry satisfactorily and may pit. If the surface is too cold the result is apt to be much the same as if the room were cold. The pitting may be accounted for by the varnish contracting after it has been spread out over a cold surface.

If the varnish is cold it will be too heavy, will work hard and it will be almost impossible to get a good, smooth, finished surface.

To keep the varnish at right temperature it is well to keep it in a cool place in summer and a warm place in winter. It should never be stored in cold, damp cellars nor in extremely cold rooms, where there is no heat in winter. If it is not possible to keep it in a place that is warm enough it is advis-

able to bring the varnish into the room long enough before using, so that it may become thoroughly warmed through. It is well to warm the cup before putting varnish into it. It might do to put the can on a radiator for a while, being careful to open it first. It should not be allowed to get hot though, as this would make the varnish too thin, and would be apt to cause it to pit if applied when it was much warmer than the surface.

In cold weather it is well, if possible, to do the varnishing in the morning, so as to have the benefit of the warmer air during the day to assist the drying.

In short, to get the best results varnish should not be exposed to extremes of heat or cold. We keep our varnish storage buildings at a temperature of about 70 degrees all the year 'round. Then in applying varnish the most satisfactory results will be obtained if the room, the varnish and the surface are all at about a temperature of 70 degrees.—W. R. Sieplein in The Chameleon.

PERSONAL MENTION.

Mr. C. R. Peckover, of R. A. Baines' staff, Toronto, is holidaying in Salisbury, Ont.

Mr. Albert H. Hough, Toronto, Western representative of the Montreal Rolling Mills Co., is holidaying on the Coast.

Mr. E. W. McCarty, representing J. C. McCarty & Co., New York, was in Toronto this week and called on the wholesale hardware trade.

BUTLER'S

FAMOUS Sheffield Cutlery.

Fish and Dessert Knives; Spoons and Forks;
Cabinets and Cases of Cutlery and Plate.



"BUTLER" was registered as a
Trade Mark, A.D. 1768.



Sole Makers of the celebrated
"KEEN" Razors, "CAVENDISH"
brand of Table Knives and Carvers.

HIGHEST AWARDS.

SPECIAL MENTION.

—Full Line of Samples and stock at—

GEORGE BUTLER & Co.'s

LONDON SHOWROOM: 62 HOLBORN VIADUCT, E.C.
(Over Snow Hill Station.)

MANUFACTORY:

Trinity Works, SHEFFIELD, ENG.

MARKETS AND MARKET NOTES

QUEBEC MARKETS

Montreal, July 19, 1901.

HARDWARE.

DESPITE the hot weather a seasonable business has been done during the past week; in fact, the outlook is more encouraging. The Province of Quebec account is much more hopeful. The immense hay crop has materially improved the condition of the country and dealers are now ordering with more freedom. There have been a few failures in this district, but fortunately their number is limited. Little money is coming from the Northwest, but little has been expected. The market does not show many new features. The iron market remains very firm and the advances on cut nails, iron pipe and bar iron are readily obtained. Harvest tools are in brisk demand and scythes are reported scarce. Quite a few freezers and refrigerators are still selling as well as a surprising number of lawn mowers. Quite a number of travellers are in the city arranging their fall samples, and, indeed, the fall trade may now be said to be commencing. Guns are being inquired for, ammunition is beginning to sell, and orders for axes and shovels are being booked. Sheet metals continue extremely scarce, with wire plates unobtainable in large quantities.

BARB WIRE—The demand for barb wire

is pretty well over for the season. Stocks in wholesalers' hands are not large. The price is still \$3.05 per 100 lb. f.o.b. Montreal.

GALVANIZED WIRE—The amount of new business now passing is not large, trading being confined to sorting orders. We quote No. 5, \$1.25; Nos. 6, 7 and 8 gauge, \$3.55; No. 9, \$3.10; No. 10, \$3.75; No. 11, \$3.85; No. 12, \$3.25; No. 13, \$3.35; No. 14, \$1.25; No. 15, \$4.75; No. 16, \$5.

SMOOTH STEEL WIRE—There is still a fair demand reported. The market is steady. We quote oiled and annealed as follows: No. 9, \$2.80; No. 10, \$2.87; No. 11, \$2.90; No. 12, \$2.95; No. 13, \$3.15 per 100 lb. f.o.b. Montreal, Toronto, Hamilton, London, St. John and Halifax.

FINE STEEL WIRE—A small trade is passing at the old discount, 17 1/2 per cent.

BRASS AND COPPER—This line is featureless this week. The discounts are 55 and 2 1/2 per cent. on brass, and 50 and 2 1/2 per cent. on copper.

FENCE STAPLES—The demand is limited just now. We quote \$3.25 for bright, and \$3.75 for galvanized, per keg of 100 lb.

WIRE NAILS—The heavy demand continues and there is still difficulty found in securing enough 1 1/2 nails to fill large orders. We quote \$2.85 for small lots and

\$2.77 1/2 for carlots, f.o.b. Montreal, London, Toronto, Hamilton and Gananoque.

CUT NAILS There is no change to report. The advance has not injured the sales. We quote \$2.45 for small and \$2.35 for carlots; flour barrel nails, 25 per cent. discount; coopers' nails, 30 per cent. discount.

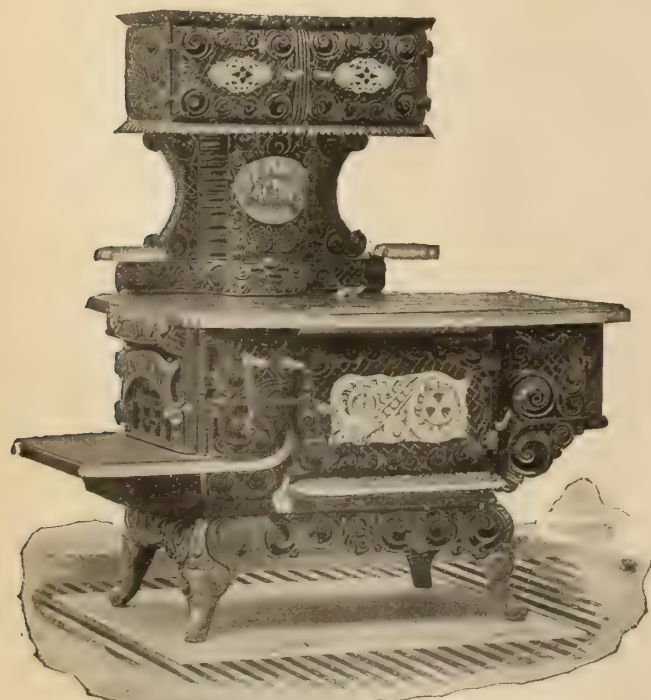
HORSE NAILS Horse nails are beginning to move in larger quantities. The discounts are unchanged. "C" brand is held at a discount of 50 and 7 1/2 per cent. off the new list. "M" brand is quoted at 60 per cent. off old list on oval and city head, and 66 2/3 per cent. off countersunk head. Monarch's discount is 66 2/3 per cent., and 70 per cent. in 25-box lots.

HORSESHOES—Some inquiries have been received this week, but business is not heavy in this line. We quote as follows: Iron shoes, light and medium pattern, No. 2 and larger, \$3.50; No. 1 and smaller, \$3.75; snow shoes, No. 2 and larger, \$3.75; No. 1 and smaller, \$4; X L steel shoes, all sizes, 1 to 5, No. 2 and larger, \$3.60; No. 1 and smaller, \$3.85; feather-weight, all sizes, \$4.85; toe weight steel shoes, all sizes, \$5.95 f.o.b. Montreal; f.o.b. Hamilton, London and Guelph, 10c. extra.

POULTRY NETTING—Stocks are again complete and dealers are selling at a discount of 55 per cent.

GREEN WIRE CLOTH There is still

THE FAMOUS ACTIVE RANGE.



With Reservoir and High Shelf.

Made in 42 styles and sizes.

Burns coal, coke or wood.

Has ventilated oven and thermometer on oven door.

The most perfect cooking range made.

We have improved many of our last year's stoves, and also added some new lines, making our list of cooking and heating stoves and ranges the largest and best assorted in Canada.

Write for our new pocket price list just issued.

We will also be pleased to supply you **free** with any advertising matter you can use to advantage.

THE McCLARY MFG. CO.

LONDON,

TORONTO,

MONTREAL,

WINNIPEG,

VANCOUVER

AND

ST. JOHN, N.B.

THE PAGE-HERSEY IRON & TUBE CO.

Limited

MONTREAL

Manufacturers of

Wrought Iron Pipe

For Water, Gas, Steam, Oil,
Ammonia and Machinery.

**DRAIN PIPES,
PORTLAND CEMENTS,
FIRE BRICKS AND CLAY
SILICA AND MAGNESIA
BRICKS,**

with specially prepared mortar.

Contractors' and Founders'
Supplies.

F. HYDE & CO.

31 WELLINGTON ST., MONTREAL

... FULL STOCK ...

Salt Glazed Vitrified



Double Strength Culvert Pipe
a Specialty.

THE CANADIAN SEWER PIPE CO.

HAMILTON, ONT. TORONTO, ONT.
ST. JOHNS, QUE.

Deseronto Iron Co.

LIMITED

DESERONTO, ONT.

Manufacturers of

Charcoal Pig Iron

BRAND "DESERONTO."

Especially adapted for Car Wheels, Malleable Castings, Boiler Tubes, Engine Cylinders, Hydraulic and other Machinery where great strength is required; Strong, High Silicon Iron, for Foundry Purposes.

quite a quantity of wire cloth called for. We quote \$1.35,

SCREEN DOORS AND WINDOWS. Some fresh orders are still received. Prices are unchanged. We quote: Screen doors, plain cherry finish, \$7.30 per doz.; do. fancy, \$11.50 per doz.; walnut, \$7.30 per doz., and yellow, \$7.45; windows, \$2.25 to \$3.50 per doz.

SCREWS.—Large quantities of screws have been sold this week. Discounts are: Flat head bright, 87 1-2 and 10 per cent. off list; round head, bright, 82 1-2 and 10 per cent.; flat head, brass, 80 and 10 per cent.; round head, brass, 75 and 10 per cent.

BOLTS.—The demand has been very brisk this year and it continues in undiminished ratio. Discounts are as follows: Norway carriage bolts, 65 per cent.; common, 60 per cent.; machine bolts, 60 per cent.; coach screws, 70 per cent.; sleigh shoe bolts, 72 1-2 per cent.; blank bolts, 70 per cent.; bolt ends, 62 1-2 per cent.; plough bolts, 60 per cent.; tire bolts, 67 1-2 per cent.; stove bolts, 67 1-2 per cent. To any retailer an extra discount of 5 per cent. is allowed. Nuts, square, 4c. per lb. off list; hexagon nuts, 4 1-4c. per lb. off list. To all retailers an extra discount of 1-4c. per lb. is allowed.

BUILDING PAPER. Fair amounts are selling. We quote as follows: Tarrad felt, \$1.70 per 100 lb.; 2-ply ready roofing, 80c. per roll; 3-ply, \$1.05 per roll; carpet felt, \$2.25 per 100 lb.; dry sheathing, 30c. per roll; tar sheathing, 40c. per roll; dry fibre, 50c. per roll; tarred fibre, 60c. per roll; O.K. and I.X.L., 65c. per roll; heavy straw sheathing, \$28 per ton; slaters' felt, 50c. per roll.

RIVETS AND BURRS.—There is a change to report. Discounts on best iron rivets, section, carriage, and wagon box, black rivets, tinned do., coopers' rivets and tinned swede's rivets, 60 and 10 per cent.; swedes iron burrs are quoted at 55 per cent. off; copper rivets, 35 and 5 per cent. off; and coppered iron rivets and burrs, in 5 lb. carton boxes, are quoted at 60 and 10 per cent. off list.

BINDER TWINE.—Those who bought early in the season before the advances are selling good quantities of binder twine. We quote as follows: Blue Ribbon, 11 1-2c.; Red Cap, 9 3-4c.; Tiger, 8 3-4c.; Golden Crown, 8c.; Sisal, 8 1-4c.

CORDAGE.—This market continues to evince considerable activity. Prices are steady. Manila is worth 13 1-2c. per lb. for 7-16 and larger; sisal brings 10c. and lath yarn, 10c.

HARVEST TOOLS.—All kinds of harvest tools are lively, sorting orders making up a brisk trade. Scythes are in short supply. The discount is 50, 10 and 5 per cent.

SPADES AND SHOVELS.—In small request. The discount is 40 and 5 per cent.

LAWN MOWERS.—A few more sales are reported again this week. We quote: High wheel, 50 and 5 per cent. f.o.b. Montreal; low wheel, in all sizes, \$2.75 each net; high wheel, 11-inch, 30 per cent. off.

FIREBRICKS.—A very small business is being done. We quote: Scotch at \$17.50 to \$22, and English at \$17 to \$21 per 1,000 ex wharf.

CEMENT.—There is a fair demand for cement, principally German and American. We quote: German cement, \$2.35 to \$2.50; English, \$2.25 to \$2.35; Belgian, \$1.70 to \$1.95 per bbl. ex wharf, and American, \$2.30 to \$2.45, ex cars.

Bar,
Hoop,
Sheet, **STEEL** Plates,
Angles,
Shapes

FOR PROMPT IMPORT AT
LOWEST PRICES.

Sanderson's Tool Steel

In Stock at Montreal.

A. C. LESLIE & CO.

MONTREAL.

IRON AND
BRASS

Pumps



Force, Lift and Cistern
Hand and Power.

For all duties. We can supply your wants with—quality the best and prices right. Catalogues and full information for a request.

THE R. McDOUGALL CO., Limited
Manufacturers, Galt, Canada.

ADAM HOPE & CO.

Hamilton, Ont.

We have in stock

**PIG TIN
INGOT COPPER
LAKE COPPER
PIG LEAD
SPELTER
ANTIMONY**

WRITE FOR QUOTATIONS.

Nova Scotia Steel Co.

Limited

NEW GLASGOW, N.S.

Manufacturers of

Ferrona Pig Iron

And SIEMENS MARTIN

Open Hearth Steel

If you are looking for a high-grade
Finish for floors

Granitine Floor Finish

is unsurpassed in durability and beauty of finish for natural wood and parquette floors, linoleums, oil cloth, cork matting, etc. Its transparency reveals the grain of the wood and its preserving qualities increase the life of the floor.

It is easier applied, more durable, makes better finish than wax preparations, and is free from all

Unpleasant Slipperiness.

Moving furniture or boot heels do not leave white marks, nor does soap, mud or water destroy its fine appearance.

SEND FOR SAMPLE ORDER.

MANUFACTURED ONLY BY

The Imperial Varnish & Color Co. LIMITED
TORONTO, ONT., CANADA.

Binder Twine Binder Twine

The John Bowman
Hardware & Coal Co.,

London, Ont.

Write us for close prices on
best quality American
Binder Twine.

Binder Twine Binder Twine

METALS.

The manufactured iron market is steady at the advances in bar iron and pipe, while pig iron remains as before. The sheet metals are firm with some of them decidedly scarce. Terne plates cannot be had in 10-box lots, except at a high premium. Shipments contracted for from England in June have not been despatched yet.

PIG IRON—There seems to be little demand for pig iron just now and only a few transactions are occurring at \$20 to \$20.50 for No. 1 Summerlee, and \$17.50 to \$18 for Canadian.

BAR IRON—The advance in bar iron is maintained and dealers are getting \$1.80 to \$1.85 for merchants' bar and \$2.10 to \$2.15 for horseshoe.

BLACK SHEETS—The demand is moderate and supplies light. We quote : 8 to 16 gauge, \$2.50 to \$2.60 ; 26 gauge, \$2.55 to \$2.65, and 28 gauge, \$2.60 to \$2.70.

GALVANIZED IRON—A fair trade is being done in this line at firm prices. We quote as follows : No. 28 Queen's Head, \$4.25 ; Apollo, 10 3-4 oz., \$4.25, and Comet, \$4, with 25c. extra in less than case lots.

COPPER—Is firm at 17 3-4 to 18c.

INGOT TIN—Lamb and Flag is worth 32 3-4 to 33c.

LEAD—The market is rather easy at \$3.50 per 100 lb.

LEAD PIPE—There is a constant inquiry reported by the trade. We quote 7c. for ordinary and 7 1-2c. for composition waste, with 30 per cent. off.

IRON PIPE—There is quite a strong demand for pipe just now and the higher prices are being obtained. We quote as

follows ; Black pipe, 1-4, \$2.80 per 100 ft. ; 3-8, \$2.80 ; 1-2, \$3 ; 3-4, \$3.30 ; 1-in., \$4.75 ; 1 1-4, \$6.45 ; 1 1-2, \$7.75 ; 2-in., \$10.35. Galvanized, 1-2, \$4.60 ; 3-4, \$5.25 ; 1-in., \$7.50 ; 1 1-4, \$9.80 ; 1 1-2, \$11.75 ; 2-in., \$16.

TINPLATES—There is no change to report. Stocks are quite light, with the demand limited. We quote : Coke plates, \$3.75 to \$4 ; charcoal, \$4.25 to \$4.50 ; extra quality, \$5 to \$5.10.

CANADA PLATE—The inquiries for Canada plate have not been numerous during the past week. We quote : 52's, \$2.45 ; 60's, \$2.55 ; 75's, \$2.60 ; full polished, \$3, and galvanized, \$3.90.

STEEL—Unchanged. We quote : Sleighshoe, \$2.00 ; tire, \$2.05 ; bar, \$2 ; spring, \$2.75 ; machinery, \$2.75, and toe-calk, \$2.50.

SHEET STEEL—We quote : Gauges, No. 10 to 20, \$2.50.

TOOL STEEL—Black Diamond, 8c. and Jessop's, 13c.

TERNE PLATES—High values have been obtained in certain transactions this week. Goods are very scarce. They are worth \$7.50 to \$7.75.

COIL CHAIN—A fair business is passing in coil chain at firm prices. We quote : No. 6, 12 1-2c. ; No. 5, 10 1-2c. ; No. 4, 10c. ; No. 3, 9 1-4c. ; 1-4-inch, 7 1-4c. per lb. ; 5-16, \$4.75 ; 5-16 exact, \$5.20 ; 3-8, \$4.20 ; 7-16, \$4 ; 1-2, \$3.80 ; 9-16, \$3.70 ; 5-8, \$3.50 ; 3-4, \$3.45 ; 7-8, \$3.40 ; 1-in., \$3.40. In carload lots an allowance of 10c. is made.

SHEET ZINC—In fair demand at \$5.75 to \$6.

ANTIMONY—Quiet, at 10c.

ZINC SPELTER—Is worth 5c.

SOLDER—We quote : Bar solder, 18 1-2c. ; wire solder, 20c.

GLASS.

The market is steady and the demand well maintained. We quote as follows : First break, \$2.10 ; second, \$2.20 for 50 feet ; first break, 100 feet, \$3.90 ; second, \$4.10 ; third, \$4.60 ; fourth, \$4.85 ; fifth, \$5.35 ; sixth, \$5.85, and seventh, \$6.35.

PAINTS AND OILS.

Considering that this is now the hot season the demand for paints is very encouraging. The feature of the trade has been the extraordinary rush for paris green and some manufacturers have even been compelled to make extra quantities. Linseed oil is stationary just now, as is also turpentine. We quote :

WHITE LEAD—Best brands. Government standard, \$6.25 ; No. 1, \$5.87 1-2 ; No. 2, \$5.50 ; No. 3, \$5.12 1-2, and No. 4, \$4.75 all f.o.b. Montreal. Terms, 3 per cent. cash or four months.

DRY WHITE LEAD—\$5.25 in casks ; kegs, \$5.50.

RED LEAD—Casks, \$5 ; in kegs, \$5.25.

DRY WHITE ZINC—Pure, dry, 6 1-4c. ; No. 1, 5 1-4c. ; in oil, pure, 7 1-4c. ; No. 1, 6 1-4c. ; No. 2, 5 1-4c.

PUTTY—We quote : Bulk, in barrels, \$1.90 per 100 lb. ; bulk, in less quantity, \$2.05 ; bladders, in barrels, \$2.10 ; bladders, in 100 or 200 lb. kegs or boxes, \$2.25 ; in tins, \$2.55 to \$2.65 ; in less than 100-lb. lots, \$3 f.o.b. Montreal, Ottawa, Toronto, Hamilton, London and Guelph. Maritime Provinces, 10c. higher, f.o.b. St. John and Halifax.

LINSEED OIL—Raw, 83c. ; boiled, 86c.

in 5 to 9 bbls., 1c. less; 10 to 20 bbl. lots, open, net cash, plus 2c. for 4 months. Delivered anywhere in Ontario between Montreal and Oshawa at 2c. per gal. advance and freight allowed.

TURPENTINE—Single bbls., 55c.; 2 to 4 bbls., 54c.; 5 bbls. and over, open terms, the same terms as linseed oil.

MIXED PAINTS—\$1.20 to \$1.45 per gal.
CASTOR OIL—\$ 3-4 to 9 1-4c. in wholesale lots, and 1-2c. additional for small lots.

SEAL OIL—47 1-2 to 49c.

COD OIL—32 1-2 to 35c.

NAVAL STORES—We quote. Resins, \$2.75 to \$4.50, as to brand; coal tar, \$3.25 to \$3.75; cotton waste, 4 1-2 to 5 1-2c. for colored, and 6 to 7 1-2c. for white; oakum, 5 1-2 to 6 1-2c., and cotton oakum, 10 to 11c.

PARIS GREEN—Petroleum barrels, 18 3-4c. per lb.; arsenic, kegs, 19c.; 50 and 100-lb. drums, 19 1-2c.; 25-lb. drums, 20c.; 1-lb. packages, 20 1-2c.; 1-2-lb. packages, 22 1-2c.; 1-lb. tins, 21 1-2c.; 1-2-lb. tins, 23 1-2c. f.o.b. Montreal; terms 3 per cent. 30 days, or four months from date of delivery.

SCRAP METALS.

We have no change to report from last week. The market has been rather dull and values are not well maintained. Dealers are now paying the following prices in the country: Heavy copper and wire, 13 1-2 to 14c. per lb.; light copper, 12 to 12 1-2c.; heavy brass, 12 to 12 1-2c.; heavy yellow, 8 1-2 to 9c.; light, brass, 6 1-2 to 7c.; lead, 2 1-2 to 2 3-4c. per lb.; zinc, 2 1-4 to 2 1-2c.; iron, No. 1 wrought, \$11 to \$16 per gross ton f.o.b. Montreal; No. 5 cast, \$13 to \$14; stove plate, 88 to 89; light iron, No. 2, \$1 a ton; malleable and steel, \$1; rags, country, 60 to 70c. per 100 lb.; old rubbers, 6 3-4 to 7 1-4c. per lb.

HIDES.

The advance values are well maintained although business is not exceedingly brisk. We quote as follows: Light hides, 7c. for No. 1; 6c. for No. 2, and 5c. for No. 3. Lambskins, 15c.; sheepskins, 90c. to \$1; calfskins, 10c. for No. 1 and 8c. for No. 2. H & M

MARKET NOTES.

Mr. Alexander Gibb, who represents W. Gilbertson & Co., Limited, makers of "Comet" brand of galvanized iron, reports that the sales for this season have been very much in excess of any previous year. The prompt deliveries have been gratifying.

ONTARIO MARKETS.

TORONTO, July 19, 1901.

HARDWARE.

BUSINESS, while not as active as it was, is still better than might be expected, taking into account the fact that the travellers of some of the wholesale houses are taking their holidays. Letter orders are quite liberal, especially for such harvest tools as forks and scythes. Business is being well maintained in wire nails, and shingle nails of both the wire and cut descriptions are in good demand. In fence wires, business is gradually diminishing. The demand for oil stoves is still one of the features of the trade. In screws, rivets and burrs and bolts, the demand continues

good. A fair business is being done in both tinware and enamelled ware. Rope for hay-fork purposes continues in active request. Quite a good business is still to be noted in screen doors and windows, and a little green wire cloth continues to move out. The demand for ice cream freezers continues good. Stove and furnace manufacturers report that they are booking quite a few orders on future account. Payments are, on the whole, fair.

BARB WIRE—Business has got into smaller compass, and although the mills are shipping much much promptly than they were, a little delay is still being experienced. We quote: \$3 05 per 100 lb. from stock Toronto; and \$2 82 1/2 f.o.b. Cleveland for less than carlots, and \$2.70 for carlots.

GALVANIZED WIRE—A little business is being done, but the demand is not active. We quote: Nos. 6, 7 and 8, \$3.50 to \$3.85 per 100 lb., according to quantity; No. 9, \$2.85 to \$3.15; No. 10, \$3.60 to \$3.95; No. 11, \$3.70 to \$4 10; No. 12, \$3 to \$3 30; No. 13, \$3 10 to \$3 40; No. 14, \$4 10 to \$4 50; No. 15, \$4 60 to \$5 05; No. 16, \$4.85 to \$5.35. Nos. 6 to 9 base f.o.b. Cleveland are quoted at \$2.57 1/2 in less than carlots and 12c. less for carlots of 15 tons.

SMOOTH STEEL WIRE—Being between the seasons, the demand for oiled and annealed wire is naturally not large. The movement in hay-baling wire is still light. Net selling prices for oiled and annealed are as follows: Nos. 6 to 8, \$2.90; 9, \$2.80; 10, \$2.87; 11, \$2.90; 12, \$2.95; 13, \$3.15; 14, \$3.37; 15, \$3.50; 16, \$3.65. Delivery points, Toronto, Hamilton, London and Montreal, with freights equalized on those points.

WIRE NAILS—There does not appear to be any falling off in the demand, and the movement continues good. There is quite a demand for shingle nails. The base price is still \$2.85 for less than carlots, and \$2.77 1/2 for carlots. Delivery points Toronto, Hamilton, London, Gananoque and Montreal.

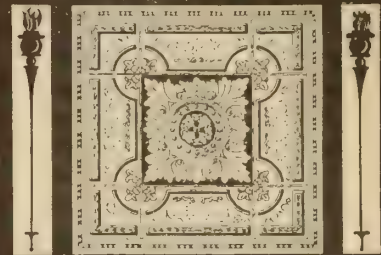
CUT NAILS—A good demand is still being experienced for cut shingle nails. Otherwise very little is being done in cut nails. The base price is \$2.45 per keg for less than carlots, and \$2.35 for carlots. Delivery points: Toronto, Hamilton, London, Montreal and St. John, N.B.

HORSE NAILS—Still a light business only is to be noted. Discount on "C" brand, oval head, 50 and 7 1/2 per cent. off new list, and on "M" and other brands, 50, 10 and 5 per cent. off the old list. Countersunk head 60 per cent.

HORSESHOES—Business is only moderate. We quote as follows: f.o.b. Toronto: Iron

OUR METALLIC CEILING AND WALLS

Are both artistic and serviceable.
Popularly used by practical people everywhere.



Easily applied—most moderate in cost—fire-proof, sanitary and wonderfully durable—with countless designs to select from.

Write us for booklet telling all about them.

METALLIC ROOFING CO., Limited
Wholesale Mfrs. TORONTO, CANADA.



Our Sheet Metal Fronts

Offer you splendid improvement, at small cost, for any style of building.

We make them complete, to suit any sized or shaped structure—the entire metal finish including door and window caps, cornices, etc.—in a great variety of styles.

They give a very handsome effect, and enduring, practical satisfaction.

We give estimates if you send measurements and outline of the building.

Think it over.

Metallic Roofing Co., Limited,
Wholesale Manufacturers,
Toronto, Canada.

shoes, No. 2 and larger, light, medium and heavy, \$3.60; snow shoes, \$3.85; light steel shoes, \$3.70; featherweight (all sizes), \$4.95; iron shoes, No. 1 and smaller, light, medium and heavy (all sizes), \$3.85; snow shoes, \$4; light steel shoes, \$3.95; featherweight (all sizes), \$4.95.

SCREWS—A good steady trade continues to be the feature in this line. Discounts: Flat head bright, 87 1/2 and 10 per cent.; round head bright, 82 1/2 and 10 per cent.; flat head brass, 80 and 10 per cent.; round head brass, 75 and 10 per cent.; round head bronze,

65 per cent., and flat head bronze at 70 per cent.

RIVETS AND BURRS—A fairly good business continues to be done and prices are steady and unchanged. We quote: Iron rivets, 60 and 10 per cent.; iron burrs, 55 per cent.; copper rivets and burrs, 25 and 5 per cent.

BOLTS AND NUTS—Activity is still the feature of trade in bolts and nuts, and prices are steady and unchanged. We quote: Carriage bolts (Norway), full square, 65 per cent.; carriage bolts full square, 65 per cent.; common carriage bolts, all sizes, 60 per cent.; machine bolts, all sizes, 60 per cent.; coach screws, 70 per cent.; sleighshoe bolts, 72½ per cent.; blank bolts, 60 per cent.; bolt ends, 62½ per cent.; nuts, square, 4c. off; nuts, hexagon, 4½c. off; tire bolts, 67½ per cent.; stove bolts, 67½; plough bolts, 60 per cent.; stove rods, 6 to 8c.

ROPE—There does not yet appear to be any falling off in the demand for rope for hay-fork purposes, especially in the ¾-in. size. The base price of manila is unchanged at 13½c. per lb. and sisal at 10c.

BINDER TWINE—Some sorting-up is being done. We quote: Pure manila, 650 ft., 12c.; manila, 600 ft., 9½c.; mixed, 550 ft., 8½c.; mixed, 500 ft., 8 to 8¼c.

SPORTING GOODS—A small business only is reported this week.

CUTLERY—The movement is light.

ENAMELLED WARE AND TINWARE—A fair trade is being done in both these lines.

OIL STOVES—The demand continues active, but the depleted condition of stocks is interfering with business.

ICE CREAM FREEZERS AND REFRIGERATORS—There is still quite a demand for ice cream freezers. Inquiries are still being received for refrigerators, but stocks are much depleted.

GREEN WIRE CLOTH—There is some movement in this line, but it does not amount to much. Price is unchanged at \$1.35 per 100 square ft.

SCREEN DOORS AND WINDOWS—There is rather a surprisingly good demand, considering the lateness of the season, being experienced for window screens. A few screen doors are also wanted, but stocks in these are much depleted. We quote: Screen doors, 4 in. styles, \$7.20 to \$7.80 per doz.; ditto, 3 in. styles, 20c. per doz. less; screen windows, \$1.60 to \$3.60 per doz., according to size and extension.

BUILDING PAPER—A good business is still to be noted. We quote: Building paper, 30c.; tarred paper, 40c., and tarred roofing, \$1.65.

POULTRY NETTING—The movement is only light. Discount 55 per cent.

HARVEST TOOLS—Some grain cradles are being asked for, and there is a lot of tools generally going out, particularly forks and scythes. The demand appears to even exceed anticipations. Discount, 50, 10 and 5 per cent.

SPADES AND SHOVELS—A few scoops are going out, but in spades and shovels generally the movement is light. Discount, 40 and 5 per cent.

EAVETROUGH—A fair quantity has gone out during the past week. Ten-inch is quoted at \$3.25 per 100 ft.

STOVES AND FURNACES—The travellers are putting in their best efforts before taking their holidays, and quite a number of orders have been booked for fall delivery.

CEMENT—There is no change. A big trade is doing. Prices are firm. We quote barrel lots as follows: Canadian portland, \$2.25 to \$2.75; German, \$3 to \$3.15; English, \$3; Belgian, \$2.50 to \$2.75; Canadian hydraulic, \$1.25 to \$1.50.

METALS.

There is a little more doing in pig iron. In metals generally trade is seasonably quiet. Some import orders are still being placed for Canada plates, tinplates and galvanized sheets.

PIG IRON—Foundrymen are placing orders for the next three months' supply, and business is in consequence more active than it was. We hear of transactions in Ontario pig iron at \$17.50 for No. 2 in two and three hundred ton lots. Local buyers report that it is at present difficult to get delivery of pig iron from the Sydney furnaces.

BAR IRON—The mills are still rushed with business and base price is firm at \$1.85 to \$1.90 per 100 lb.

STEEL—Trade continues good in most lines of steel and prices firm. We quote: Merchantable cast steel, 9 to 15c. per lb.; drill steel, 8 to 10c. per lb.; "B C" and "Black Diamond" tool steel, 10 to 11c.; Jessop's, Morton's and Firth's tool steel, 12½ to 13c.; toe calk steel, \$2.85 to \$3; tire steel, \$2.30 to \$2.50; sleighshoe steel, \$2.10 to \$2.25; reeled machinery steel, \$3; hoop steel, \$3.

GALVANIZED SHEETS—An active business is being experienced, and both large and small lots are in demand. Some business is still being done on import account. The ruling quotation on 28 gauge is still \$4.50 for English, and \$4.40 for American.

BLACK SHEETS—Trade is fair, with stocks light. We quote: 28 gauge, common at \$3, and 26 gauge dead flat at \$3.50.

CANADA PLATES—A few import orders are still being booked, but business, generally, is quiet. We quote all dull, \$2.90; half polished, \$3; and all bright, \$3.50.

TIN—Trading is in small lots. The New

Oakey's 'WELLINGTON' KNIFE POLISH

The original and only Genuine Preparation for Cleaning Cutlery. 6d. and 1s. Canisters.

JOHN OAKEY & SONS, LIMITED

MANUFACTURERS OF

Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England.

Agent:

JOHN FORMAN, 644 Craig Street MONTREAL

COVERT MFG. CO.
West Troy, N.Y.
Steel Carriage and Wagon Jacks,
Harness Snaps, Chain, Rope and Web Goods, etc.
FOR SALE BY JOBBERS AT MFRS. PRICES.

PRIEST'S CLIPPERS
Largest Variety, Toilet, Hand, Electric Power
ARE THE BEST.
Highest Quality Grooming and Sheep-Shearing Machines.
WE MAKE THEM.
SEND FOR CATALOGUE TO
American Shearer Mfg. Co., Nashua, N.H., U.S.A.

The Best Door Closer is . . .
NEWMAN'S INVINCIBLE FLOOR SPRING
Will close a door silently against any pressure of wind. Has many working advantages over the ordinary spring, and has twice the wear. In use throughout Great Britain and the Colonies. Gives perfect satisfaction. Made only by
W. NEWMAN & SONS,
Hospital St., BIRMINGHAM.

Oneida Community Goods
HALTERS, COW TIES, SNAPS, etc., etc.,
in all sizes and styles. May be had of all jobbers throughout Canada.
Factory—NIAGARA FALLS, ONT.

MACKENZIE BROS.

HARDWARE

MANUFACTURERS' AGENTS,

Travellers covering Manitoba, Northwest Territories and British Columbia. ; WINNIPEG, MAN.
CORRESPONDENCE SOLICITED.

THE PULLMAN PNEUMATIC

Combined

Door Check and Spring.



for Screen Doors. Small, Simple, Strong, Perfect and Ornamental. Low in Price.

PULLMAN SASH BALANCE CO.,
ROCHESTER N.Y., U.S.A.

York and London markets are weak. On Wednesday, spot tin dropped 7s. 6d. in London. Here quotations are unchanged at 31½ to 32c. per lb.

TINPLATES—The demand for both coke and charcoal plates is good. The demand is being stimulated by the strike among the tinplate workers in the United States. Our quotations on bright coke plates are 25c. higher, I.C. being quoted at \$4 per box.

TINNED SHEETS—A moderate trade is reported.

TERNE PLATES—The demand has been more active. Prices are 50c. higher, our quotations now being \$8 50 for I.C.

COPPER—More business is being done in ingot copper and a fair trade is reported in sheet copper. We quote ingot at 17¾c., bars at 23 to 25c., sheet at 24 to 24½c., and planished at 32c.

BRASS—The demand is moderate and the discount 10 per cent. on rod and sheet.

SOLDER—A good business is being done in small lots. We quote as follows: Half-and-half, guaranteed, 19½c.; ditto, commercial, 19c.; refined, 18½c., and wiping, 17c.

IRON PIPE—Prices have been advanced on the larger sizes of black iron pipe from 2½-in. up, the change going into effect on Thursday afternoon. The new prices per 100 ft. are as follows: 2½-in., \$22.75; 3 in., \$30; 3½ in., \$37.50; 4 in., \$42.75; 4½-in., \$51.50; 5-in., \$57.50, and 6 in., \$74.50. Inch pipe is unchanged at \$5.40. No change has been made in galvanized pipe, 1-in. of which is still quoted at \$7.95.

LEAD—An amount of business is being done at 4¼ to 4½c. per lb.

ZINC SPELTER—More inquiry is heard, but sales are small and prices unchanged at 5½ to 6c. per lb. There was an advance of 5s. in London on Tuesday, but this has since been lost and prices both there and in New York are weak at the moment.

ZINC SHEETS—Trade is quiet, and quotations are unchanged at 6½c. in cask lots and 6¾c. in smaller quantities.

ANTIMONY—Trade keeps quiet and prices unchanged at 10½ to 11c.

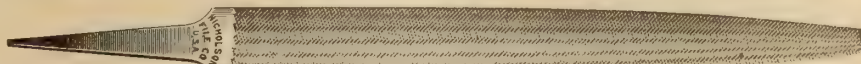
PAINTS AND OILS.

The aggregate volume of business is not large. There is an active demand for paris green, but some jobbers have not yet followed, and do not seem disposed to follow the example of the manufacturers, who raised prices 2c. last week, and are still selling at 2c. below present quotations. A decline of 25c. per cwt. has been noted in genuine red lead, and 50c. per cwt. for No. 1. Litharge is 1c. per lb. lower, and whiting is 5c. per lb. cheaper. There is now practically no East India castor oil on

FILES

7 FACTORIES
9 BRANDS

RASPS



NICHOLSON FILE CO., Providence, R.I., U.S.A.

BRITISH PLATE GLASS COMPANY, Limited.

Established 1773

Manufacturers of **Polished, Silvered, Bevelled, Chequered, and Rough Plate Glass**. Also of a durable, highly-polished material called "**MARBLETTE**," suitable for Advertising Tablets, Signs, Facias, Direction Plates, Clock Faces, Mural Tablets, Tombstones, etc. This is supplied plain, embossed, or with incised gilt letters. **Benders, Embossers, Brilliant Cutters, etc.**, etc. Estimates and Designs on application.

Works: Ravenhead, St. Helens, Lancashire. Agencies: 107 Cannon Street, London E.C.—128 Hope Street, Glasgow—12 East Parade, Leeds, and 36 Paroise Street, Birmingham. Telegraphic Address: "Glass, St. Helens." Telephone No. 68 St. Helens.

FOR SALE

RE-LAYING RAILS

350 tons 56. rail and fastenings.
75 tons 50. " " "
20 tons 14. " " "

Prompt Deliveries. Also Logging and Pit Rails.

SESSENWEIN BROS., 101 Shannon Street, MONTREAL.

STEVENS SINGLE BARREL SHOT GUN.

LATEST AND
BEST SINGLE
GUN ON THE
MARKET.



MADE IN
THREE STYLES
THREE GAUGES
UP-TO-DATE.

FINEST SINGLE GUN YET PRODUCED.

Our Goods are Handled by the Leading Jobbers.

J. Stevens Arms & Tool Co., P.O. Box 217 Chicopee Falls, Mass., U.S.A.

the market and English oil is ½c. per lb. lower. We quote as follows:

WHITE LEAD—Ex Toronto, pure white lead, \$6.37½; No. 1, \$6; No. 2, \$5.67½; No. 3, \$5.25; No. 4, \$4.87½; genuine dry white lead in casks, \$5.37½.

RED LEAD—Genuine, in casks of 560 lb., \$5.25; ditto, in kegs of 100 lb., \$5.50; No. 1, in casks of 560 lb., \$4.50; ditto, kegs of 100 lb., \$4.75.

LITHARGE—Genuine, 6¼ to 6½c.

ORANGE MINERAL—Genuine, 7½ to 8c.

WHITE ZINC—Genuine, French V.M., in casks, \$7 to \$7.25; Lehigh, in casks, \$6.

PARIS WHITE—90c. to \$1 per 100 lb.

WHITING—65c. per 100 lb.; Gilders' whiting, 80c.

GUM SHELLAC—In cases, 22c.; in less than cases, 25c.

PARIS GREEN—Bbls., 18¾c.; kegs, 19c.; 50 and 100 lb. drums, 17½c.; 25-lb. drums, 20c.; 1-lb. papers, 20½c.; 1-lb. tins, 21½c.; ½-lb. papers, 22½c.; ½-lb. tins, 23½c.

PUTTY—Bladders, in bbls., \$2.10; bladders, in 100 lb. kegs, \$2.25; bulk in bbls., \$1.90; bulk, less than bbls. and up to 100 lb., \$2.05; bladders, bulk or tins, less than 100 lb., \$2.90.

PLASTER PARIS—New Brunswick, \$1.90 per bbl.

PUMICE STONE—Powdered, \$2.50 per cwt. in bbls., and 4 to 5c. per lb. in less

quantity; lump, 10c. in small lots, and 8c. in bbls.

LIQUID PAINTS—Pure, \$1.20 to \$1.30 per gal.

CASTOR OIL—English, in cases, 9½ to 10c. per lb. and 10 to 10½c. for single tins.

LINSEED OIL—Raw, 1 to 4 barrels, 84c.; boiled, 87c.; 5 to 9 barrels, raw, 81c.; boiled, 84c., delivered. To Toronto, Hamilton, Guelph and London, 1c. less.

TURPENTINE—Single barrels, 55c.; 2 to 4 barrels, 54c., delivered. Toronto, Hamilton and London 1c. less. For less quantities than barrels, 5c. per gallon extra will be added, and for 5-gallon packages, 50c., and 10 gallon packages, 80c. will be charged.

GLASS.

The demand from stock keeps brisk, and as the arrivals of glass have been moderate, there is a scarcity of several sizes. There is no change in prices, however. We quote as follows: Under 26 in., \$4.15; 26 to 40 in., \$4.45; 41 to 50 in., \$4.85; 51 to 60 in., \$5.15; 61 to 70 in., \$5.50; double diamond, under 26 in., \$6; 26 to 40 in., \$6.65; 41 to 50 in., \$7.50; 51 to 60 in., \$8.50; 61 to 70 in., \$9.50, Toronto, Hamilton and London. Terms, 4 months or 3 per cent. 30 days.

OLD MATERIAL.

The demand is light, and prices are steady throughout. We quote job-

bers' prices as follows: Agricultural scrap, 50c. per cwt.; machinery cast, 50c. per cwt.; stove cast, 45c.; No. 1 wrought 40c. per 100 lb.; new light scrap copper, 12c. per lb.; bottoms, 11c.; heavy copper, 12½c.; coil wire scrap, 12½c.; light brass, 7c.; heavy yellow brass, 10c.; heavy red brass, 10½c.; scrap lead, 2¾c.; zinc, 2c.; scrap rubber, 6½c.; good country mixed rags, 65 to 75c.; clean dry bones, 40 to 50c. per 100 lb.

HIDES, SKINS AND WOOL.

HIDES—Owing to the steady advance in values in the United States, the market here has risen steadily for three weeks. An advance of ½c. this week makes a total advance of 1½c. in three weeks. We quote: Cowhides, No. 1, 8c.; No. 2, 7c.; No. 3, 6c. Steerhides are worth 1c. more. Cured hides are quoted at 8½ to 9c.

SKINS—There is a steady trade, but no change in quotations. We quote as follows: No. 1 veal, 8-lb. and up, 9c. per lb.; No. 2, 8c.; dekins, from 55 to 60c.; culls, 20 to 25c.; sheepskins, 90c. to \$1.

WOOL—The market is steadier. We quote: Combing fleece, washed, 13c., and unwashed, 8c.

COAL.

There is a steady sale and prices are firm. We quote as follows at international bridges: Grate, \$4.75 per gross ton; egg, stove and nut, \$5 per gross ton with a rebate of 20c. off for July shipments.

PETROLEUM.

The demand is slight, but no change is noted in prices. We quote: Pratt's Astral, 16 to 16½c. in bulk (barrels, \$1 extra); American water white, 16½ to 17c. in barrels; Photogene, 15½ to 16c.; Sarnia water white, 15 to 15½c. in barrels; Sarnia prime white, 14 to 14½c. in barrels.

MARKET NOTES.

Bright coke plates are 25c. and terne plates 50c. per box dearer.

The larger sizes of black iron pipe, from 2½ in. upward, are quoted higher.

Nuts in 50-lb. lots are ¼c. per lb. extra, and in less than 50 lb. lots ½c. per lb. extra.

TO CLEAN RUSTED IRONWORK.

An ingenious method of cleaning rusted iron work is suggested in an English exchange, which is specially applicable to articles which cannot be filed or ground, or which have recessed parts difficult to get at. The process has the merit of simplicity. Attach a piece of ordinary zinc to the ironwork, then immerse the whole into water in which is a little sulphuric acid. Let them remain for several days, when the rust will probably have disappeared. If, however, the article is badly rusted, a little more acid may have to be added. It is necessary that the iron and zinc be in good electrical contact, bound together with wire, or it will answer if a piece of battery zinc is connected up to the iron with a piece of iron

wire tightly wound round. If the rust is only superficial, it will suffice if a piece of galvanized iron is wound round the article, the galvanized surface, being zinc, proving sufficient for the purpose. The iron is not attacked by the acid while the zinc is in proper contact. The article will come out a grayish black color, and should then be washed and oiled.

NOW FOR SPORTING GOODS.

LEWIS BROS. & CO., Montreal, are making careful and extensive preparations to do a big business in sporting goods of all kinds during the coming season. Among other goods, they have just received from English and German manufacturers what they believe to be the largest shipment of guns ever imported by an individual Canadian house, comprising everything from the old muzzle-loader to the finest and most modern breach-loading, hammerless gun made. The importations of Lee Enfield and Lee-Metford rifles have been particularly heavy, as they are the sole agents for Canada, but their goods also comprise products of The Savage Arms Co. and The Winchester Repeating Arms Co., as well as Marlin rifles, Mauser pistols, Iver Johnston's and Smith & Wesson's revolvers. Another feature of their sporting goods department is S.S. smokeless powder, which cannot afford to be neglected, while on loaded shells they are prepared to give the trade special prices. The range of sporting accoutrements and clothing of all kinds is most complete.

The season for these goods will be upon the trade in a few days, and the hardware-man should move at once if he would wish to have his stock in store and arranged in order before the demand sets in. A complete descriptive catalogue may be obtained on application.

SYMPATHY FOR MR. CLARK.

The many friends of Mr. H. H. Clark, who represents Lewis Bros. in the Eastern Townships of Quebec, will sympathize with him in the sad loss he sustained last Monday in the death of his wife at his home in Sherbrooke. The deceased had been ailing for some time. She was a native of Surrey, England.

STEEL RAILS AND CEMENT.

The Canada Hardware Co., Limited, Montreal, have been advertising and sending out circulars with the purpose of courting trade in old steel rails to be used for building bridges. It is said that a rail bridge can be erected at an inferior cost to one of wood and is much stronger, and more durable. If so hardware merchants

throughout the country ought to find opportunities to push this business. In the same breath The Canada Hardware Co. speak about cement, a line that merits some attention from hardwaremen.

PRODUCTION OF PIG TIN.

The world's approximate production of tin during the years named follows:

Year.	Straits Settlements. Tons.	Netherlands. E. Indies. Tons.	Australia. Tons.	Cornwall. Tons.	*Totals. Tons.
1890....	32,400	11,280	9,600	9,600	55,100
1891....	37,000	12,380	9,215	9,350	59,900
1892....	39,500	12,200	8,740	9,270	73,310
1893....	45,800	12,310	7,770	8,840	78,670
1894....	52,200	22,280	8,315	8,330	85,700
1895....	53,400	13,640	8,130	6,050	87,380
1896....	53,400	16,980	7,180	4,840	87,380
1897....	46,000	14,920	6,590	4,450	77,720
1898....	47,400	14,270	5,500	5,460	77,330
1899....	47,356	15,854	3,305	4,013	75,528
1900....	47,841	18,521	3,200	3,910	78,472

*Including Bolivia, which produces about 5,000 tons annually, and minor producing countries.

Taking the average of the three years, 1896-98, the percentage of tin contributed from the various sources approximated.

‡Shipments from the Straits to Europe and United States were 45,872 tons in 1899, 46,041 tons in 1900. The shipments to India and China were: 1898, 2,551 tons; 1899, 1,484 tons; 1900, 1,800 tons.

SALE OF SECOND-HAND TINSMITHS' TOOLS

We wish to dispose of the following Tinsmiths' Tools — all second hand:

- 1 30 in. Tolls, 2 in. Diameter
- 1 Large Stock, and Dies
- 1 Peening Machine
- 1 Large Turner
- 1 20 in. Tin Groover
- 1 Dipper Handle Machine
- 1 20 in. Tin Folder

APPLY

THE CURNEY FOUNDRY CO.,
Limited.
TORONTO.

BUSINESS CHANGES.**DIFFICULTIES, ASSIGNMENTS, COM-PROMISES.**

A MEETING of the creditors of A. J. Clark & Son, dealers in agricultural implements, etc., Ingersoll, Ont., was held on Wednesday.

E. Soucy, general merchant, Rimouski, Que., has assigned.

The sheriff is in possession of The Sydney Hardware Co., Sydney, N.S.

Charles Lebreton, general merchant, Tracadie, N.B., has assigned to the sheriff.

Joseph Morneau, sawmiller, Notre Dame du Lac, Que., is offering 40c. on the dollar.

The bailiff is in possession of the business of Shepherd & Co., painters, etc., Ottawa.

Albert Payne, coal and junk dealer, etc., Millbrook, Ont., has assigned to T. B. Collins.

G. Charette, general merchant, Ste. Marie de Blandford, Que., is offering to compromise.

Geo. A. Tuck & Co., dealers in asbestos, etc., Montreal, have assigned to Kent & Turcotte.

E. Forrest & Co., general merchants, Ste. Anne de Beaupré, Que., are offering 30c. on the dollar.

H. A. Damude, dealer in agricultural implements, St. Catharines, Ont., has assigned to C. A. Mallory.

Venance Taillefer, general merchant, Hawkesbury, Ont., has assigned to Alex. Desmarteau, and a meeting of his creditors has been held.

PARTNERSHIPS FORMED AND DISSOLVED.

Quintal & Ethier, carriagemakers, Montreal, have dissolved.

Dupont & Lacroix, bicycle repairers, etc., Montreal, have dissolved.

Co-partnership has been formed between Spencer & Dickson, general merchants, Glace Bay, N.S.

Co-partnership has been registered between J. A. Vantassel and Wm. Webber, under the style of Vantassel & Webber, general merchants, Digby, N.S.

Noel & Dagneau, wholesale and retail hardware dealers, Quebec, have dissolved, and J. M. Noel has registered as proprietor under the old style.

The special partnership of V. Hyde Baker and Arch. W. McVittie, in The Logan Lumber Co., sawmillers, Rossland, B.C., has been made to expire on May 15, 1902.

SALES MADE AND PENDING.

N. G. Foster, painter, etc., Nanaimo, B. C., is offering to sell out.

A. McNally, carriagemaker, Blyth, Ont., is advertising his business for sale.

CHANGES.

A. C. Annette, bicycle dealer, Morden, Man., has retired from business.

The Western Elevator Co., Limited, Winnipeg, Man., has been incorporated.

A. Jennings has registered as proprietor of A. Jennings & Co., wheelwrights, Montreal.

The Northrop Iron Works, Valleyfield, Que., have increased their capital stock to \$200,000.

F. G. Mummery, general merchant, Bartonville, Ont., has been succeeded by N. St. Clair.

L. P. Christie, general merchant, Sydney Mines, N.S., is about removing to Little Bras d'Or.

The business of The Nova Scotia Steel Co., Limited, New Glasgow, N.S., has been transferred to the Nova Scotia Steel & Coal Co., Limited.

The Fort Saskatchewan, N.W.T., Milling

Co. (Leon Moret, proprietor), have sold out to John N. Varty, who has leased the mill from August 1 to J. W. Shera.

FIRES.

James Dunlop, sawmiller, Sundridge, Ont., has been burned out.

Win. Howe, bicycle dealer and gunsmith, Ottawa, has suffered loss by fire: partially insured.

DEATHS.

D. C. Gamblin, carriagemaker, Sussex, N.B., is dead.

NOVA SCOTIA STEEL AND COAL CO.

MR. GRABAIN FRASER, of The Nova Scotia Steel & Coal Company, was in Toronto last week.

"Hardware and Metal" managed to have a brief conversation with him immediately prior to his departure. "Business," he stated, "was still good, and the demand for steel is in excess of the supply. Most of the pig iron made by The Nova Scotia Steel & Coal Company is now nearly all used by itself for turning into more finished products."

In addition to the coal properties which the company acquired some time ago and in which it is now using improved machinery, it expects to begin work on new properties, as well, shortly.

The Nova Scotia Steel & Coal Company is the successor of The Nova Scotia Steel Company, the directors of the latter having become the directors of the former a few weeks ago. The reorganization was agreed upon in October last, and is the outcome of the purchase of the coal lands purchased last year from the General Mining Association.

The shareholders of The Nova Scotia Steel Company receive in payment for their property \$3,090,000 of common stock, and \$1,030,000 of 8 per cent. cumulative preferred stock in The Nova Scotia Steel & Coal Company. The latter is organized with a capital of \$5,000,000 of common stock in \$100 shares and \$2,000,000 in 8 per cent. cumulative preferred stock in \$100 shares. Besides the stock there are to be first mortgage 6 per cent. gold bonds amounting to \$2,500,000. After providing for the purchase of The Nova Scotia Steel Company's property there will remain in the treasury \$1,910,000 of common stock and \$970,000 of preferred stock. The new capital required, and which is to be provided by the bond issue, is for redemption of The Nova Scotia Steel Company's temporary loan of \$1,500,000 and for the development of the coal mines, erection of shipping pier, coke ovens, coal washing plant, furnaces, etc., \$1,000,000. The properties taken over are: 1, the coal areas at Sydney and Point Aconi; 2, 7,824 acres of freehold land in Cape Breton; 3, a freehold iron mine at Bell Island, and the company's iron claims in Nova Scotia; 4, coal land leases near Trenton, N.S.; 5, about 16 miles of railway; 6, 160 acres of freehold land at Ferrona, N.S.; 7, a blast furnace, coal washing and coking plant, built in 1892, at Ferrona, the furnace having a capacity of 100 tons of pig iron per day; 8, about 150 acres of land at Trenton, on which are four steel melting furnaces, rolling mills, forges and other plant capable of turning out 100 tons of finished steel a day; 9, limestone and dolomite properties in Cape Breton County; 10, cash book debts, stock in trade, which amounted to \$635,789.48 last January.

1879 ESTABLISHED 1879

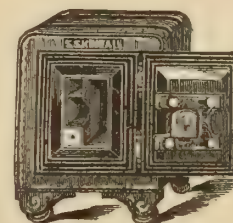
Essex Handle and Wood Turning Works

Late of Essex, now LEAMINGTON, ONT.

Makers of Axe, Fork, Rake, Hoe, Sledge, Broom, Hammer and all kinds of Handles. Neck Yokes, Singletrees and Doub etrees, Bench Saws, Exercise Clubs, Baseball Bats, etc., etc. Do you sell any Shaved Pattern and Octagon Axe Handles? The largest and best trade in Canada does, because they give best satisfaction. All stock air-dried, not kiln-dried. If you are going to be in it, place your order with

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Thoroughly seasoned goods
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**Octagon
Axe Handles**Made by
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Can give exceptional value.

Have 5,000 dozen of these handles
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Tilbury, Ont.

HEATING AND PLUMBING

VACUUM HEATING.

THE advantage of vacuum heating in connection with the low pressure heating plant, consists in the utilization of the difference in temperature between absolute and atmospheric pressure. In the altitude of Chicago, water is vaporized at a temperature of 212 degrees Fahrenheit, under atmospheric pressure. While at absolute pressure the same is accomplished at 98 degrees Fahrenheit. The difference, which is 114 degrees Fahrenheit, is available for heating purposes under a vacuum of about 30 inches. From 10 to 25 inches of vacuum is readily attained in the ordinary low pressure steam heating plant, varying accordingly as it is more or less tight.

In a varying climate, this is of very great importance both in economy of fuel and time and attention. A banked fire is all that is necessary to maintain a uniform internal temperature of 70 degrees fully one-half the heating season, as shown by the following table, which gives the normal temperature (average temperature for 30 years) of Chicago during the heating season, from September 30 to May 1, as follows:

Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	April.
52.9°	38.5°	29.6°	23.8°	26.1°	31.2°	46.4°

It will be seen that by this the greatest average amount of heat to be furnished is 16.2 degrees in January, while the least average amount was that of April 13.5 degrees, and the average amount for the seven months was 32.7 degrees. Naturally there are extreme days when the artificial heat to be supplied to maintain a temperature of 70 degrees will reach 90 degrees, and it must also be apparent that the apparatus destined to furnish this great amount of heat, if without special means to meet all requirements, would greatly overheat in a milder weather.

The inventive genius of many heating experts has been taxed to gain this desired end. Automatic temperature controllers probably being the most efficient and important up to this time, they have beyond a reasonable doubt affected a great saving and added very much to the comfort afforded by the heating apparatus.

The efficiency of the regulator has, however, been materially reduced by the use of automatic air valves, which, when radiators were cooling (owing to the regulator having closed the dampers) permitted the air to enter the radiators, cooling them rapidly and necessarily increasing the operations of the regulator.

To illustrate the value of the vacuum valve, under such conditions, we cite an apparatus located in Chicago. The plant was installed twelve years ago, it consisted of twenty-nine cast iron radiators of standard pattern and a cast iron boiler. Much of the radiation was indirect and the fuel used was gas. When the ordinary automatic air valves were used, the operation of the regulator was from two to six times an hour, according to the external temperature. When the vacuum valves were substituted for the old valves, there was also put on in the living room a gauge registering both pressure of vacuum as the case might be. The regulator was one that controlled the gas burners under boiler by the temperature of the house, the thermostat being

located in the main hall. There was the usual pilot light to ignite the gas when it was turned on. Observation was taken by the owner upon his arrival home at 5.30 p.m., at which time the gauge registered 21.2 inches of vacuum.

The gauge was carefully observed during the entire evening, and at 10.30 p.m. registered 25 inches of vacuum, when the temperature had fallen to 68 degrees, the gas was turned on by action of the regulator and the temperature was again raised to 70 degrees. This operation required about twenty minutes. The owner retiring, no further observation was taken at this time.

Since the application of the valves, December 15, there has been no water put into the boiler up to the time of his writing, March 15, at which time the water gauge showed but 11.2 inches lower than when the valves were put on, three months before. It would seem from this that we had failed to claim all the merit of the vacuum valve. —D. F. Morgan in Plumbers' Trade Journal.

BUILDING PERMITS ISSUED.

Building permits have been issued in Toronto to John Kay, Son & Co., for a \$1,000 addition to their six-storey warehouse at 36 King street west; to T. McComb, for two \$2,000 residences near Arthur street, on Crawford street; to The York Loan & Savings Co., for three \$2,500 dwellings on Lucas street, near Roncesvalles avenue; to Maurice Rowland, for a pair of \$3,000 dwellings at 329 and 331 Delaware avenue; to Mary W. Willson, for a \$3,200 residence on St. Clarence avenue, near College street; to Jenkins & Hardy, for a pair of \$3,200 dwellings, near Sumach street, on Wellesley.

The following building permits have been issued in Ottawa: J. Shearer, jr., dwelling, 5 Patterson avenue, \$1,200; R. Lefair, double house, lot 18 Nelson street, \$1,800; Hon. C. Sifton, addition to dwelling, lot 50, Cooper street, \$5,000; J. & T. Gagnon, row of dwellings, lots D and E, Division street, \$4,000; Thos. Hastey, dwelling, lot E, McLeod street, \$1,600; Daniel O'Connor, jr., three shops and dwellings, lot 61, Cambridge street, \$7,000; D. O'Connor, jr., six veneered dwellings, lot 28 Catharine street, \$4,800; James Walker, two dwellings, lot 12, Fourth avenue, \$1,600; D. Gagnon, double frame dwelling, lot 20, Henderson avenue, \$1,500; Napoleon Boucher, shop and dwelling, lot 6, Catherine street, \$5,000; St. Patrick's Literary and Scientific Society Hall lot 67 Maria street, \$13,500; Joseph Derocher, brick veneered dwelling, lot 21, Chapel street, \$1,000.

PLUMBING AND HEATING CONTRACTS.

Purdy, Mansell & Co., Toronto, have contracts for remodelling the plumbing and heating in a house for Geo. H. Hees, on St. George street, and for plumbing and gas fitting in a house in East Toronto, for T. E. Lawless.

The Bennett & Wright Co., Limited, Toronto, have contracts for heating and plumbing in a house on Baldwin street, for Frank Cayley, and for the plumbing in the new building which The Canada Foundry Co., Limited, are erecting on Davenport Road, Toronto. This latter job is a large

and unique one—six buildings having to be furnished with plumbing. In three of these the fittings will be elaborate, there being in the three 56 closets, 58 washbasins, 20 urinals and 19 showerbaths, and over 250 lockers. It seems that there is a growing tendency in foundries to supply all the essentials for the cleanliness and comfort of employes, and The Canada Foundry Company, Limited, are putting in one of the finest systems of the kind on the continent.

SOME BUILDING NOTES.

Wm. Fechnay will erect a brick residence in Dundas.

There is talk of a new city hall for St. John, N.B.

Robt. Birney is building a new house at Elgin, Man.

R. McEwan is building a new house at Fleming, Man.

Arthur Brown is erecting a house at Tompkins, Ont.

Geo. Johnston is erecting a new house at Fordwich, Ont.

B. C. Beach & Co., foundrymen, Winchester, Ont., are erecting new premises.

A. M. McDonald, druggist, and Dr. Bruce, are erecting houses at Campbellton, N.B.

The erection of a new \$35,000 Government building at the Ontario Model Farm, Guelph, Ont., has been started.

The Times Printing Co., Moncton, N.B., are asking for tenders before July 20, for a brick building for their business.

The first building of a new furniture factory, at Lake Megantic, Que., is nearing completion, and is ready for the roof.

Bowmanville, Ont., has passed by large majorities by-laws to grant bonuses for the erection of a foundry and an evaporator.

A new public school will be erected at Blind River, Ont., this summer. T. A. Craig is secretary of the Protestant School Board.

Gregg & Gregg, architects, Toronto, have prepared plans for a new church at Dundalk, Ont. Building tenders are asked for before August 20.

Colborne & Ormerod, the former proprietors of the Clifton House, Niagara Falls, Ont., which was destroyed by fire three years ago, are thinking of rebuilding it.

The A. B. Maybee Woodworking Co., of North End, St. John, N.B., are building a pretty summer home at Woodman's Point, Westfield, N.B., for Arthur Sorrell, of Boston.

Emile J. Vanier, architect, has been awarded the contract of drawing up the plans for the Polytechnic school to be built on St. Denis street, in connection with Laval University, Quebec. The building is to cost between \$75,000 and \$100,000.

PLUMBING AND HEATING NOTES.

R. J. McCullough, plumber, Rat Portage, Ont., has sold out to A. T. Fife & Co.

The bailiff's sale of the stock, etc., of J. F. Foster, plumber, etc., Hamilton, Ont., is advertised.

The Toronto Plumbers' Union intend holding their annual picnic at Mohawk Park, Brantford, to-day (Saturday). A big programme of sports and games has been provided.

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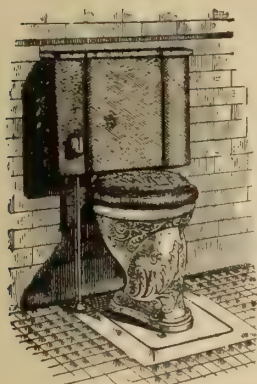
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COMBINATIONS**
**THE MOST PERFECT ON THE
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**BEAUTIFUL
DESIGNS.**

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Limited
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A Barn paint should be made right just as well as a House paint. We make paint for everything that requires paint. A farmer's barn, his fences, out houses, need paint as well as his house, but he doesn't think it's necessary to put our high-grade house paints on the dry boards of a barn, and it isn't.

RAMSAY OUTSIDE PAINTS

are made to go on Barns, fences, bridges, roofs, and all out buildings. There's a good profit in it at a dollar a gallon and the farmer will be mighty pleased when he sees how his buildings look painted at that price, and better pleased later when he sees how they are preserved. Now is the time for the farmers' paint. 9 colors.

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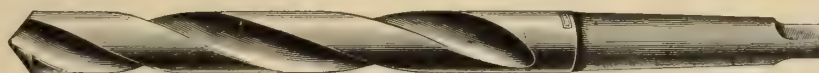


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BROWN & CO.

Manufacturers of
All sizes of Hot Pressed
Nuts, Square and Hexagon.

NEW PROCESS TWIST DRILLS

These Drills are Hot-Forged. The best part of the steel is not cut out and thrown away.

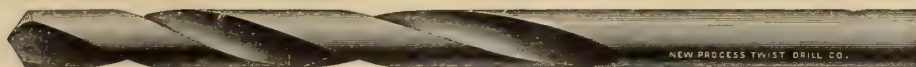


They are tougher, stronger and better than is possible to attain by milling.



Accurate, Durable,
—AND—
Highly Finished.

These Drills are guaranteed to be as represented, and we will replace free of charge any tool found defective in material or workmanship.



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Canadian Sales Agents

THE FAIRBANKS COMPANY

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MONTREAL.

MUNICIPAL RAILWAYS IN EUROPE.

Report by R. Guenther, U.S. Consul-General at Frankfort.

DR. A. VON DER LEYEN, a railroad expert, has published an article in the June number of The German Review concerning the management of the Government railroads of Prussia.

He demonstrates that the example of Prussia in buying the private railroads and running them on Government account has contributed to popularize this system in other countries, and states that not only have the other German states followed it, but that almost all the other European countries have purchased the existing railroads.

The Austrian Government railroad net has to-day a mileage of almost 6,300 miles; that of Hungary, about 8,150 miles. Since 1882, a great change has taken place in Russia; of the then existing 14,000 miles of railroad, only about 40 miles were owned by the Government. The total mileage in 1897 was about 24,300 miles, of which 15,780 miles belonged to the Government. To this must be added the Government railroads in Finland and Asiatic Russia, the Trans-Caspian and the Siberian railroads.

The Servian, Roumanian, and Bulgarian railroads are owned exclusively by the respective Governments.

Of the northern European kingdoms, Denmark has a Government railroad system of 1,167 miles and 525 miles of private railroads.

Norway's railroads belong almost exclusively to the Government.

Sweden has 2,303 miles of Government and 4,387 miles of private railroads. The Government has not yet succeeded in acquiring the latter, although efforts have been made to do so.

Belgium, in 1898, through the purchase of the Grand Central Belge and some minor private roads, became the possessor of the whole Belgian railroad system.

Holland acquired all the remaining private railroads in 1890; they are, however, operated by two private companies.

The Italian Government purchased all private main railroads of Italy in 1885 and leased them for 20 years to private corporations. Dr. Von der Leyen states that both the last countries have had unpleasant experiences with this arrangement.

Switzerland, after long discussion, resolved by federal law in October, 1897, to gradually purchase all the private railroads. On January 1, 1901, the first federal railroads were operated by the Government.

By agreements of 1883, the six large French private railroads had their rights recognized by the Government, and no change has been made in the policy in that country. The relatively small Government railroad system, located between the Orleans and the Western railroads, has remained intact. As the private railroads, however, have received large subsidies from the Government, and as they will revert to the State in the second half of the present century, they can hardly be considered purely private railroads.

Of the countries which have a private railroad system exclusively, only England and the United States remain, and the writer remarks that it would not seem that this condition will soon be changed. He adds that it would be difficult to prove that the railroads of these two countries show more efficiency than the continental ones. To an

American travelling in Europe, however, it is apparent that as far as comfort and convenience are concerned, the American railroads are far in the lead, and the English come next.

THE BRITISH IRON TRADE.

(From The London Times).

WE have received from the secretary, Mr. J. S. Jeans, of The British Iron Trade Association a copy of the "Annual Statistical Report on the Home and Foreign Iron and Allied Industries" for the year 1900, published for the information of the members. The present issue is the more interesting and valuable because, as Mr. Jeans points out, the past year was in many ways remarkable. For instance, prices reached a higher level than they had attained in any other since 1874, the United States surpassed Great Britain as a producer of open-hearth steel, and a great increase in the American output of basic open-hearth steel was recorded. The previous report of the association for 1899 dealt only with nine foreign producing countries, whereas the present report covers the iron and steel industries of eleven; moreover, the iron and steel industries of the British colonies and dependencies, including India, are now recognized as important factors, and a section devoted to the statistics of such production, included in the report for the first time, is likely to be a permanent feature, considering the rate at which the iron-making resources of the colonies, and especially of Canada, are being developed. There is, indeed, good reason to believe that the closing year of the nineteenth century will mark something in the nature of an epoch in metallurgical industry. The vast extension of mechanical appliances in all quarters of the globe and of means of communication by sea and by land, all dependent on iron and steel as material for their construction, to say nothing of the increased use of iron and steel for buildings of all kinds, has undoubtedly increased a great further opening up of productive resources, which are likely to be all required, not merely for further industrial developments, but for the mere renewal of existing constructions and plant.

Last year was characterized by great extremes of elation and depression as regards iron and steel, not merely in Great Britain and on the Continent, but also in the United States, a general shrinkage of prices and output towards the end of the year following the phenomenal advances in the case of both raw and manufactured iron. The reaction is probably correctly attributed to a feeling that the pace had been too rapid, and that in view of the increases in productive plant, noticeably in Germany, Russia and the United States, prices were dangerously high. Preparations for increased smelting capacity in Italy, Austria-Hungary and Belgium, and a prospect of the Canadian output being raised from less than a hundred thousand to nearly a million tons a year, accentuated the alarm. Anxiety as to the supply of raw materials, fuel and ore diminished during the latter half of the year, arrangements being made in Spain, Sweden, Greece, Norway and Newfoundland to make larger supplies available. Considering all things the production of pig iron last year does not show so considerable an increase as might have been supposed. Mr. Jeans gives the

following table of the output in the principal countries in each of the last two years:

	1899. Tons.	1900. Tons.
United Kingdom.....	9,305,319	8,908,570
United States.....	13,620,703	13,789,242
Germany.....	8,117,594	8,494,852
France.....	2,578,401	2,699,494
Russia.....	2,664,000	2,821,000
Belgium.....	1,024,576	1,018,507
Total.....	37,310,593	37,731,665

The output of steel last year was generally, but not greatly, in excess of the figures for 1899. In the United Kingdom the increase was limited to open-hearth steel, the Bessemer description showing a decline. The make of open-hearth steel ingots was 3,156,050 tons, and of Bessemer 1,745,004 tons, the total by both processes being 4,901,054 tons, as against 4,855,325 tons in 1899. The Bessemer process seems to have been losing ground to the rival process latterly.

As regards our overseas trade, we imported last year considerably more iron and steel than in any previous year, while our exports fell off as compared with 1899. The same feature was observable in the iron and steel trade of both Germany and Belgium. On the other hand the United States exports show a more pronounced expansion than in any previous year. From America we received 1,154,108 tons of iron and steel of all kinds, and sent thither only 209,066 tons. The interest, or even anxiety, excited by this divergence has been increased by the combination of American steel works. Mr. Jeans points out, however, that the American Steel Corporation is far from being a monopoly. It is admitted, nevertheless, that the ultimate effect of the consolidation movement is one of the problems of the day. Meanwhile, notwithstanding the decrease in volume, the declared value of our exports of iron and steel was last year about £4,000,000 in excess of the 1899 value, nearly £10,000,000 in excess of that of 1898, and about £12,500,000 in excess of the value of 1895. The aggregate increase in the value of our iron and steel exports for the five years since 1895 is about £23,000,000. Mr. Jeans does not seem to take a pessimistic view of our position, notwithstanding many alarmist newspaper articles and platform speeches. He points out that the increased imports imply an increased demand for materials for working up into higher forms, and that, presumably, there was an advantage in importing such materials last year, owing to their relative cheapness. Pig iron is the raw material of the steel industry; blooms, bars and billets are raw or semi-raw material for the tinplate, wire, hoop, sheet and other branches, and bar iron is, to some extent, a material for the crucible steel manufacture. Such imports at least suggest that extra activity in our own engineering works made them necessary. With reference to the recent very general tendency to exalt the competitive power of foreign iron industries at the expense of British industry of the kind, Mr. Jeans calls attention to the fact that the production of pig iron and steel in Great Britain last year was almost a record, falling only slightly below the out-turn for 1899; moreover, our exports of iron and steel were the greatest in declared value since 1873. Had the average prices last year been equal to those of 1873, the aggregate value for 1900 would have been much greater than for 1873.

Oscar Campbell, general merchant, Upper Magaguadavix, N.B., has been succeeded by Wm. Wilson.

PORTLAND CEMENTS

Best German, Belgian and English Brands.

Fire Bricks, Fire Clay,
Flue Linings,
Drain Pipes,
Calcined Plaster,
Granite Hard Wall Plaster,
Wheelbarrows,
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Special list of low-priced Japanned and Regalvanized Wire Cloth.

24, 30, 36 in. wire, in 50 ft. rolls.

SAMPLES SENT WHEN DESIRED. WRITE FOR PRICES.

The B. GREENING WIRE CO., Limited

Hamilton, Ont., and Montreal, Que.

STOVE PIPE THIMBLE.



This is our Improved Fire Proof, Asbestos-Lined, Stovepipe Thimble, for floors which extend from 8 to 16 inches; also showing Register placed in thimble after removing pipe, for covering up hole or ventilating room, opened or closed as desired. Write us for catalogue showing full line of these goods and our other hardware specialties.

THE COLLINS MFG. CO.,

34 Adelaide Street West

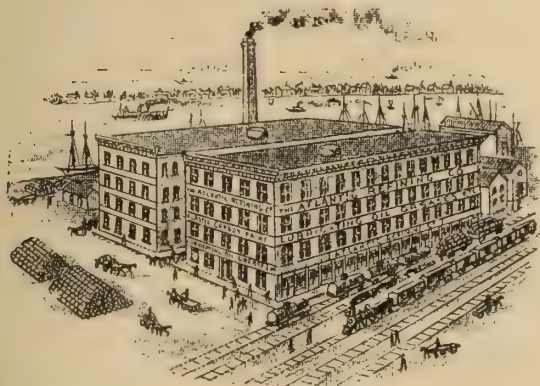
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If in doubt as to where you can obtain the **Best Grades** of _____

FARM MACHINERY OILS

Write us. We have the only kind that **makes the wheels go round.**

The Atlantic Refining Co.
TORONTO.

Jarvis and Esplanade Streets.

MANITOBA MARKETS.

WINNIPEG, July 15, 1901.

HARDWARE AND PAINTS, OILS
AND GLASS.

THE market is active and trade good in all lines. An advance in sleigh-shoe steel and a drop in zinc prices are the features of this market. There is considerable complaint that orders for barb wire are behind. In binder twine, there has been no change, and just at present not much movement. It is generally understood that, in spite of the heavy crop, there will be sufficient for all requirements.

Crop conditions continue almost ideal, the heavy rains having been succeeded by hot days with occasional thunderstorms. Already many inquiries are coming in for harvest hands. Money is easier, although rates of interest are not lowered.

In paints and oils, there is very little doing. Linseed shows increased strength, but quotations remain unchanged.

Quotations for the week are as follows:

Barbed wire, 100 lb.	\$3 45
Plain twist	3 45
Staples	3 95
Oiled annealed wire	10 3 95
"	11 4 00
"	12 4 05
"	13 4 20
"	14 4 35
"	15 4 45
Wire nails, 30 to 60 dy, keg	3 50
" 16 and 20	3 60
" 10	3 60
" 8	3 70
" 6	3 75
" 4	3 90
" 3	4 15
Cut nails, 30 to 60 dy.	3 10
" 20 to 40	3 15
" 10 to 16	3 20
" 8	3 25
" 6	3 30
" 4	3 40
" 3	3 75
Horsenails, 45 per cent. discount.	
Horseshoes, iron, No. 0 to No 1	4 65
No. 2 and larger	4 40
Snow shoes, No. 0 to No. 1	4 90
No. 2 and larger	4 40
Steel, No. 0 to No. 1	4 95
No. 2 and larger	4 70
Bar iron, \$2.50 basis.	
Swedish iron, \$5.00 basis.	
Sleigh shoe steel	3 25
Spring steel	3 25
Machinery steel	3 75
Tool steel, Black Diamond, 100 lb.	8 50
Jessop	13 00
Sheet iron, black, 10 to 20 gauge, 100 lb.	3 50
20 to 26 gauge	3 75
28 gauge	4 00
Galvanized American, 16 gauge	2 54
18 to 22 gauge	4 50
24 gauge	4 75
26 gauge	5 00
28 gauge	5 25
Genuine Russian, lb.	12
Imitation "	8
Tinned, 24 gauge, 100 lb.	7 75
26 gauge	8 00
28 gauge	8 50
Tinplate, IC charcoal, 20 x 28, box	10 75
" IX	12 75
" IXX	14 75
Ingot tin	33
Canada plate, 18 x 21 and 18 x 24	3 25
Sheet zinc, cask lots, 100 lb	7 00
Broken lots	7 50
Pig lead, 100 lb.	6 00
Wrought pipe, black up to 2 inch	50 an 10 p.c.
Over 2 inch	50 p.c.
Rope, sisal, 7-16 and larger	\$11 00
" 3/4	11 50
" 1/2 and 5-16	12 00
Manila, 7-16 and larger	14 00
" 3/4	14 50
" 1/2 and 5-16	15 00

Solder	20
Cotton Rope, all sizes, lb.	17
Axes, chopping	\$ 7 50 to 12 00
" double bits	12 00 to 18 00
Screws, flat head, iron, bright	87 1/4
Round "	82 1/4
Flat " brass	80
Round " "	75
Coach	57 1/4 p.c.
Bolts, carriage	55 p.c.
Machine	55 p.c.
Tire	60 p.c.
Sleigh shoe	65 p.c.
Plough	40 p.c.
Rivets, iron	50 p.c.
Copper, No. 8	35
Spades and shovels	40 p.c.
Harvest tools	50, and 10 p.c.
Axe handles, turned, s. g. hickory, doz.	\$2 50
No. 1	1 50
No. 2	1 25
Octagon extra	1 75
No. 1	1 25
Files common	70, and 10 p.c.
Diamond	60
Ammunition, cartridges, Dominion R.F.	50 p.c.
Dominion, C.F., pistol	30 p.c.
" military	15 p.c.
American R.F.	30 p.c.
C.F. pistol	5 p.c.
C.F. military	10 p.c. advance.
Loaded shells:	
Eley's soft, 12 gauge black	16 50
chilled, 12 gauge	18 00
soft, 10 gauge	21 00
chilled, 10 gauge	23 00
Shot, Ordinary, per 100 lb	6 25
Chilled	6 75
Powder, F.F., keg	4 75
F.F.G.	5 00
Tinware, pressed, retinned	75 and 2 1/4 p.c.
plain	70 and 15 p.c.
Graniteware, according to quality	50 p.c.
PETROLEUM.	
Water white American	25 1/4 c.
Prime white American	24 c.
Water white Canadian	22 c.
Prime white Canadian	21 c.
PAINTS, OILS AND GLASS	
Turpentine, pure, in barrels	\$ 61
Less than barrel lots	66
Linseed oil, raw	92
Boiled	95
Lubricating oils, Eldorado castor	25 1/4
Eldorado engine	24 1/4
Atlantic red	27 1/4
Renown engine	41
Black oil	23 1/4 to 25
Cylinder oil (according to grade)	55 to 74
Harness oil	61
Neatsfoot oil	\$ 1 00
Steam refined oil	85
Sperm oil	1 50
Castor oil	per lb. 11 1/4
Glass, single glass, first break, 16 to 25	
united inches	2 25
26 to 40	per 50 ft. 2 50
41 to 50	" 100 ft. 5 50
51 to 60	" " 6 00
61 to 70	per 100-ft. boxes 6 50
Putty, in bladders, barrel lots	per lb. 2 1/4
kegs	" 2 1/4
White lead, pure	per cwt. 7 00
No 1	" 6 75
Prepared paints, pure liquid colors, according to shade and color, per gal.	\$1.30 to \$1.90

INQUIRIES AND ANSWERS.

GASOLINE ENGINES WANTED.

A subscriber, Innisfal, Man., writes:

Please give me the addresses of a few manufacturers or agents in Canada of gasoline or hot air engines of one or two horse-power.

Answer: Manufacturers of gasoline engines are: The Goldie & McCulloch Co., Limited, Galt, Ont.; Northey Co., Limited, Toronto; McLachlan Electric & Gasoline Motor Co., Limited, Toronto, Ont.; John Gillies Estate Co., Limited, Carleton Place, Ont.; Gasoline Engine Co., Limited, Toronto Junction; Reid Gasoline Engine Co., Limited, Hamilton, Ont.; Smart-Eby Co., Limited, Hamilton, Ont.; Hamilton Model Works, Hamilton, Ont.

T. Marion, general merchant, Quesnelle, B.C., has retired from business.

American Sheet Steel Company

Battery Park Building
New York

Manufacturers of all varieties of
Iron and Steel Sheets
Black and Galvanized
Plain and Painted
Flat, Corrugated and
"V" Crimped

Apollo Best Bloom Galvanized
W. Dewees Wood Company's
Patent Planished Iron
W. Dewees Wood Company's
Refined Smooth Sheets
Wellsville Polished Steel Sheets

Representatives for Canada
B. & S. H. Thompson & Company
26 St. Sulpice Street
Montreal

"MIDLAND" "The Peerless"

BRAND

Foundry Pig Iron.

Made from carefully selected Lake Superior Ores, with Connellsville Coke as fuel, "Midland" will rival in quality and grading the very best of the imported brands.

Write for Prices to Sales Agents:

Drummond, McCall & Co.

or to MONTREAL, QUE.

Canada Iron Furnace Co. Limited
MIDLAND, ONT.

James Warnock & Co. = Galt, Ont.

is the best Bolster Spring ever produced. A fine line for the hardware trade. Write Us For Prices.

CURRENT MARKET QUOTATIONS

July 19, 1901.

These prices are for such quantities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list as the desire is to make it perfectly accurate.

METALS.

Tin.

Lamb and Flag and Straits—
56 and 28 lb. ingots, per lb. 0 31½ 0 32

Tinplates.

Charcoal Plates—Bright
M.L.S., equal to Bradley. Per box \$6 50
I.C., usual sizes. 8 00
I.X., " 9 50
Famous—
I.C. 6 50
I.X. 8 00
I.A.X. 9 50
Raven & Vulture Grades—
I.C., usual sizes. 4 50
I.X. 5 25
I.X.X. 6 00
I.X.X.X. 6 75
D.C., 12½x17 4 00
D.X. 4 75
D.X.X. 5 00

Coke Plates—Bright

Bessemer Steel—
I.C., usual sizes. 4 00
I.C., special sizes, base. 4 25
20 x 28. 8 25

Charcoal Plates—Terne

Dean or J. G. Grade—
I.C., 20x28, 112 sheets. 8 50
I.X., Terne Tin. 10 50

Charcoal Tin Boiler Plates.

Cookley Grade—
X.X., 14x56, 50 sheet box Per lb. 0 16½
" 14x60, " 0 16½

Tinned Sheets

72x30 up to 24 gauge. 0 07½
" 26 " 0 08
" 28 " 0 08½

Iron and Steel.

Common Bar, per 100 lbs. 1 85
Refined " 2 35
Horse Shoe Iron " 2 35
Hoop steel, 1½ to 3 in. base, extras for smaller sizes. 3 00
Sleigh Shoe Steel " base 2 10
Tire Steel. 2 30
Reeled Machinery " 3 00
Toe Oak Steel. 2 85
T. Fifth & Co's tool steel, per lb 0 12½
Jessop's tool steel. 0 12½
Morton's tool steel. C 12½
Black Diamond and " B.C. " tool steel. 0 10
Drill Steel, per lb. 0 18

Boiler Tubes.

1½-inch. 0 12½
2 " 0 13
3 " 0 15
3½ " 0 16
4 " 0 20
4½ " 0 25

Steel Boiler Plate.

¼ inch. 2 50
½ inch. 2 60
¾ inch and thicker. 2 50

Black Sheets.

18 gauge. Com. D.Fl. 2 75 3 00
20 " 2 75 3 00
22 to 24 " 2 75 3 25
26 " 2 85 3 50
28 " 3 00

Canada Plates.

All dull, 52 sheets. 2 90
Half polished. 3 00
All bright. 3 50

Iron Pipe.

Black pipe—
1½ inch. 4 65
1 inch. 3 40
¾ inch. 3 45
½ inch. 3 70
¾ inch. 3 85
1 inch. 5 40
1½ inch. 7 70
2 inch. 9 00
2½ inch. 12 50
3 inch. 20 95
3½ inch. 24 50
4 inch. 33 75
5 inch. 39 00
6 inch. 47 35
8 inch. 62 10

Galvanized pipe—

1½ inch. 5 15
1 inch. 5 50
¾ inch. 7 95
½ inch. 10 80
1 inch. 12 95
1½ inch. 17 35

Galvanized Sheets.

G.C. Comet. Amer. Queen's Head.
16 gauge. 4 00 3 85 4 00 3 75
18 to 24 gauge. 4 25 4 10 4 25 4 25
26 " 4 50 4 35 4 40 4 50

Case lots 10 to 15c. less.

28 gauge American equals 26 gauge English.

Chain.

Proof Coil, 3-16 in., per 100 lb. 8 90
" 5-16 " " 8 50
" 7-16 " " 4 05
" 7-16 " " 3 90
" 9-16 " " 3 70
" 9-16 " " 3 65
" 9-16 " " 3 55
" 9-16 " " 3 60

Halter, kennel and post chains, 40 to 40 and 5 p.c.

Cow ties. 40 p.c.

Tie-out chains. 65 p.c.

Stall fixtures. 35 p.c.

Trace chain. 45 p.c.

Jack chain, iron, single and double, discount 35 p.c.

Jack chain, brass, single and double, discount 40 p.c.

Copper.

English B. S., ton lots. 0 17½

Lake Superior. 0 26

Cut lengths round, ½ to ¾ in. 0 23

" round and square. 0 23

1 to 2 inches. 0 23

Sheet.

Plain, 14 oz., and light, 16 oz., 14x48 and 14x60. 0 24

Plain, 14 oz., and light, 16 oz., irregular sizes. 0 24½

Planished. 0 26

Braziers (in sheets.) 0 32

4x8ft. 25 to 30 lbs. ea., per lb. 0 25

" 35 to 45 " " 0 24

" 50-lb. and above, " 0 23

Boiler and T. K. Pitts.

Plain Tinned, per lb. 0 28

Spun, per lb. 0 32

Brass.

Rod and Sheet, 14 to 30 gauge 10 per cent.

Sheets, hard-rolled, 2x4 " 0 23

Tubing, base, per lb. 0 23

Zinc Spelter

Foreign, per lb. 0 06½

Domestic " 0 06

Zinc Sheet.

5 cwt. casks. 00 6½
Part casks. 00 6½

Lead.

Imported Pig, per lb. 0 04½
Bar, 1 lb. 0 05½
Sheets, 2½ lbs. sq. ft., by 0 08½
Sheets, 3 to 6 lbs. " 0 06
NOTE.—Cut sheets ½ cent per lb. extra.
Pipe, by the roll, usual weights per yard, lists at 7c. per lb. and 30 p.c. dis. f.o.b. Toronto.
NOTE.—Cut lengths, net price, waste pipe 8-ft. lengths lists at 7½ cents.

Shot.

Common, \$6.50 per 100 lb.; chilled, \$7.00 per 100 lb.; buck, seal and ball, \$7.50. Discount, 17½ p.c. Prices are f.o.b. Toronto, Hamilton, Montreal, St. John and Halifax. Terms 3 per cent. cash, freights equalized.

Soil Pipe and Fittings.

Discount, 60 and 10 per cent. on medium and extra heavy, and 60 per cent. on light.

Solder.

Per lb. Per lb.
Bar half-and-half, guaranteed. 0 19½
Bar half-and-half, common. 0 19
Refined. 0 18½
Wiping. 0 18

NOTE.—Prices of this graded according to quantity. The prices of other qualities of solder in the market indicated by private brands vary according to composition.

Antimony.

Cookson's, per lb. 0 10½ 0 11

White Lead.

Per 100 lb.
Pure. 6 37
No. 1 do. 5 69½
No. 2 do. 5 55
No. 3 do. 4 87½
Munro's Select Flake White. 7 37½
Elephant and Decorators' Pure. 7 12½
Brandram's B. B. Genuine. 7 50
" Decorative. 7 00
" No. 1. 6 50
" No. 2. 5 75

Red Lead.

Genuine, 560 lb. casks, per cwt. \$5 50
Genuine, 100 lb. kegs, per cwt. 5 75
No. 1, 560 lb. casks, per cwt. 5 25
No. 1, 100 lb. kegs, per cwt. 5 00

White Zinc Paint.

Elephant Snow White. 0 08 0 09
Pure White Zinc. 0 08 0 09
No. 1. 0 06 0 07½
No. 2. 0 05 0 06½

Dry White Lead.

Pure, casks. 5 75
Pure, kegs. 6 25
No. 1, casks. 5 50
No. 1, kegs. 5 00

Prepared Paints.

In ¼, ½ and 1 gallon tins.
Pure, per gallon. 1 25
Second qualities, per gallon. 1 10
Barn (in bbls.). 0 75
The Sherwin-Williams Paints. 1 45
Canada Paint Co's Pure. 1 25
Toronto Lead & Color Co's Pure. 1 25
Sanderson Peary's Pure. 1 20
Stewart & Wood's Champion Pure. 1 20

Colors in Oil.

25 lb. tins, Standard Quality.
Venetian Red, per lb. 0 05
Chrome Yellow. 0 11
Golden Ochre. 0 06
French. 0 05
Marine Black. 0 09
" Green. 0 09
Chrome. 0 08
French Imperial Green. 0 09

Colors, Dry.

Yellow Ochre (J.C.) bbls. 1 35
Yellow Ochre (J.F.L.S.) bbls. 2 75
Yellow Ochre (Royal). 1 10
Brussels Ochre. 2 00
Venetian Red (best), per cwt. 1 80
English Oxides, per cwt. 3 00
American Oxides, per cwt. 1 75
Canadian Oxides, per cwt. 1 75
Super Magnetic Oxides, 93p.c. 2 00
Burnt Sienna, pure, per lb. 0 10
Umber, " 0 10
do Raw. 0 09
Drop Black, pure. 0 09
Chrome Yellow, pure. 0 18
Chrome Greens, pure, per lb. 0 12
Golden Ochre. 0 03½
Ultramarine Blue in 28-lb. boxes, per lb. 0 08
Fire Proof Mineral, per 100 lb. 1 00
Genuine Eng. Litharge, per lb. 0 07
Mortar Color, per 100 lb. 1 25
English Vermillion. 0 80
Pure Indian Red, No. 45 lb. 0 80
Whiting, per 100 lb. 0 55

Blue Stone.

Casks, for spraying, per b. 0 07
100-lb. lots, do. per lb. 0 08

Putty.

Bulk in bbls. 1 90
Bulk in less quantity. 2 05
Bladders in bbls. 2 10
Bladders in kegs, boxes or loose. 2 25
Bladders in 25-lb. tins. 2 35
Bladders in 12½-lb. tins. 2 65
Bladders in bulk or tins less than 100 lb. 2 90

Varnishes.

In 5-gal. lots. Per gal.
Carriage, No. 1. 2 90
" body. 8 00
" rubbing. 4 00
Gold Size, Japan. 3 00
Brown Japan. 2 40
Elastic Oak. 2 90
Furniture, extra. 2 40
" No. 1. 1 60
Hard Oil Finish. 2 70
Light Oil Finish. 3 20
Demar. 3 30
Shellac, white. 4 40
" orange. 4 00
Furniture Brown Japan. 1 60
Black Japan. 2 40
" No. 1. 1 60

The Imperial Varnish & Color Co's., Limited Elastilite Varnish 1 gal. can, each. \$3.00.

Granitine Floor Finish per gal. \$2.75.
Maple Leaf Coach Enamels; Size 1, \$1 20; Size 2, 70c.; Size 3, 40c. each.

Castor Oil.

East India, in cases, per lb. 0 10
" small lots. 0 10½

Cod Oil, Etc.

Cod Oil per gal. 0 50
Pure Olive. 1 20
Neatsfoot. 90

Glee.

Common. 0 08½
French Medial. 0 14
Cabinet sheet. 0 12
White, extra. 0 18
Gelatine. 0 22
Strip. 0 18
Coopers. 0 19
Huttner. 0 18

STEEL, PEECH & TOZER, Limited

Phoenix Special Steel Works. The Ickles, near Sheffield, England.

Manufacturers of

Axles and Forgings of all descriptions, Billets and Spring Steel, Tyre, Sleigh Shoe and Machinery Steel.

Sole Agents for Canada.

JAMES HUTTON & CO., - MONTREAL

HARDWARE.

Ammunition.

Cartridges.
R. B. Cap Dom. 50 and 5 per cent.
Rim Fire Pistol, dis. 40 p. c., Amer.
Rim Fire Cartridges, Dom., 50 and 5 p. c.
Central Fire Pistol and Rifle, 10 p. c. Amer.
Central Fire Cartridges, pistol sizes, Dom.
30 per cent.
Central Fire Cartridges, Sporting and Military,
Dom., 35 and 5 per cent.
Central Fire, Military and Sporting, Amer.
add 5 p. c. to list. B.B. Caps, discount 40
per cent. Amer.
Loaded and empty Shells, "Trap" and
"Dominion" grades, 25 per cent. Rival
and Nitro, 10 p. c. advance on list.
Brass Shot Shells, 55 per cent.
Primers, Dom., 30 per cent.

Wads.

per lb.
Best thick white felt wadding, in ¾-lb
bags..... 1 00
Best thick brown or grey felt wads, in
¾-lb. bags..... 70
Best thick white card wads, in boxes
of 500 each, 12 and smaller gauges..... 0 99
Best thick white card wads, in boxes
of 500 each, 10 gauge..... 0 35
Best thick white card wads, in boxes
of 500 each, 8 gauge..... 0 55
Thin card wads, in boxes of 1,000
each, 12 and smaller gauges..... 0 20
Thin card wads, in boxes of 1,000
each, 10 gauge..... 0 25
Thin card wads in boxes of 1,000
each, 8 gauge..... 0 25
Chemically prepared black edge grey
cloth wads, in boxes of 250 each—
11 and smaller gauge..... 0 60
9 and 10 gauges..... 0 70
7 and 8 gauges..... 0 90
5 and 6 gauges..... 1 10
Superior chemically prepared pink
edge, best white cloth wads, in
boxes of 250 each—
11 and smaller gauge..... 1 15
9 and 10 gauges..... 1 40
7 and 8 gauges..... 1 65
5 and 6 gauges..... 1 90

Adzes.

Discount, 20 per cent.

Anvils.

Wright's, 80-lb. and over..... 0 10 3/4
Hay Budden, 80-lb. and over..... 0 09 1/4
Brook's,..... 0 11 1/4

Augers.

Gilmour's, discount 65 and 5 p. c. off list.

Axes.

Chopping Axes
Single bit, per doz..... 5 50 10 00
Double bit, "..... 11 00 18 00
Bench Axes, 40 p. c.
Broad Axes, 33 1/2 per cent.
Hunters' Axes..... 5 50 6 00
Boy's Axes..... 5 75 6 75
Splitting Axes..... 6 50 12 00
Handled Axes..... 7 00 10 00

Axle Grease.

Ordinary, per gross..... 5 75 6 00
Best quality..... 13 00 15 00

Bath Tubs.

Zinc..... 6 00
Copper, discount 15 p. c. off revised list

Baths.

Standard Enameled.
5 1/2-inch rolled rim, 1st quality..... 25 00
" " " 2nd..... 21 00

Anti-Friction Metal.

"Tandem" A..... per lb. 0 27
" " B..... " 0 21
" " C..... " 0 11 1/2
Magnolia Anti-Friction Metal, per lb. 0 25
Frictionless metal, per lb. 0 23

SYRACUSE SMELTING WORKS.

Aluminum, genuine..... 0 45
Dynamo..... 0 29
Special..... 0 25
Aluminum, 99 p. c. pure "Syracuse"..... 0 50

Bells.

Hand.
Brass, 60 per cent.
Nickel, 55 per cent.

Cow.

American make, discount 66 2/3 per cent.
Canadian, discount 45 and 50 per cent.

Door.

Gongs, Sargent's..... 5 50 8 00
" Peterboro', discount 45 per cent.

Farm.

American, each..... 1 25 3 00
House..... 0 35 0 40

Bellows.

Hand, per doz..... 3 35 4 75
Moulders', per doz..... 7 50 10 00
Blacksmiths', discount 40 per cent.

Belting.

Extra, 60, 10 and 5 per cent.
Standard, 70 per cent.
No. 1, 70 and 10 p. c.

Bits.

Auger.
Gilmour's, discount 60 and 5 per cent.
Rockford, 50 and 10 per cent.
Jennings' Gen., net list.

Car.

Gilmour's, 47 1/2 to 50 per cent.
Clark's, 40 per cent.

Expansive.

Gimlet..... 0 65 0 90
Diamond, Shell, per doz..... 1 00 1 50
Nail and Spike, per gross..... 2 25 5 20

Blind and Bed Staples.

All sizes, per lb..... 0 07 1/2 0 12

Bolts and Nuts.

Per cent.
Carriage Bolts, full square, Norway..... 65
" " full square..... 65
Common Carriage Bolts, all sizes..... 60
Machine Bolts, all sizes..... 60
Coach Screws..... 72 1/2
Sleigh Shoe Bolts..... 72 1/2
Blank Bolts..... 60
Bolt Ends..... 62 1/2
Plough Bolts..... 60
Nuts, square..... 4 c. off
Nuts, hexagon..... 4 1/4 c. off
Tire Bolts..... 67 1/2
Stove Bolts..... 67 1/2
Stove rods, per lb..... 5 1/2 to 6c.

Boot Calks.

Small and medium, ball, per M..... 4 25
Small heel, per M..... 4 50

Bright Wire Goods.

Discount..... 6 1/2 per cent.

Broilers.

Light, dis., 65 to 67 1/2 per cent.
Reversible, dis., 65 to 67 1/2 per cent.
Vegetable, per doz., dis. 37 1/2 per cent.
Henis, No. 8..... 6 00
Henis, No. 9..... 7 00
Queen City..... 7 50 0 00

Butchers' Cleavers.

German, per doz..... 6 00 11 00
American, per doz..... 12 00 20 00

Building Paper, Etc.

Plain building, per roll..... 0 30
Tarred lining, per roll..... 0 40
Tarred roofing, per 100 lb..... 1 65
Coal Tar, per barrel..... 3 50
Pitch, per 100-lb..... 0 85
Carpet felt, per ton..... 45 10

Bull Rings.

Copper, \$2.00 for 2 1/2 in. and \$1.90 for 2 in.

Butts.

Wrought Brass, net revised list

Cast Iron.

Loose Pin, dis. 65, 10 and 2 1/2 per cent.
Fast Joint, dis. 65, 10 and 2 1/2 per cent.
Loose Pin, dis. 65, 10 and 2 1/2 per cent.
Berlin Bronzed, dis. 70, 70 and 5 per cent.
Gen. Bronzed, per pair..... 0 40 0 65

Carpet Stretchers.

American, per doz..... 1 00 1 50
Bullard's, per doz..... 6 50

Castors.

Bed, new list, dis. 55 to 57 1/2 per cent.
Plate, dis. 52 1/2 to 57 1/2 per cent.

Cattle Leaders.

Nos. 31 and 32, per gross..... 50 9 50

Cement.

Canadian Portland..... 2 50 2 80
English..... 3 00
Belgian..... 2 50 2 75
Canadian hydraulic..... 1 25 1 50

Chalk.

Carpenters Colored, per gross 0 45 0 75
White lump, per cwt..... 0 60 0 65
Red..... 0 05 0 06
Crayon, per gross..... 0 14 0 18

Chisels.

Socket, Framing and Firmer.
Broad's, dis. 70 per cent.
Warnock's, dis. 70 per cent.
P. S. & W. Extra 60, 10 and 5 p. c.

Churns.

Revolving Churns, metal frames—No. 0, \$8—
No. 1, \$8.50—No. 2, \$9.00—No. 3, \$10.00—
No. 4, \$12.00—No. 5, \$16.00 each. Ditto,
wood frames—20c. each less than above.
Discounts: Delivered from factories, 58
p. c.; from stock in Montreal, 58 p. c.
Terms, 4 months or 3 p. c. cash in 30 days.

Closets.

Plain Ontario Syphon Jet..... \$16 00
Emb. Ontario Syphon Jet..... 17 00
Fittings and Syphon Washout..... 1 00
Plain Teutonic Syphon Washout..... 11 00
Emb. Teutonic Syphon Washout..... 11 00
Fittings net..... 1 25
Low Down Teutonic, plain..... 16 00
" " embossed..... 17 00
Plain Richelieu net..... 3 75
Emb. Richelieu net..... 4 00
Fittings net..... 1 25
Low Down Net. Sy. Jet, plain net..... 19 50
" " emb'd net..... 20 50
Closet connection net..... 1 25
Basins, round, 14 in..... 1 00
" " oval, 17 x 14 in..... 2 50
" " 19 x 15 in..... 3 75
Discount 40 p. c., except on net figures.

Compasses, Dividers, Etc.

American, dis. 62 1/2 to 65 per cent.

Cradles, Grain.

Canadian, dis. 25 to 33 1/2 per cent.

Crosscut Saw Handles.

S. & D., No. 3, per pair..... 17 1/2
" " 5, "..... 22 1/2
" " 6, "..... 15
Boyrton pattern..... 20

Door Springs.

Torrey's Rod, per doz..... (15 p. c.) 2 00
Coil, per doz..... 0 88 1 60
English, per doz..... 2 00 4 00

Draw Knives.

Coach and Wagon, dis. 50 and 10 per cent.
Carpenters, dis. 70 per cent.

Drills.

Hand and Breast.
Millar's Falls, per doz. net list.

Drill Bits.

Morse, dis., 37 1/2 to 40 per cent.
Standard dis. 50 and 5 to 55 per cent

Faucets.

Common, cork-lined, dis. 35 per cent.

ELBOWS. (Stovepipe.)

No. 1, per doz..... 1 40
No. 2, per doz..... 1 20
Bright, 20c. per doz. extra.

ESCUTCHEONS.

Discount, 45 per cent.

ESCUTCHEON PINS.

Iron, discount 40 per cent.

FACTORY MILK CANS.

Discount off revised list, 40 per cent.

FILES AND RASPS.

Great Western..... 75 and 5 per cent.
Dixton..... 70 " 10 "
Arcade..... 75 " 5 "
Kearney & Foot..... 70 " 10 "
American..... 75 " 5 "
McClellan..... 70 " 5 "
Eagle..... 70 10 and 5 "
Nicholson..... 70 " 10 "
Heller..... 60 " 10 "

FORKS.

Hay, manure, etc., dis., 50 and 10 per cent.
revised list.

GLASS—Window—Box Price.

Size Under Star Per Per
Inches. 50 ft. 100 ft. 50 ft. 100 ft.
Under 26..... 2 15 4 15 6 00
26 to 40..... 2 30 4 45 6 65

41 to 50..... 4 85 7 50
51 to 60..... 5 15 8 50
61 to 70..... 5 50 9 50
71 to 80..... 6 00 10 50
81 to 85..... 6 50 11 70
86 to 90..... 14 00
91 to 95..... 15 50
99 to 100..... 18 00

GAUGES

Marking, Mortise, Etc.
Stanley's dis. 50 to 55 per cent.

Wire Gauges.

Winn's, Nos. 26 to 35, each..... 1 65 2 40

HALTERS.

Rope, 3/8 per gross..... 9 00
" 1/2 to 3/4..... 14 00
Leather, 1 in., per doz..... 3 87 1/2 4 00
" 1 1/4 in., "..... 5 15 5 20
Web, — per doz..... 1 87 2 45

HAMMERS.

Nail
Maydole's, dis. 5 to 10 per cent. Can. dis.
25 to 27 1/2 per cent.

Tack.

Magnetic, per doz..... 1 10 1 20
Sledge..... 0 07 1/2 0 08 1/2
Canadian, per lb..... 0 07 1/2 0 08 1/2
English and Can., per lb..... 0 22 0 25

HANDLES.

Axe, per doz. net..... 1 50 2 50
Store door, per doz..... 1 00 1 50

For.

C. & B., dis. 40 per cent. rev. list.
Hoe.
C. & B., dis. 40 per cent. rev. list.
Saw.

American, per doz..... 1 00 1 25
American, per gross..... 3 15 3 75
Canadian, 40 per cent.
Cross-Cut Saws..... 0 13 1/2

HANGERS.

Steel barn door..... 5 85 6 00
Sears, 4 inch..... 5 00
Lane's covered—
No. 11, 5-ft. run..... 8 40
No. 11 1/2, 10-ft. run..... 10 80
No. 12, 10-ft. run..... 12 60
No. 14, 15-ft. run..... 21 00
Lane's O.N.T. track, per foot..... 4 1/2

HARVEST TOOLS.

Discount, 50 and 10 per cent.

HATCHETS.

Canadian, dis. 40 to 42 1/2 per cent.

HINGES.

Blind, Parker's, dis. 50 and 10 to 60 per cent.
Heavy T and strap, 4-in., per lb..... 0 08 1/2
" " 5-in., "..... 0 06 1/2
" " 8-in., "..... 0 05 1/2
" " 10-in., "..... 0 05 1/2
Light T and strap, dis. 65 and 5 per cent.

Screw hook and hinge—
6 to 10 in., per 100 lbs..... 3 90
12 in. up, per 100 lbs..... 3 00
Per gro. pairs. Spring..... 12 00

HOES.

Garden, Mortar, etc., dis. 50 and 10 p. c.
Plaster, per doz..... 4 00 4 50

HOLLOW WARE

Discount..... 45 and 5 per cent

HOOKS.

Cast Iron.
Bird Cage, per doz..... 0 50 1 10
Clothes Line, per doz..... 0 27 0 63
Harness, per doz..... 0 72 0 88
Hat and Coat, per gross..... 1 00 3 00
Chandelier, per doz..... 0 50 1 00

Wrought Iron.

Wrought Hooks and Staples, Can., dis.
47 1/2 per cent.

Wire.

Hat and Coat, discount 45 per cent.
Belt, per 1,000..... 0 60
Screw, bright, dis. 55 per cent.

Use Syracuse Babbitt Metal

IT IS THE
BEST MADE.



For
Paper and Pulp
Mills, Saw and
Wood Working
Machinery, Cotton
and Silk Mills,
Dynamos, Marine
Engines, and all
kinds of
Machinery
Bearings.

Wire, Triangular and Bar Solder, Pig Tin, Lead, Ingot Copper, Ingot Brass, Antimony, Aluminum, Bismuth, Zinc Spelter,
Phosphor Tin, Phosphor Bronze, Nickle, etc., always in stock.

Factories: { 332 William St., MONTREAL, QUE.
and SYRACUSE, N.Y.

Syracuse Smelting Works

HORSE NAILS.
"C" brand 50 and 7 1/2 p.c. off new list } Oval-
"M" brand 50, 10 and 5 percent. } head
Countersunk 60 per cent.

HORSESHOES

Iron Shoes.
Light, medium, and heavy. 3 50 3 75
Snow shoes. 3 75 4 00
Steel Shoes.
Light. 3 60 3 85
Featherweight (all sizes). 4 85 4 85
F.O.B. Toronto, Hamilton, London and
Guelph, 10c. per keg additional.
Toe weight steel shoes. 6 70

JAPANNED WARE.
Discount, 45 and 5 p.c. off list, June 1899

ICE PICKS.
Star per doz. 3 00 3 25

KETTLES.
Brass spun, 7 1/2 p.c. dis. off new list.
Copper, per lb. 0 30 0 50
American, 60 and 10 to 65 and 5 p.c.

KEYS.
Lock, Can., dis., 45 p.c.
Cabinet, trunk, and padlock,
Am. per gross. 60

KNOBS.
Door, japanned and N.P., per
doz. 1 50 2 50
Bronze, Berlin, per doz. 2 75 3 25
Bronze Genuine, per doz. 6 00 9 00
Shutter, porcelain, F. & L.
screw, per gross. 1 30 4 00
White door knobs—per doz. 1 25

HAY KNIVES.
Discount, 50 and 10 per cent.

LAMP WICKS.
Discount, 60 per cent.

LANTERNS.
Cold Blast, per doz. 7 00
No. 3 "Wright's" 8 50
Ordinary, with O burner. 4 00
Dashboard, cold blast 9 00
No. 0. 5 75
Japanning, 50c. per doz. extra.

LEMON SQUEEZERS.
Porcelain lined, per doz. 2 20 5 60
Galvanized. 1 87 3 85
King, wood. 2 75 2 90
King, glass. 4 00 4 50
All glass. 1 20 1 30

LINES.
Fish, per gross. 1 05 2 50
Chalk. 1 90 7 40

LOCKS.
Canadian, dis. 45 p.c.
Russell & Erwin, per doz. 3 00 3 25
Cabinet.

Eagle, dis. 30 p.c.
Padlock
English and Am., per doz. 50 6 00
Scandinavian. 1 00 2 40
Eagle, dis. 20 to 25 p.c.

MACHINE SCREWS. Iron and Brass.
Flat head discount 25 p.c.
Round Head discount 20 p.c.

MALLETS.
Tinmiths' per doz. 1 25 1 50
Carpenters', hickory, per doz. 1 25 3 75
Lignum Vitae, per doz. 3 85 5 00
Caulking each. 60 2 00

MATTOCKS.
Canadian, per doz. 5 50 6 50

MEAT CUTTERS.
American, dis. 25 to 30 p.c.
German, 15 per cent.

MILK CAN TRIMMINGS.
Discount, 25 per cent.

NAILS.
Quotations are: Cut. Wire.
2d and 3d. \$3 45 \$3 85
3d. 3 10 3 52
4 and 5d. 2 85 3 35
6 and 7d. 2 75 3 20
8 and 9d. 2 60 3 00
10 and 12d. 2 55 2 95
16 and 20d. 2 50 2 90
30, 40, 50 and 60d. (base). 2 45 2 85
Wire nails in carlots are \$2.77 1/2
Galvanizing 2c. per lb. net extra.
Steel Cut Nails 10c. extra.
Miscellaneous wire nails, dis. 70 and 10 p.c.

Coopers' nails, dis. 30 per cent.
Flour barrel nails, dis. 25 per cent.

NAIL PULLERS.
German and American. 1 85 3 50

NAIL SETS.
Square, round, and octagon
per gross. 3 38 4 00
Diamond. 12 00 15 00

NETTING.
Poultry, 55 per cent for McMullen's

OAKUM. Per 100 lb.
Navy. 6 00
U. S. Navy. 7 25

OIL.
Water White (U.S.). 0 16 1/2
Prime White (U.S.). 0 15 1/2
Water White (Can.). 0 15
Theile & Quack's. 0 14

OILERS.
McClary's Model galvan. oil
can, with pump, 5 gal.,
per doz. 10 00
Zinc and tin, dis. 50, 50 and 10.
Copper, per doz. 1 25 3 50
Brass, " 1 50 3 50
Malleable, dis. 25 per cent.

GALVANIZED PAIRS.
Dufferin pattern pairs, dis. 45 p.c.
Flaring pattern, discount 45 per cent.
Galvanized washtubs, discount 45 per cent.

PIECED WARE.
Discount 40 per cent. off list, June, 1899.
10-qt. flaring sap buckets, dis. 45 p.c.
8, 10 and 14-qt. flaring pails, dis. 45 p.c.
Creamer cans, dis. 45 p.c.

PICKS.
Per doz. 6 00 9 00

PICTURE NAILS.
Porcelain head, per gross. 1 75 3 00
Brass head. 0 40 1 00

PICTURE WIRE.
Tin and gilt, discount 75 p.c.

PLANES.
Wood, bench, Canadian dis. 50 per cent.
American dis. 50.
Wood, fancy Canadian or American 7 1/2
to 40 per cent.

PLANE IRONS.
English, per doz. 2 00 5 00

PLIERS AND NIPPERS.
Button's Genuine per doz pairs, dis. 37 1/2
40 p.c.
Button's Imitation, per doz. 5 00 9 00
German, per doz. 0 60 2 60

PLUMBERS BRASS GOODS.
Compression work, discount, 60 per cent.
Fuller's work, discount 65 per cent.
Rough stops and stop and waste cocks, dis-
count, 60 per cent.
Jenkins disk globe and angle valves, dis-
count, 55 per cent.
Standard valves, discount, 60 per cent.
Jenkins' radiator valves discount 55 per cent.
" standard, dis., 60 p.c.
Quick opening valves discount, 60 p.c.
No. 1 compression bath cock. 2 00
No. 4. 2 00
No. 7, Fuller's. 2 50
No. 4 1/2. 3 00

POWDER.
Velox Smokeless Shotgun Powder.
100 lb. or less. 0 85
1,000 lb. or more. 0 80
Net 30 days.

PRESSED SPIKES.
Discount 20 to 25 per cent.

PULLEYS.
Hothouse, per doz. 0 55 1 00
Axle. 0 22 0 33
Screw. 0 27 1 00
Awning. 0 35 2 50

PUMPS.
Canadian cistern. 1 80 3 60
Canadian pitcher spout. 1 40 2 10

PUNCHES.
Saddlers', per doz. 1 00 1 85
Conductors, " 9 00 15 00
Tinner's solid, per set. 0 00 0 72
" hollow, per inch. 0 00 1 00

RANGE BOILERS.
Galvanized, 3 gallons. 7 60
" 35 " 8 25
" 40 " 9 50
Copper, 30 " 22 00
" 35 " 26 00
" 40 " 30 00

Discount off Copper Boilers 10 per cent.

RAKES.
Cast steel and malleable, 50, 10 and 5 p.c.
Wood, 25 per cent.

RAZORS. per doz.
Elliot's. 4 00 18 00
Geo. Butler & Co.'s. 4 00 18 00
Boker's. 7 50 11 00
" King Cutter. 12 50 50 00
Wade & Butcher's. 3 60 10 00
Theile & Quack's. 7 00 12 00

REAPING HOOKS.
Discount, 50 and 10 per cent.

REGISTERS.
Discount, 40 per cent.

RIVETS AND BURRS.
Iron Rivets, black and tinned, discount 60
and 10 per cent.
Iron Burrs, discount 55 per cent.
Extras on Iron Rivets in 1-lb. cartons, 1/2 c.
per lb.
Extras on Iron Rivets in 1/2-lb. cartons, 1 c.
per lb.
Copper Rivets & Burrs, 35 and 5 p.c. dis.
and cartons, 1 c. per lb. extra, net.
Extras on Tinned or Coppered Rivets
1/2-lb. cartons, 1 c. per lb.

RIVET SETS.
Canadian, dis. 35 to 37 1/2 per cent.

ROPE ETC. Sisal. Manila.
7-16 in. and larger, per lb. 10 13 1/2
3/4 in. 11 14 1/2
1/2 and 5-16 in. 15 15 1/2
Cotton, 3-16 inch and larger 16
" 1/2 inch. 21
" 3/4 inch. 22 1/2
Russia Deep Sea. 15 1/2
Jute. 9
Lath Yarn. 8
New Zealand Rope. 10

RULES.
Boxwood, dis. 75 and 10 p.c.
Ivory, dis. 37 1/2 to 40 p.c.

SAD IRONS. per set.
Mrs. Potts, No. 55, polished. 62 1/2
" No. 50, nickle-plated. 67 1/2

SAND AND EMERY PAPER.
Dominion Flint Paper, 47 1/2 pe. cent.
B & A. sand, 40 and 5 per cent.
Emery, 40 per cent.

Garnet (Rutten), 5 to 10 p.c. advance on list.

SAP SPOUTS.
Bronzed iron with hooks, per doz. 9 50

SAWS.
Hand Disston's, dis. 12 1/2 p.c.
S. & D., 40 per cent.
S. & D., dis. 35 p.c. on Nos. 2 and 3.
Hack, complete, each. 0 75 2 75
" frame only. 0 75

SASH WEIGHTS.
Sectional, per 100 lbs. 2 75 3 00
Solid, " 2 00 2 25
er lb. SASH CORD. 0 23 0 30

SAW SETS.
" Lincoln" and 1 Whiting, per doz. 6 00
Hand Sets, No. 1 Woodyatt (Morrill) 4 25
X-cut sets, No. 3 Woodyatt (Morrill) 9 50

SCALES.
Standard, 45 p.c.
Champion, 65 p.c.
Spring Balances, 10 p.c.
Fairbanks Standard, 35 p.c.
" Dominion, 55 p.c.
" Richelieu, 55 p.c.

SCREW DRIVERS.
Sargent's per doz. 0 65 1 00

SCREWS.
Wood, F. H., bright and steel, 87 1/2 and 10 p.c.
Wood R. H., " dis. 82 1/2 and 10 p.c.
" F. H., brass, dis. 80 and 10 p.c.

Wood, R. H., " dis. 75 and 10 p.c.
" F. H., bronze, dis. 75 p.c.
" R. H., " 70 p.c.

Drive Screws, 87 1/2 and 10 per cent.
Bench, wood, per doz. 3 25 4 00
" iron. 4 25 5 75
Set, Case hardened, 60 per cent.
Square Cap, 50 and 5 per cent.
Hexagon Cap, 45 per cent.

SCYTHES.
Per doz. net. 9 00

SCYTHE SNATHS.
Canadian, dis. 45 p.c.

SCISSORS.
Bailey Cutlery Co., full nickled, dis. 60 p.c.
Seymour's, dis. 50 and 10 p.c.

SHOVELS AND SPADES.
Canadian, dis. 40 and 5 per cent.

SINKS.
Steel and galvanized, discount 45 per cent.

SNAPS.
Harness, German, dis. 25 p.c.
Lock, Andrews. 4 50 11 50

SOLDERING IRONS.
1 1/2 lb., per lb. 0 37
2 lb. or over, per lb. 0 34

SQUARES.
Iron, No. 493, per doz. 2 40 2 55
" No. 494. " 3 25 3 40
Steel, dis. 60, 10 and 5 p.c.
Try and betel, dis. 50 to 52 1/2 p.c.

STAMPED WARE.
Plain, dis. 75 and 12 1/2 p.c. off revised list
Retinned, dis. 75 p.c. off revised list.

STAPLES.
Galvanized. 3 50 4 00
Plain. 3 25 3 75
Coopers', discount 45 per cent.
Poultry netting staples, 40 per cent.

STOCKS AND DIES.
American dis. 25 p.c.

STONE. Per lb.
Washita. 0 28 0 60
Hindustan. 0 06 0 07
" slip. 0 09 0 09
Labrador. 0 13
" Axe. 0 15
Turkey. 0 50
Arkansas. 0 10
Water-of-Ayr. 0 00 0 10
Scythe, per gross. 3 50 5 00
Grind. 2 in. 40 to 200 lb. per ton. 25 00
" under 40 lb. " 28 00
Grind. under 2 in. thick " 29 00

STOVE PIPES.
5 and 6 inch Per 100 lengths. 7 00
7 inch. 7 50

ENAMELINE STOVE POLISH.
No. 4-3 dozen in case, net, cash. \$4 80
No. 6-3 dozen in case, " 8 40

TACKS BRADS, ETC.
Strawberry box tacks, bulk. 75 & 10
Cheese-box tacks, blued. 80 & 12 1/2
Trunk tacks, black and tinned. 85
Carpet tacks, blued. 80 & 15
" " tinned. 80 & 20
" " (in kegs). 40
Cut tacks, blued, in dozens only. 80
" 1/2 weights. 60
Swedes cut tacks, blued and tinned—
in bulk. 80 & 10
In dozens. 75
Swedes, upholsterers', bulk. 85, 12 1/2 & 12 1/2
" brush, blued & tinned, bulk. 70
" gimps, blued, tinned and
japanned. 75 & 12 1/2

Zinc tacks. 35
Leather carpet tacks. 55
Copper tacks. 60
Copper nails. 5 1/2
Trunk nails, black. 65 and 5
Trunk nails, tinned. 65 and 10
Clout nails, blued. 65 and 5
Chair nails. 35
Patent brads. 40
Fine finishing. 40
Picture frame points. 10
Lining tacks, in papers. 10

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For other Provinces.

Lining tacks, in bulk	15
" solid heads, in bulk.....	75
Saddle nails in papers.....	10
" in bulk.....	15
Tufting buttons, 22 line, in dozens only	60
Tin capped trunk nails.....	15
Zinc glazier's points.....	5
Double pointed tacks, papers.....	90 and 10
" bulk.....	40

TAPE LINES.

English, ass skin, per doz....	2 75	5 00
English, Patent Leather....	5 50	9 75
Chesterman's each.....	0 90	2 85
" steel, each	0 80	8 00

THERMOMETERS.

Tin case and dairy, dis. 75 to 75 and 10 p.o.

TRAPS. (Steel.)

Game, Newhouse, dis. 25 p.c.	
Game, H. & N., P. S. & W., 65 p.c.	
Game, steel, 72½, 75 p.o.	

TROWELS.

Diston's discount 10 per cent.	
German, per doz.....	4 75 6 00
S. & D., discount 35 per cent.	

TWINES.

Bag, Russian, per lb.....	0 27	0 35
Wrapping, cotton, 3-ply.....	0 18½	0 23½
" 4-ply.....	0 23½	0 45
Mattress, per lb.....	0 33	0 45
Staging, "	0 27	0 35

VISES.	
Wright's	0 13½
Brook's	0 12½
Pipe Vise, Hinge, No. 1.....	3 50
" No. 2	5 50
Saw Vise	4 50 9 00

ENAMELLED WARE.

White, Princess, Turquoise, Blue and White, discount 50 per cent.
Diamond, Famous, Premier, 50 and 10 p.c.
Granite or Pearl, Imperial, Crescent, 50, 10 and 10 per cent.

WIRE.

Brass wire, 50 to 50 and 2½ per cent. off the list.
Copper wire, 45 and 10 per cent. net cash 30 days, f.o.b. factory.

Smooth Steel Wire, is quoted at the following net selling prices:

No. 6 to 8 gauge.....	\$2 90
" 9	2 80
" 10	2 87
" 11	2 90
" 12	2 95
" 13	3 15
" 14	3 37
" 15	3 50
" 16	3 65

Other sizes of plain wire outside of Nos. 9, 10, 11, 12 and 13, and other varieties of plain wire remain at \$2.80 base with

extras as before. The prices for Nos. 9 to 13 include the charge of 10c. for oiling. Extras net per 100 lb.: Coppered wire, 60c.—tinned wire, \$2—oiling, 10c.—special hay-baling wire, 30c.—spring wire, \$1—best steel wire, 75c.—bright soft drawn, 15c.—in 50 and 100-lb. bundles net, 10c.—in 25-lb. bundles net 15c.—packed in casks or cases, 15c.—bagging or papering, 10c.

Fine Steel Wire, dis. 17½ per cent. List of extras in 100-lb. lots: No. 17, \$5—No. 18, \$5.50—No. 19, \$6—No. 20, \$6.65—No. 21, \$7—No. 22, \$7.30—No. 23, 7.65—No. 24, \$8—No. 25, \$9—No. 26, \$9.50—No. 27, \$10—No. 28, \$11—No. 29, \$12—No. 30, \$13—No. 31, \$14—No. 32, \$15—No. 33, \$16—No. 34, \$17. Extras net-tinned wire, Nos. 17-25, \$2—Nos. 26-31 \$4—Nos. 32-34, \$6. Coppered, 5c.—oiling, 10c.—in 25-lb. bundles, 15c.—in 5 and 10-lb. bundles, 25c.—in 1-lb. hanks, 50c.—in ¼-lb. hanks, 75c.—in ½-lb. hanks, \$1—packed in casks or cases, 15c.—bagging or papering, 10c.

Galvanized Wire, per 100 lb.—Nos. 6, 7, 8, \$3.50 to \$3.85—No. 9, \$2.85 to \$3.15—No. 10, \$3.60 to \$3.95—No. 11, \$3.70 to \$4.10—No. 12, \$3 to \$3.30—No. 13, \$3.10 to \$3.40—No. 14, \$4.10 to \$4.50—No. 15, \$4.60 to \$5.05—No. 16, \$4.85 to \$5.35. Base sizes, Nos. 6 to 9, \$2.57½ f.o.b. Cleveland. Clothes Line Wire, solid 7 strand, No. 17,

\$4.25; No. 18, \$2.65; No. 19, \$2.35, f.o.b. Hamilton, Toronto, Montreal.

WIRE FENCING. F.O.B. Toronto

Galvanized barb	3 65
Galvanized, plain twist.....	3 05
Galvanized barb, f.o.b. Cleveland, \$2.82½ in less than carlots, and \$2.70 in carlots.	

WIRE CLOTH.

Painted Screen, per 100 sq. ft., net.. 1 35

WASTE COTTON. per lb.

Colored.....	4½ to 5
White, according to quality.....	6½ to 7½

WRENCHES.

Acme, 35 to 37½ per cent.	
Agricultural, 60 p.c.	
Coe's Genuine, dis. 20 to 25 p.c.	2 00 7 00
Towers' Engineer, each.....	5 80 6 00
" S., per doz.....	5 80 6 00
G. & K.'s Pipe, per doz.....	3 40
Burrell's Pipe, each.....	3 00
Pocket, per doz.....	0 25 2 90

WRINGERS.

Leader..... per doz.	\$30 0 33 00
Royal Canadian.....	26 00 28 00
Royal American.....	26 00 28 00
Sampson.....	26 00 28 00

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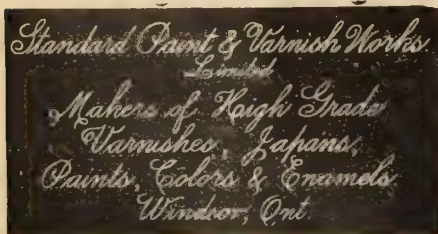
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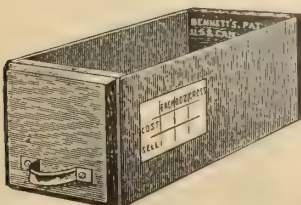


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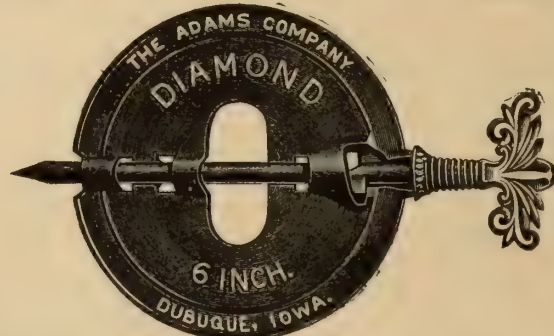
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U.S. Patent June 25th, 1895

Canadian Patent December 13th, 1894



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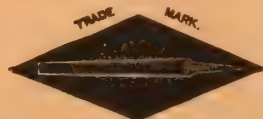
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We have other grades not quite so expensive, but good reliable brands, viz.: "Lion" (the popular medium-priced hose), "King" "Sun" and "Leader."

Our "Kinkproof" (wire wound) hose is wired by a special process controlled solely by ourselves, and is so constructed that it may be cut at any wind of the wire without loosening or uncoiling, the wire being self-gripping throughout each length.

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VOL. XIII.

MONTREAL AND TORONTO, JULY 27, 1901.

NO. 30

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The Most Economical.
The Least Wearing.
The Most Durable.
Friction Preventing.

"Tandem" Metals are better than
any other for their purpose,
and are, therefore :

Resistance Reducing.
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Power Increasing.
Lubricant Saving.

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For Heaviest Pressure and Medium Speed
or Heavy Pressure and High Speed.

B QUALITY

For Heavy Pressure and Medium Speed
or Medium Pressure and High Speed.

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For Medium Pressure and High Speed
or Low Pressure and Highest Speed.

Sole Agents :

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Queen Victoria St., London, E.C.

A Simple Proposition.

If the object of galvanizing Sheet Iron is to
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"Queen's Head" brand, which is un-
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The "SAFFORD" is made in many designs and
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LAWN SEATS

AND

VASES.

Special Mowers

FOR

Golf Grounds and
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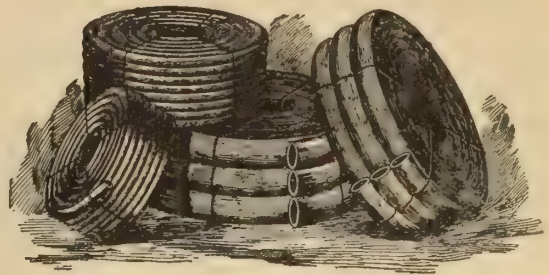
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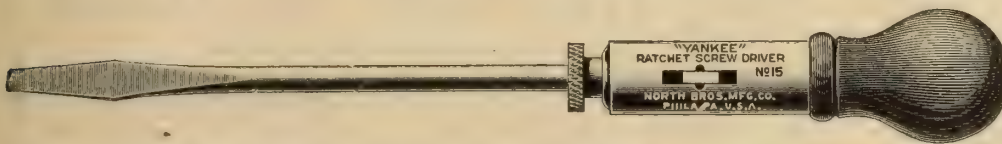
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Other Tools are very
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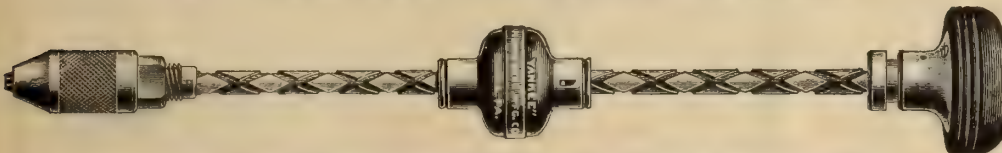
No. 15. "Yankee Ratchet Screw Driver, with Fluger Turn on Blade.



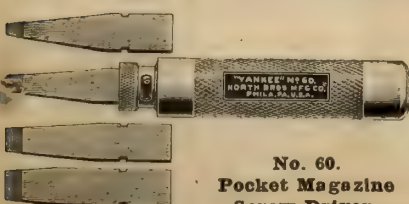
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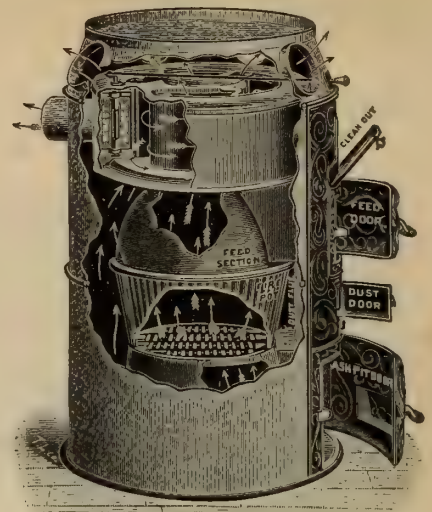
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are unequalled in excellence—combining enormous power with gratifying economy. Their improved points of construction will interest every practical dealer or buyer.

They are made with Steel Plate Radiators, and supplied either portable, as shown, or stationary for brick setting.

Our **Little Ox** and **Oxford Furnaces** for wood are already in favorable use all over the country, their incomparable popularity having been gained by superior merit.

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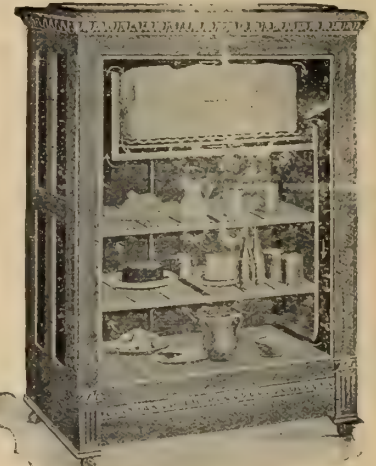
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Built in the newest, largest and best equipped refrigerator plant in the East
run all the year round on refrigerators exclusively; stock goods; special
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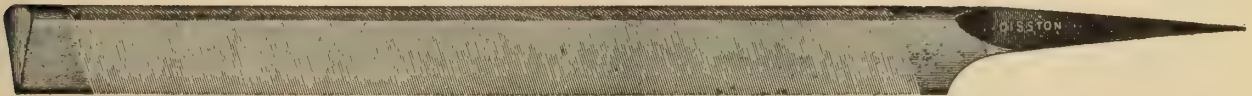
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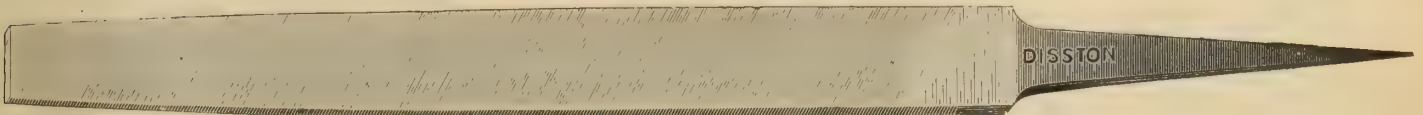
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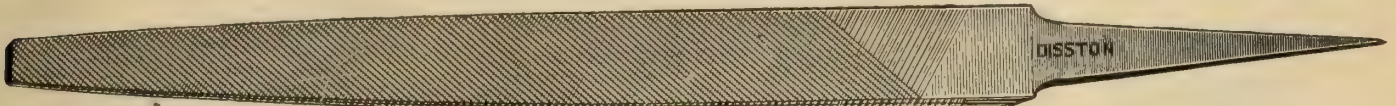
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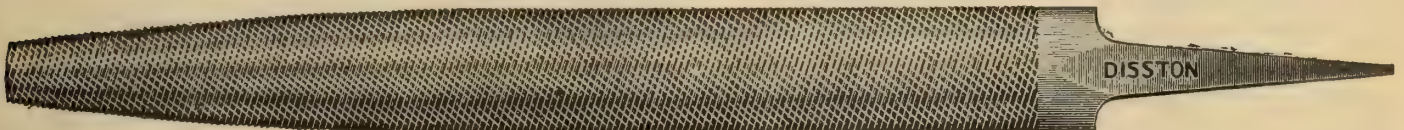
Henry Disston & Sons Great American Saw File.



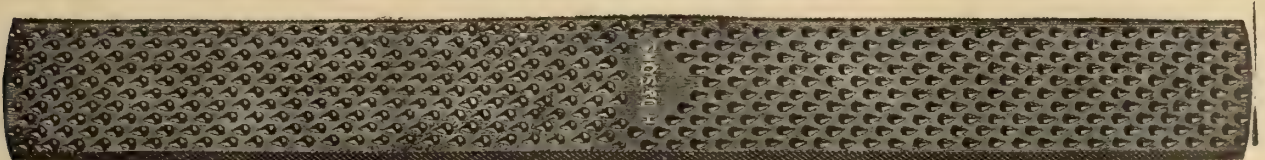
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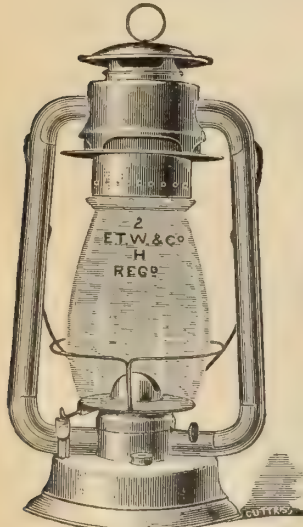
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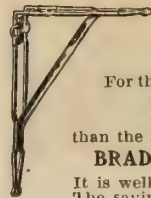
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That's what a shelf bracket is for.
For this purpose there can be

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than the . . .

BRADLEY STEEL SHELF BRACKET

It is well **Japanned, Strong and Light.**
The saving in freight is a good profit, aside
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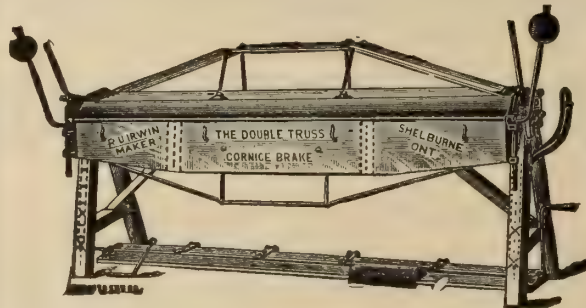


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If you want the best cheap rifle ever made we have it in the Stevens-Maynard Jr. It
will be a great seller this year. Better place order now.

The leading Jobbers handle Stevens products.

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This eight-foot Brake bends 22-gauge iron
and lighter, straight and true.

Price, \$60

Very handy beader attachment, \$15 extra
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Model
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Steel and Twist Barrels
in 30 and 32-inch.
12 Gauge.

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Descriptive Catalogue on request.

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Lead on Every Point.

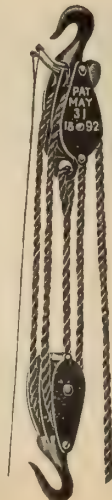
London Safety Tackle Blocks are equally efficient for
stretching Coiled Spring Wire and for use as a Hoisting
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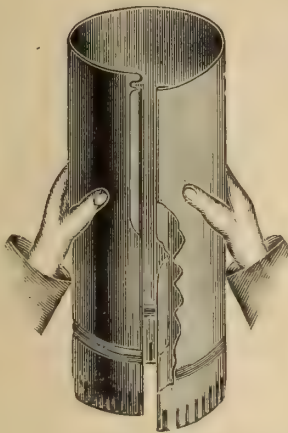


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1901 Style

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Made in 5, 6 and 7 inches.

Nested in Crates of 25 each.

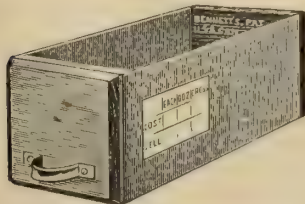
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Where time is an object, we will guarantee that six of our "EMPIRE" STOVE PIPES can be put together in the same length of time as one of various other makes, *and will stay put together.*

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Cabinets for all kinds of goods fitted with
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MADE TO ORDER.



For particulars apply to the patentee and manufacturer.

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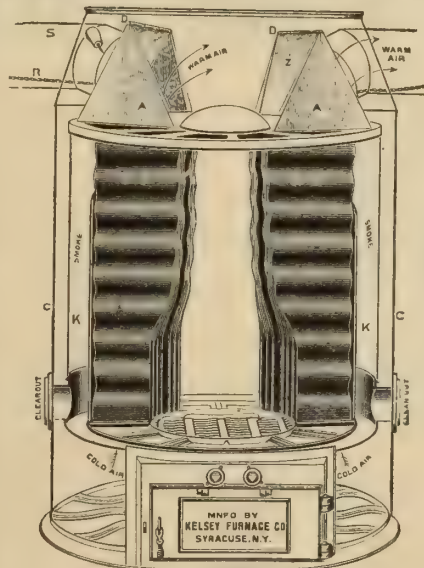
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STRONG AND SURE
WITH A FIRM AND
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—Longfellow.

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WISH THUS TO BUILD
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CONTRACT-
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TORONTO
will bring you
tenders from the
best contractors.

LONG DISTANCE WARMING WITH WARM AIR



is possible of accomplishment only by the use of the "Patent Positive Attachment" as applied to

Kelsey Corrugated Warm-Air Generators

(PATENTED)

This cut shows how any required number of the long, hollow, corrugated sections can be capped, and by extending a warm-air conducting pipe from such attachment, all heat generated by those particular sections must be delivered in the room so connected.

IT PAYS DEALERS to secure an agency for the "Kelsey," as it gives them a specialty and something to discuss with prospective purchasers beside the price.

THE KELSEY IS THE ONLY WARM AIR DEVICE that will warm and ventilate schools, churches and large residences properly and economically.

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Exclusive Makers for Canada.



No. 55—ROYAL BRONZE.
155—PLATED FINISHES.



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HAND RAIL

PLATED FINISHES

Self Brass, Bronze, Nickel,
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ORNAMENTAL BRASS
ORNAMENTAL BRONZE
ORNAMENTAL NICKEL

BRACKETS.

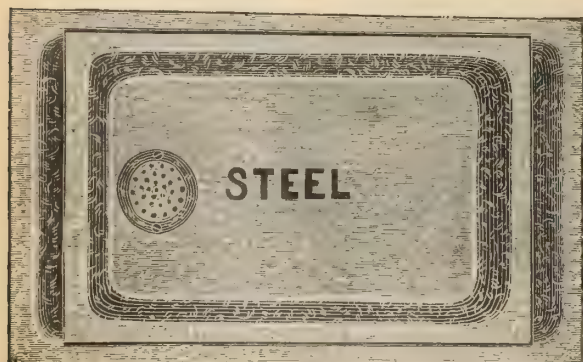
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ALL PACKED WITH SCREWS TO MATCH FINISH.

A. R. WOODYATT & CO., Guelph, Canada.

Sold only through
the wholesale trade.

Kemp's Seamless Steel Kitchen Sinks



are pressed out of sheets of cold wrought steel and are unbreakable. Owing to their comparative lightness, you will have less freight to pay than on the heavy cumbersome Cast Iron Sinks.

Being made without seams or joints and being rounded at sides and corners, it is easy to keep them clean, and they are perfectly odorless.

Each one is neatly and smoothly finished.

They are provided with Strainers and connections with Brass Bolts that cannot rust out.

Made in three styles of finish.

Painted, Galvanized, Enameled.

3 sizes { 16 x 24
 { 18 x 30
 { 18 x 36

WE WILL BE PLEASED TO NAME YOU PRICES.

Kemp Manufacturing Co'y, Toronto.



VOL. XIII.

MONTREAL AND TORONTO, JULY 27, 1901.

NO. 30.

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Montreal.

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PLEASE MENTION THAT YOU SAW
THEIR ADVERTISEMENT IN THIS PAPER**

THE STRIKE AND STEEL PRICES.

UNLESS something at present not in sight intervenes it is becoming more and more evident that the strike in the United States among what is generally termed the steel trades is likely to be a protracted one.

Its seriousness is daily becoming more apparent. And the result is an unmistakable hardening in prices in many lines of iron and steel.

Pipe, sheets and tinplates are decidedly firm, and in some instances quotably higher. Tinplates are particularly strong. Already a scarcity is being felt in the United States,

where as much as a premium of \$1.25 per box has been paid in order to obtain delivery. While as great an increase as this is not general, substantial premiums have been paid in not a few instances. Stocks of tinplates at the beginning of the strike were light and chiefly held by consumers.

In sympathy with the condition of affairs in the United States the British tinplate market is excited, and several advances have taken place, it being evident, from the inquiries which have been received, that there will be quite a demand from the United States should the strike be at all protracted.

The conditions of affairs in Great Britain and the United States have not been without their influence in Canada. Users of tinplates evince quite a desire to anticipate their requirements, and our quotations are this week marked up 25c. per box.

Advices from Pittsburg say that the demand for black and galvanized sheets is so heavy that prompt deliveries cannot be had except at a premium over regular prices. Our quotations on common black sheets are 10 to 15c. higher than they were a week ago. Sheets show an advance of 30c. in Pittsburg within the last ten days.

All varieties of steel are stiffening in price, and in Canada quite an interest has been awakened in the iron and steel trades, particularly in regard to such lines as come largely from the United States and which are most likely to be influenced by the strike.

Pig iron seems to be the only line at the

moment which does not appear to be hardening in price as a result of the strike. It had first to suffer from the effects of the strike of the machinists; and now, just as that strike is collapsing, another of still greater proportions and of longer duration springs up. It is not surprising that the pig iron market in the United States is this week reported to be dull with an easy tendency.

THE PIG TIN MARKET.

THE past week has been another striking one for the pig tin market, particularly in London, England, where, in three days, spot prices declined £11 per ton, while the difference between the lowest point and the comparatively recent highest point was no less than £20 per ton. Futures are also lower, declining about £2 per ton during the early part of the week.

In New York the weakness has not been nearly as pronounced as in London, but still it was unsettled and dull.

On Wednesday a reaction set in, for, although the market opened weak on that day it closed firm. The improvement really began a few days before that, for, while spot prices continued to fall up to the middle of the week, the cables reported that nearby dates were selling at better prices.

The statistical position of tin is not unfavorable. It is estimated that stocks in the United States, on August 1, will be 700 tons less than they were on July 1, while it is now the period of the year when the demand is usually larger than the production.

CANADA AND THE RECIPROCITY QUESTION.

RECIPROCITY is a question which is again receiving some attention from commercial organizations in the United States. A short time ago The National Association of Manufacturers' in session at Detroit adopted a resolution recommending the calling of a general convention for the consideration of reciprocity treaties with foreign countries. Since then two important and influential commercial bodies in the United States have adopted resolutions asking the President and Congress to take steps to negotiate a reciprocity treaty with Canada. The one was The Boston Chamber of Commerce and the other The Merchants' Association of New York.

The business men across the border realize that self contained and all as the United States is, it is not altogether independent of other nations for the development of its trade and commerce. One gathers that from a perusal of the reciprocity resolutions recently adopted, and particularly from that of The Merchants' Association of New York.

"The manufactured products of the United States," reads the preamble of that resolution, "are constantly increasing and are already exceeding the demands of home consumption; and whereas this over-production is a serious and growing menace to the commercial interests of this country; and whereas the opening of foreign markets upon such terms and conditions as will enable the manufacturers of this country to dispose of their product advantageously therein will furnish a preventative for this threatening evil. . . . Resolved.—The Merchants' Association of New York hereby urges upon the President and Congress that such immediate steps be taken as in their judgment will result in the consummation of a mutually advantageous reciprocal trade agreement between the United States and Canada."

The resolution adopted by The Boston Chamber of Commerce is little less emphatic in regard to the importance of foreign markets, and recognizes equally as fully the importance of Canada's trade. "Canada," it says, "is our nearest, and, in some respects our best foreign market."

The export trade of the United States during the fiscal year recently ended was nearly \$1,500,000,000 and the excess of exports over imports nearly \$665,000,000. Compared with ten years ago the increase is enormous. But while the conditions are so satisfactory it is the future that is causing uneasiness to the commercial interests of the United States.

The attitude of the United States towards other nations, in a commercial sense,

has been that of the ancient Jews toward the Samaritans. They wanted no dealings with them, with this difference: The United States wanted to sell to other nations, but she did not want to buy from them. And in order that she might not buy from them she has surrounded herself with a Customs tariff which averages about 55 per cent.—about double that of the Canadian tariff.

This policy was irritating at all times, but it became increasingly so as the products of United States factories invaded in larger volume the markets of Europe. Now, nearly every nation in Continental Europe is up in arms, in a commercial sense, against the United States; and leagues and other devices against that country are openly and vigorously advocated. Many of them are visionary and impracticable, no doubt, but there is more than a possibility that some of them will crystalize into something that will be anything but helpful to the export trade of the United States.

"We see," said the President of The National Association of Manufacturers, in his address at Detroit, "industrial Germany aroused and alarmed by the encroachment of American competition. . . . We see Russia incensed because her friendly efforts to secure commercial courtesies in return for valuable concessions extended to us have been cavalierly ignored and great injustice done to her. France has waited patiently for nearly two years to give us abundant time to consider propositions touching mutual trade concessions. . . . Even Austria and Switzerland . . . are expressing with much emphasis their dissatisfaction with our national policy which seeks to obtain all possible trade advantages and yet is unwilling to concede any favors in return."

One, too, cannot but be struck in perusing the trade and daily press of Great Britain to notice that in that country there is developing a sentiment in favor of something being done in the way of legislation or combinations to meet the competition of the country with the jug-handled trade policy.

In Canada we are not sufficiently concerned to be actively interested in the movement across the border for reciprocity, even as far as it relates to this country. At present at any rate we do not consider it within the pale of practical politics. There was at one time a strong sentiment in this country in favor of reciprocity with the United States, and possibly if it was thought that there was any likelihood of such a treaty, and particularly an equitable one, being forthcoming we might again be in favor of it. But we have not at present the slightest belief that Congress will adopt a reciprocity treaty, and particularly one

that would be fair to Canada. Of course, we may be mistaken in our premise, just as the people were 47 years ago when Lord Elgin, contrary to their expectations, successfully negotiated the reciprocity treaty of 1854. But in the meantime we are afraid that no good thing can come out of Nazareth.

Canada's efforts are now centred in developing her trade with the countries within the Empire to which we belong and not so much that of the continent to which we belong, thanks to the McKinley and the Dingley tariffs, with the result that 60.60 per cent. of our total exports now go to Great Britain against 52.91 in 1890, while the proportion to the United States is only 30.66. As to our export trade to the countries within the Empire, in 1896 it was \$71,109,278 and in 1900 it was \$114,781,217. Our export trade to the United States for the two periods was \$34,460,428 and \$54,501,394 respectively.

If the United States offers us a fair reciprocity tariff business commonsense demands that we at least give it careful consideration. But, as Hon. George Brown said in 1865, when the question of renewing the reciprocity treaty with the United States was being considered, "It is the place of the Americans to approach us with a proposition." Public sentiment in Canada would not countenance for one moment the initiative being taken by our statesmen.

CANADA'S FOREIGN TRADE.

Canada's foreign trade during the past ten years has increased over 80 per cent. This is shown by the unrevised official returns just issued for the fiscal year ending June 30 last, the figures being \$394,000,000 for 1901 and \$218,384,934 for 1891.

The growth is all the more significant when it is remembered that during the previous decade it was scarcely 8 per cent.

There is an increase over 1900 in both exports and imports. The exports last year of goods, the produce of Canada, were \$170,642,369, and this year, according to the unrevised statement, they were \$177,639,192.

The growth of the export trade is one of the most striking in the commercial history of the country, it having, during the last ten years, doubled.

The exports during 1901 compared with 1891 were as follows:

	1901.	1891.
Mine	\$39,982,573	\$ 5,784,143
Fisheries	10,720,352	9,715,401
Forest	30,003,857	24,282,015
Animals and their produce	55,499,527	25,967,741
Agricultural products....	24,977,662	13,666,855
Manufactures	16,012,502	6,296,249
Miscellaneous	44,642	45,337
Coin and bullion	398,077	129,328
Total	\$177,639,192	\$88,801,066

TRADE IN COUNTRIES OTHER THAN OUR OWN.

SOUTHERN IRON PRODUCTION.

A despatch from Birmingham, Ala., says: "A summary of monthly shipments made by The Southern Iron Company shows that for the first six months of this year the shipments of pig iron from Alabama and Tennessee aggregated 760,903 tons, an increase over the same period last year of 71,395 tons. Pig iron shipments during the same period from the Birmingham district were 420,879 tons, a decrease of 5,937 tons. Exports of pig iron were 18,974 tons, a decrease from last year of 13,555 tons. The falling off in export shipments is accounted for by the splendid state of the domestic market the last part of last year and the first part of this year, when Alabama furnaces booked orders for domestic consumption which have carried them to this time and will carry them for two months to come."

BAR IRON IN THE UNITED STATES.

The bar iron manufacturers who have been making concessions recently, on contracts involving both steel and iron, are now quoting \$1 to \$2 advance over their lowest figures. Demand is good, and there is much agricultural works tonnage yet to be placed.—Iron Trade Review.

THE NAIL TRADE IN THE UNITED STATES.

There is some demoralization noticeable in the wire and cut nail industry. While the cut nail manufacturers maintain an association it is reported that concessions from the price established the first of the month have been made and some of the independent manufacturers of wire nails have also made concessions to jobbers and consumers on long time contracts. The price of rods has also fallen to \$31 and \$35 per ton. This was probably due to the anxiety of new rod manufacturers to secure business for their mills for the remainder of the year. The new factors in the rod business locally are Jones & Laughlins, Limited, and The Union Steel Company. The rod mill of the former was placed in operation several months ago while the latter concern will commence to make deliveries next month.—Iron Trade Review.

NEW YORK METAL MARKET.

TIN—Prices on spot tin in London market again broke badly, the market closing at £1 under last night's quotation, a decline of £11 in three days. The tone was weak and comparatively little tin changed hands. The market appears to be sagging of its own weight. Three months' tin in London was also weak and lower, closing at a decline of £1 10s. The New York market was reported to be very weak and unsettled, the bulls being unable apparently to hold up prices in the face of dull trade and the depression in England. Spot was nominally quoted at 27.50c., but there were

no buyers. For July the best bid was 26.75c., while 26.90c. was asked. Twenty-five tons August delivery sold at 26.25c. and that month was offered at 26.25c., with 26c. bid. There were sellers of September at 25.75c., of October at 25.50c., and November at 25.25c., but no buyers.

COPPER—Officially prices are held at 17c. for Lake Superior and 16 5/8c. for electrolytic and casting, but it is rumored that the little business in progress is being done at cut rates. The London market is still sagging and closed quiet at 2s. 6d. under last night's price on spot and 3s. 9d. lower on futures, the latter having been quite active during the day.

PIG LEAD—There is little doing in this market, but prices are maintained on the basis of 4.37 1/2c. for lots of 50 tons or over. St. Louis was steady at 4.27 1/2 to 4.30c. for soft Missouri and 4.35 to 4.40c. for chemical. There was no change in the London quotation.

SPELTER—The market here remains dull and nominal at 3.90 to 3.95c. St. Louis was firm at 3.85c. The London market was unchanged.

REGULUS ANTIMONY—Not much demand is noted, but the market remains steady at 8 1/2 to 10 1/4c. as to brand.

OLD METALS—Trade is slow and prices more or less nominal.

IRON—The movement in pig iron continues light, except so far as regular contract deliveries are concerned. In Chicago, where for some time the demand has been active, business has been stopped by the moulders' strike. Steel billets, on account of the strike, are moving slowly, but are firm for prompt delivery. Finished materials of all kinds are reported to be in fairly active demand, with the tendency of prices on hoops, cotton ties and plates decidedly upward.

TINPLATE—Stock available for immediate delivery is exceedingly scarce and commands a high premium. For special sizes \$1.25 per box over official quotations was paid to-day.

IMPROVEMENTS IN FIREARMS.

IMPROVEMENTS and new features are always possible when the desire and ability to produce them are not lacking. To fully appreciate this fact, one has only to note the improvements and new features that appear, from time to time, in The Iver Johnson guns and revolvers. All that is latest and best in this line can always be found in this popular product.

A recent and distinct feature of their single gun which is attracting wide attention is the simple mechanism that makes their gun either automatic ejector or non-ejector in action, at the option of user.

It is controlled by a small set-screw located in the barrel lug, which, when left tightly screwed in its place, makes the gun

a non-ejector, an action which is preferred when brass shells are utilized.

If automatic-ejector action is wanted, this small set-screw is turned to the left, until its head becomes flush with the barrel lug. This action is desirable when paper shells are used.

Features of this kind are not only appreciated by the sportsmen, but they give The Iver Johnson product a distinct individuality. This, together with the fact that the concern constantly adheres to the conviction that the best only is worthy of the name of Iver Johnson, has attracted to their product a reputation that is worldwide in extent.

COPPER OUTPUT AND DEMAND.

THE meeting of the Copper Producers' Association in New York last week served to draw attention to the condition of the copper market, and to furnish figures regarding the production and the consumption in the United States which establish a basis for anticipating the probable supply and demand for the near future.

During the past eight years the world's production of copper has increased from 303,530 long tons to 484,852 long tons, but the demand has increased in even greater proportion.

During the first six months of 1901 the production in the United States was 133,394 tons, as compared with 133,577 tons during the same period in 1900. From the figures to hand, Secretary Stanton reaches the conclusion that the production in the United States during the next year will be fully as large, if not larger than during the past year, for, while some mines are producing much less than formerly, several mines, which have been developed for about three years, are expected to start producing during the next few months.

Meanwhile the consumption has been steadily maintained. The exports from the United States fell during the six months' period from 90,279 tons to 50,024 tons. This serious falling off is attributed largely to the industrial depression in Germany, and had it not been for the good domestic demand it is probable that prices would have been forced downward, whereas the steady demand at home has maintained prices since January at about 17c., the figures never getting below 16c. It is thought that the continuance of present prices depends largely on the export demand. If it continues to decline it is questionable whether the United States market can continue to absorb the big production which is looked for. If, on the other hand, the export trade resumes its former magnitude, prices are likely to go even higher than at present expected.

A CORNER FOR CLERKS.

BY W. T. R.

AN EARLY-CLOSING DIFFICULTY.

D. W. C. tells me of the futile efforts to have an early-closing by-law carried in his town. He also urges the need of organization among the clerks of the Province of Ontario under a central head at Toronto, with local branches in every town of over 1,000 population, to have as its object, the elevation and instruction of clerks in their calling and to deal with all matters pertaining to their work. He wants to know if I consider such an organization feasible.

Under the existing conditions such an organization or union, properly managed, would be of great benefit and reflect credit upon the clerks themselves, for nowadays organization is regarded as a sign of intelligence. In such a union the members would have the hearty approval and co-operation of the merchants in their efforts to increase their efficiency in the art of selling goods, their knowledge of the goods they sell, the discussion of new preparations, constantly being placed upon the market, and all the other matters pertaining to the clerks themselves. This would draw those in similar lines together. Once they had met, their mutual interests would keep them together. It would be necessary to have different sections; one for each of the trades, with a general board of management. To my mind much good would result, the members being benefited many times above the mere cost of membership. I would have three degrees, the apprentice, active membership, and retired, with the allotted privileges for each, all working together for the betterment of conditions, the protection and elevation of their different trades. I have often wondered that such an organization was not started long ago, and yet why should one wonder when you see, even at the present day, how merchants regard each other? But a better feeling is growing and I am also sure there is a "brighter day coming" for the clerk. Let us all do our part to help it along. There is cause and work for a general clerks' association as much so as the number of other similar organizations throughout the world, and to my mind it is only a question of time before this need will be supplied.

In regard to the early-closing by-law. I am not troubled regarding legislation on this subject. Merchants themselves have found out that long hours do not mean more profits. The additional trade received after a reasonable hour does not pay for the cost of keeping open. Consequently this thing is righting itself all over the land, and it will do so in your town before long. I have enjoyed your letter and will be pleased to hear from you again.

A QUESTION OF CREDITS.

"J. E. R." writes me a letter on business management. He is doing a good trade but has insufficient capital to do a large credit business, which he regards as a drawback. He wants to know about the coupon book system of giving credit, and asks also about advertising.

The very fact of your capital being small is your safeguard. I would want to do a little credit business as possible, for I regard a small country town as nearly impossible to do a strictly cash business and get your share of the trade. It is possible to so conduct your business in giving credit that the amount of your

capital locked up in your books need not be large. The one important department a merchant must constantly watch is his customers' accounts. When a man asks for credit, you question him regarding his occupation, how often and at what time he will pay his account? Then mark on your book his statement and about the amount you think him safe. Have his bill made out and if he does not pay up when agreed find out the cause, and do not hesitate to stop the account if you have doubts regarding his honesty. Look after your books frequently. Take note of those overdue. Then get after them. Remember the average mechanic can pay a small account easier than a large one. Therefore collect as often as you can. Don't be afraid to tell a man of whom you have had a bad report that he must pay cash. He will respect you for it, and you will in all probability get his cash trade. When you have given him reasonable time to pay give

him fair warning you intend to sue and get judgment if he fails to heed the warning. Place the account in court and try all legal methods. Always be agreeable and make it easy for a man to do business with you if he so desires. Avoid words and trouble and be a gentleman under all circumstances. The coupon book saves book-keeping and also limits the account. These are strong features in its favor.

RETAIL ADVERTISING.

Regarding advertising. This is a broad question and one each merchant has to settle for himself. "Does advertising pay?" is no longer asked. The right kind of advertising always pays. Every successful merchant will tell you so, but a man must study his advertising to increase his business and spend the money judiciously along proper lines, avoiding the wild schemes of lakers, noting, expecting, and getting results for his expenditure. Give it thought. Plan, arrange and systematically advertise through your best mediums, and increased business will certainly follow.

"B. M." writes: You said you had more merchants write you than clerks. Well, I have my own store and I am as much a clerk as I ever was, only I don't get my wages every Saturday night as I used to do. I hope this will not exclude me from your "corner."

Oh, no! I think you will qualify even if you are not paid regularly. You might send us a few lines on "The man who is his own clerk."

PHOENIX, B. C., CLERKS.

The Phoenix Clerks' Union have elected the following officers for the ensuing term:

President—Geo. S. McKenzie.
Vice-President—A. S. Williamson.
Secretary—Bert Detcher.
Treasurer—J. L. Williams.
Guard—Henry B. Schooley.

The union is reported to be in a flourishing condition.

THE LATEST "YANKEE" TOOL.

The accompanying cut is an illustration of the latest tool from the factory of The North Bros. Manufacturing Co., Philadelphia. It is known as the "Yankee" Ratchet Screw Driver No. 12, and is made for special use of gunsmiths, fitters, electricians and mechanics requiring a strong, substantial screw driver with a short stub blade. The adjustment for right and left hand is made by pushing the shifter to opposite ends of the slot; when the shifter is placed midway in the slot, the blade is held rigid, as in an ordinary screw driver. The adjustment, being across instead of in line with the blade, avoids any possibility of changing the shifter while in use. The materials and workmanship in every detail are of the same superior quality found in other "Yankee" tools. It is made in one



size only: Blade, 5-16 in. in diameter and 1 7/8 in. long; entire length of screw driver, 5 3/4 in. Packed one-half dozen in strong paper box.

"NOVEL" MOTOR TRACTION ENGINE

Under this caption foreign technical journals describe an oil engine said to have been recently invented in Germany, but which, as regards type and general action, was first brought out in this country by the late Richard Dudgeon. Some of the details of the German engine may vary from that of Mr. Dudgeon's, and the agent employed as motive power—oil vapor—is different from the latter, for he used steam; but the system was devised forty years ago, and the writer saw it in action in this city, with Dudgeon driving it. The motor in question consists of a friction roller, or pinion, working on the inside of a larger wheel, such as a locomotive tire, for instance. The tire tread runs directly on the road and suitable framing is provided to carry the engine. The device itself proved very successful as to tractive power compared with other methods, the advantage being given as 60 per cent. in its favor.—Scientific American.

WIRE NAILS TACKS WIRE

Prompt Shipments

The ONTARIO TACK CO.

Limited
HAMILTON, ONT.

A PORT ARTHUR HARDWARE STORE

SOME 15 or 16 years ago a hardware, tinware and plumbing business was started in Port Arthur, Ont., by Wells & Emmerson. The country was young and the population sparse, and the obstacles in the way of success were numerous. But the members of the firm had faith in the West and confidence in their ability, and gradually they began to forge ahead, until Wells & Emmerson is to-day numbered among the leading firms in the West.

Lately they have erected a new business block and occupied it, and travellers say it is the best hardware store west of Toronto.

The building is situated at the corner of Lorne and Cumberland streets and is built of Verte Island sand stone and buff pressed brick, with window ledges and columns of Portage Entry red sand stone. The cornice is made of galvanized iron designed by Mr. Emmerson and manufactured in their own shop. Steel girders support the upper storey, with the floor of the ground floor rests upon heavy wood joists set close together. Throughout the floors are of first quality maple. The hallway leading to the upper flat is tiled, as are also the floors and walls of the lavatories. In the upper flat there are five office suites of two rooms each. These offices are finished in natural wood, polished, and are the finest and best appointed in the town. This is evidenced by the fact that while there are plenty of offices of the ordinary class vacant every one in the Emmerson block was rented before completion. The building is heated throughout with hot water and an Erickson hot-air pump supplies water to the lavatories and other portions of the building. The basement in which the pump and heating plant is located is lighted with Luxfer and Reflex prism glass.

The entrance to the door is beautifully tiled with Mosaic tiling showing the firm's name.

But it is inside that the utility of the store, from a business viewpoint, outclasses any other store in that part of the country. The shelving is known as the Warren Patent Glass Front Cabinet Sectional Shelving, and was selected by Mr. Emmerson from the manufacturers in Chicago, and is the first fittings of this kind ever put in a store in Canada. It is of the interchangeable kind so that any part of the shelving can be taken out and transferred to another part of the store, and every part fits.

The private offices are at the rear of the store of which they command a full view. The finishing is in natural oak, polished and furnished with modern office requisites. The store is 34 x 87 feet in size. The ceiling is of metal, painted white, blending into a blue tint.

Mr. J. T. Emmerson, the working partner, is an energetic and keen business man. Mr. Wells resides in Winnipeg.

Besides doing a large hardware trade (wholesale and retail), they handle all kinds of mining and lumbering supplies, ship chandlery, tinware, and have a plumbing and steamfitting department.

PROSPEROUS INVENTORS.

"There isn't much money in inventions," said the young man with long hair and a thoughtful manner.

"That's nonsense!" answered Senator Sorghum. "Look at the men who invented trusts and watered stock. The trouble is that you don't invent the right thing."

For 30 Years

For 30 Years

we have been giving all our thought and attention to these two things: How to make the best paint, and how to sell it.

We've not wasted any of that time in trying to make goods that could sell at a lower price than that which the best goods bring.

We know that the best paint sells best. If we had worked on the "cheap" paint plan we could not have won the success that is ours, and we couldn't be looking forward to still greater things.

It has paid us to stick unswervingly to the best paint—and it will pay you, too.

Write for our booklet, "The Sherwin-Williams Paints: What they are, and how they're sold." Free for the asking.

THE SHERWIN-WILLIAMS CO.

PAINT AND VARNISH MAKERS.

CHICAGO,
NEW YORK,
NEWARK,
MONTREAL,
CLEVELAND,
BOSTON,
TORONTO,
SAN FRANCISCO,
KANSAS CITY

THE COURSE OF PRICES.

Prices of staple products in England reached their highest point fifteen months ago, and since then the tendency has, with a few temporary checks, been downward. As in this country, the decline of late has been very gradual because of recoveries in certain commodities, but the net result has been to bring The London Economist's index number to the lowest point touched since March, 1896. The following statement shows the total index number of intervals since the end of 1897:

End of	Total index number.
June, 1901.....	2,007
March, 1901.....	2,018
December, 1900.....	2,125
September, 1900.....	2,235
June, 1900.....	2,211
March, 1900.....	2,240
December, 1899.....	2,145
September, 1899.....	2,085
June, 1899.....	2,028
March, 1899.....	1,973
December, 1898.....	1,918
December, 1897.....	1,890

The present index number, it will be seen, is 5.5 per cent. lower than on January 1 and 9.2 per cent. lower than a year ago, while 10.4 per cent. lower than the top reached in March, 1900. It is to be noted in this connection that American prices, as shown by Bradstreet's index number, have reacted to nearly the same extent from the high point of the 1900 boom. Examination of the detailed prices shows that metals, while lower in price than at the end of June in the last two years, yet remain

higher than the prices at this time in 1898 and 1897. Cotton, though not so high as it has been, is much above the average of recent years, and the same is true of other textiles, such as jute, flax and hemp, while wool has reached almost the lowest on record. Wheat, meat and articles of consumption generally are about at normal quotations.—Bradstreet's.

TRADE CHAT.

During the year ending June 30, 1901, there were smelted in Canada 436,708 tons of silver ore.

The machine shop of St. John & Black, St. Catharines, Ont., has suffered \$600 damage by fire.

It is reported that a bed of coal has been discovered in the Porcupine Hills, near Swan River, Man.

An iron foundry and artillery workshop are to be erected in Quebec in connection with the Dominion arsenal there.

A new steel screw-steamer, the Midland Queen, has been built to run out of Midland, Ont., with passengers and freight.

Temple & Maguire, hardware dealers, Elgin, Man., have attracted much attention to their window lately by showing a small acetylene gas generator at work.

The Ontario Portland Cement Co., Limited, Brantford, Ont., has been incorporated with \$450,000 capital and the following officers: President—E. L. Gould; Vice-President—W. S. Wisner; Secretary, E. Taylor. Directors—H. Cockshutt, A. Bixel, W. G. Elliott and the president and vice-president.

INQUIRIES REGARDING CANADIAN TRADE.

Mr. Harrison Watson, curator of the Canadian Section of the Imperial Institute, London, England, is in receipt of the following inquiries regarding Canadian trade:

1. A London firm desires to be placed in communication with Canadian shippers of beans and peas.

2. The manufacturers of brick-making machinery seek the services of an active Canadian resident agent to introduce their goods.

3. A north country house asks for names of Canadian shippers of scrap and old metals.

4. An old-established manufacturer of carbonic papers and other stationery supplies would like to establish some trade in Canada.

The following were among the recent inquiries relating to Canadian trade received at the High Commissioner's office in London, England:

5. The proprietors of several kinds of sheep remedies, sheep dips, etc., ask to be referred to some Canadian firms with good connections among sheep farmers in the Dominion who would act as their agents.

6. A London firm who contemplates doing a freight business between Cape Breton and the United Kingdom, desire to get into communication with firms there requiring representation in Great Britain.

7. Inquiry is made for firms in Canada, of good standing, who require a commission house to act as agents for any kind of Canadian product and to look after their interests in London.

8. A Glasgow house ask for the names of a few exporters of Ontario hay in pressed bales.

9. A wholesale and export firm of stationers, booksellers, etc., desire to communicate with Canadian buyers of books, stationery, toys, confectionery, druggists' sundries, etc.

10. Inquiry is made for names of manufacturers in Canada of iron and steel work, cast and wrought iron piping, steel plates, steel angles, etc.

11. A well-known firm of stationers in London are open to take up the agency for England for any Canadian speciality in their line of business.

12. The names of Canadian exporters of cheese-box wood and hoops for barrels are asked for.

13. A Manchester firm ask for the addresses of Canadian paper mills supplying "news."

[The names of the firms or individuals making the above inquiries will be furnished on application to the Editor of **HARDWARE AND METAL.**]

INCREASE SHIPPING.

A statement giving the number of sea-going vessels arriving in the port of Montreal from the opening of navigation up to July 1 shows a considerable increase over the corresponding period of last year.

In the year 1899 from the opening of navigation to July 1, the sea-going tonnage arriving in the port amounted to 284,000 tons. This was considerably higher than the corresponding period in 1898, and nearly 60,000 tons in excess of the same period in 1900. The present season, how-

ever, is a full 10,000 tons higher than 1899. The statement giving the years, number of ships and tonnage is, as follows:

Years.	Ships.	Tonnage.
1898.....	257.....	476,000
1899.....	239.....	484,000
1900.....	203.....	413,000
1901.....	252.....	494,000

PERSONAL MENTION.

Mr. M. F. Irwin, sales manager of the McClary Manufacturing Company, of London, Ont., is taking a couple of weeks of well-deserved holidays. During his vacation Mr. Irwin will visit Toronto, the Pan-American, and other points.

When you buy **THE IVER JOHNSON** Top Snap Single Gun

YOU GET A GUN THAT IS

POSITIVE, **D**URABLE, **Q**UICK

No better is made, so no better can be bought. Automatic Ejector or Non-Ejector
(At option of user.)



Improved 1901 Model—12 and 16 Gauge—30 and 32-inch Barrel.

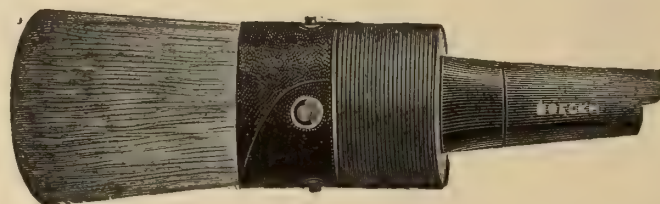
Sold Everywhere by Leading Dealers.

Send for Catalogue.

Iver Johnson's Arms & Cycle Works,

Branches—New York—99 Chambers St.
Boston—165 Washington St.
Worcester—364 Main St.

FITCHBURG, Mass.



BOECKH'S BRUSHES

are good brushes.

WHY THEY ARE GOOD

Because we spare no expense to keep the quality up to the highest standard, and they have gained a reputation that has created a demand from the Atlantic to the Pacific.

It pays to handle them, as they never fail to please the customer.

BOECKH BROS. & COMPANY
TORONTO.

H. S. HOWLAND, SONS & CO.

ONLY
WHOLESALE

37-39 Front Street West, Toronto.

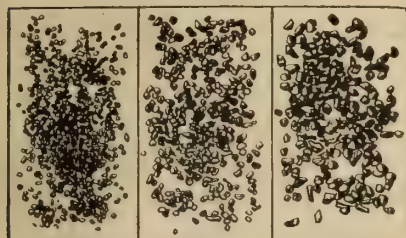
WHOLESALE
ONLY

Rifle Cartridge Powder.

POWDERS.



Size 3—25-lb. kegs, \$13.00
4—25-lb. " 13.00



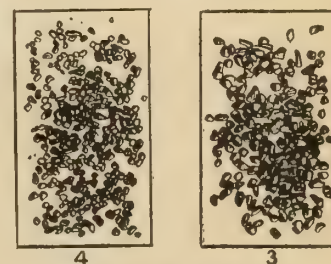
F.F.F.G. F.F.G. F.G.



"DEAD SHOT"



Metal kegs, 25-lbs, each.



Size 3—6¼-lb. kegs, \$5.00
4—6¼-lb. " 5.00

Smith's Electric Blasting Apparatus.



Platinum Fuse.

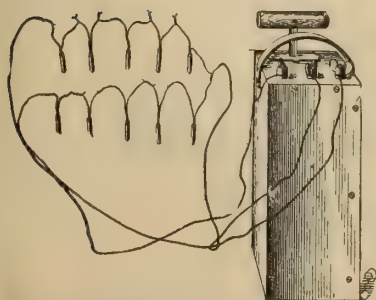
BATTERIES—

Leading Wires (500 feet coils).

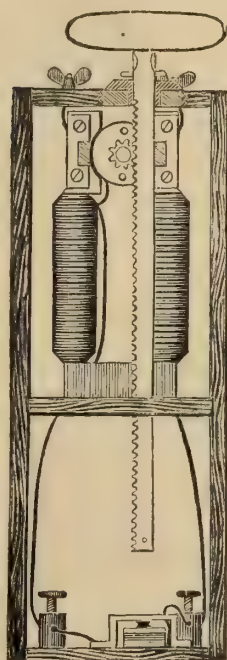
CONNECTING WIRES—

Platinum Fuse, 4 feet wires.

" " 6 "
" " 8 "
" " 10 "



Showing the Exterior of Batteries.



Showing the Interior of Batteries.

**Schultze
Smokeless**



Best Hard Grain
White Powder Made.

**Canadian
Powders.**



FF.
FFF.
Snapshot,
Northwest Rifle,
Ducking.

Trap Shooting.
Canadian Rifle.
Blasting Powders.
A and B.
Cariboo.

H. S. HOWLAND, SONS & CO., Toronto.

WE SHIP
PROMPTLY

Graham Wire and Cut Nails are the Best.

Factory: Dufferin Street, Toronto.

OUR PRICES
ARE RIGHT

BUSINESS CHANGES.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

E. FORREST & CO., general merchants, Ste. Anne de Beaupré, Que., have compromised at 30c. on the dollar.

Z. Harvey, general merchant, St. Hilarion, Que., has assigned.

L. A. Jalbert, general merchant, Griffin's Cove, Que., has compromised.

J. C. Gagnon, general merchant, St. Flavie Station, Que., has assigned.

Henry Head, general merchant, Cloyne, Ont., has assigned to James Yule,

George Roy, general merchant, Berthier, Que., is offering 50c. on the dollar.

E. Soucy, general merchant, Rimouski, Que., is offering 30c. on the dollar.

Barney Stoffel, carriagemaker, etc., Sincoc, Ont., has assigned to A. B. Greer.

F. C. Peck, general merchant, Jeannette's Creek, Ont., has assigned to G. W. Sulman.

Harry J. Bennett, carriagemaker, Gananoque, Ont., has assigned to Josephus T. Green.

Assignment has been demanded of J. C. Gagnon, general merchant, St. Flavie Station, Que.

A compromise has been effected by David Tobin, general merchant, Sacré-Cœur de Marie, Que.

J. B. Douville & Co., general merchants, St. Stanislas, Que., have compromised at 25 cents on the dollar.

A. McCormack, general merchant, Sydney, N.S., has assigned, and a meeting of his creditors has been held.

O. St. Jean, hardware dealer, Montreal, has assigned, and his assets are advertised for sale on the 30th inst.

A meeting of the creditors of W. A. Damude & Co., dealers in agricultural implements, St. Catharines, Ont., has been held.

A meeting of the creditors of George Tucke & Co., dealers in asbestos, etc., Montreal, has been called for to-day (Saturday).

Jennie Walker, general merchant, Chelmsford, Ont., has assigned to J. D. Walker, Sudbury, and a meeting of her creditors will be held on August 3.

PARTNERSHIPS FORMED AND DISSOLVED.

McKinley & Son, general merchants, Seeley's Bay, Ont., have dissolved.

McKay & McNab, general merchants, Welsford, N.S., have dissolved; H. McNab continues.

C. B. Hoey, general merchant, Ninga, Man., has admitted Arch. Robertson to partnership.

Co-partnership has been registered by Wm. Young and Robt. Newton, under the style of Young & Newton, general merchants, Bridgeport, N.S.

T. L. Dodge & Co., hardware dealers, etc., Kentville, N.S., have dissolved. E. L. Dodge continues the hardware business and E. H. Dodge the furniture business of the old firm.

SALES MADE AND PENDING.

H. Huth, blacksmith, Lakelet, Ont., is about to sell out.

The assets of Hector Leblanc, hardware dealer, Hull, Que., have been sold.

The stock of Shepherd & Co., painters, etc., Ottawa, Ont., has been sold.

Charles Bazett, general merchant, Dunsmuir, B.C., is offering to sell out.

James Young, general merchant, Nanaimo, B.C., is offering to give up business.

The assets of V. Taillefer, general merchant, Hawkesbury, Ont., have been sold.

James Galloway, foundryman, etc., Greymore, Ont., is advertising his business for sale.

The assets of Geo. Charette, general merchant, Ste. Marie de Blandford, have been sold.

The assets of the estate of J. M. Phillips, stove dealer, etc., Morris, Man., have been sold.

The stock of McDougall & Co., general merchants, Renfrew, Ont., is advertised for sale under power of chattel mortgage.

The stock of P. H. Christman & Co., general merchants, Fordwich, Ont., has been sold to H. W. Carter at 70c. on the dollar.

Laking, Moore & Connell, general merchants, etc., Hawkestone, Ont., are advertising their general store business for sale.

The stock, etc., of the estate of Seli, Black & Co., general merchants, Walkerton and Southampton, Ont., has been sold by auction.

CHANGES.

O. Parl & Cie. have registered as blacksmiths, in Quebec.

Thibault & Co., have registered as painters, etc., Montreal, Que.

John Quesnell, blacksmith, Deloraine, Man., has sold out to E. Stoven.

The Moncton Harness Co., Moncton, N.B., have sold out to Henry A. Chandler.

The Hamilton, Ont., Tool and Optical Co., Limited, have been incorporated.

Sneath & Co., general merchants, Elmvalle, Ont., have sold out to Vair, Vickers & Co.

Richard Common, general merchant, Newbridge, Ont., has sold out to Ernest Pritchard.

George Porter, general merchant, Bluevale, Ont., has sold out to Robert Malrough.

C. W. Fisher, general merchant, Cochrane, Man., has been succeeded by Fisher & Malone.

The Ontario Portland Cement Company, Limited, Brantford, Ont., have been incorporated.

J. B. Lawrence, general merchant, Barrington, N.S., has sold his branch store to E. C. Hogg.

DEATHS.

Albert LeBlanc, general merchant, Carleton, Que., is dead.

Mrs. T. F. Moore, of T. F. Moore & Co., coal and wood dealers, Montreal, is dead.

John G. Bowes, of Bowes, Jamieson & Co., stove manufacturers, Hamilton, Ont., is dead.

DELEGATES TO THE MARITIME BOARD OF TRADE.

At its last annual meeting the Kentville Board of Trade appointed the following as delegates to the annual convention of the Maritime Board of Trade, which opens at Chatham, N.B., on August 21: Messrs. K. Sutherland, Judge Chipman, E. B. Newcombe, T. P. Calkin, S. S. Strong, H. M. Bain, W. P. Shaffner, President Sealy, C. L. Dodge, Mayor Yould, R. W. Eaton and M. G. de Wolfe.

LIQUID COACH COLORS

The dry pigments composing the base of these Colors are manufactured by ourselves, and are **ground by highly finished Machinery** in our **Pale, Hard-Drying Coach Varnish**.

They have been put to the most severe tests, and are warranted not to crack, creep, pit or fade under the most severe climatic changes.

Ornamental Work

of all kinds, Indoor and Outdoor, may be performed by using these **fine varnish Colors**.

**They dry hard
with a rich gloss,**

and, being ready for use, may be taken advantage of by all lovers of beauty to brighten up household and other articles.

**PUT UP IN TINS, ASSORTED SIZES,
NOS. 1, 2 AND 3.**

**OUR
LIQUID COACH COLORS
are sold by all
Reliable Paint and Oil Dealers.**

**THE
CANADA
PAINT
COMPANY
LIMITED
Montreal and Toronto**

CATALOGUES, BOOKLETS, ETC.

OPAL WARE.

ONE of the most artistic catalogues of the year has just been issued by Gowans, Kent & Co., Toronto. This work is devoted exclusively to one line, "Opal Ware," for the season 1901-1902. It contains over 250 superb illustrations of the dainty patterns in pin, comb and brush trays, jewel, hairpin, trinket, bon-bon, puff, scrap, cuff, collar, handkerchief and glove boxes, vases, fern dishes, bowls, plates, smoker sets, toilet bottles,

placques, candlesticks, cracker jars, mugs, tumblers, jugs, cream and sugar bowls, salt and pepper shakers, etc. The range of quality and design is so great and the illustrations of the patterns are so excellent that every dealer in chinaware should easily make a selection suitable for the retail trade, for the goods are so dainty and attractive that they add to the appearance of a retailer's stock, and they are so moderate in price that there can be made an excellent demand for them. Dealers who have not yet secured a copy of this catalogue can get one by writing to Gowans, Kent & Co., Toronto.

A BRILLIANT HANGER

One of the best hangers of the season has just been issued by the Gurney Foundry Co., Limited. The design, which is handsomely lithographed, has as its central figure a pretty young cook coming from an "Imperial Oxford" range with a plump turkey which has been cooked so perfectly that the cook is radiant with satisfaction. The range, though in the background, makes a conspicuous figure, and shows its fine points to excellent advantages. The hanger is bound to prove a popular one. They can be had by writing the Gurney Foundry Co., Toronto.

JAS B. CAMPBELL.

WILLIAM PRATT.

THE ACME CAN WORKS

Manufacturers of

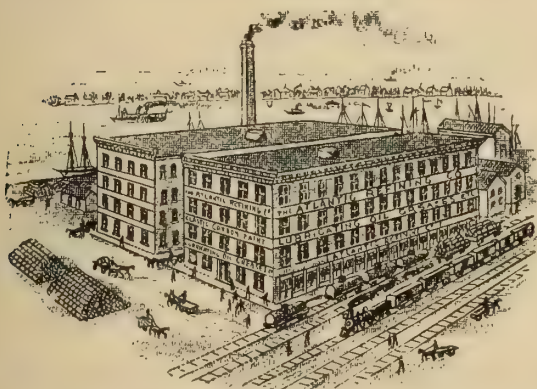
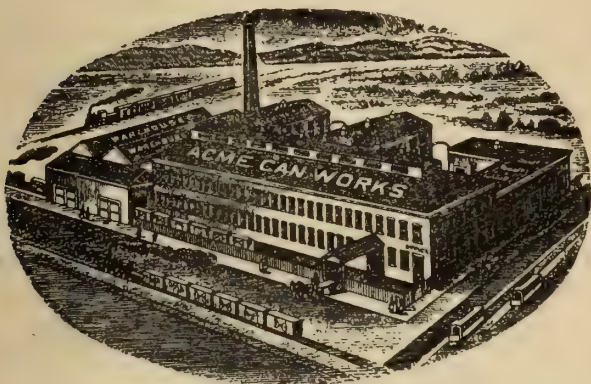
Paint and Color Cans, round and square, Varnish and Oil Cans, Paint Irons, Paint Packages, Lye Tins,

and every description of Tin or can required by the trade. Write us for anything you need in our line. We will be pleased to quote you prices.

OFFICE AND FACTORY

Ontario St. and Jeanne D'Arc Avenue,

MONTREAL

Here
is

A POINTER

If in doubt as to where you can obtain the **Best Grades** of _____

FARM MACHINERY OILS

Write us. We have the only kind that **makes the wheels go round.**

The Atlantic Refining Co.
TORONTO.

Jarvis and Esplanade Streets.

MARKETS AND MARKET NOTES

QUEBEC MARKETS

Montreal, July 26, 1901.

HARDWARE.

THIS year's midsummer business has been decidedly encouraging, the mail orders totalling well above those of last season. The demand for wires still continues to some extent, but it is of course not now heavy. Wire nails are none too plentiful yet, but the famine seems to be well relieved. Horseshoes and horsenails are beginning to move out in fair quantities. Screens of all kinds have been exceedingly brisk again this week, while other hot weather goods continue in moderate request. Screws, bolts and rivets are being shipped in good quantities while binder twine is moving forward freely. Travelers have been in the city this week representing American manufacturers and they bring a report that the demand is very brisk on the other side and that goods will be scarce this fall. None of them have advanced prices as yet, while in a few cases perhaps they are even lower than last year. The steel strike in the States has had a bullish effect upon the English sheet metal market. There has been a very heavy demand for paris green from the Maritime Provinces during the past ten days.

BARB WIRE—There is still a moderate demand for barb wire, but the heavy busi-

ness has been done. It is said that The American Steel and Wire Company has been selling wire to Maritime ports this spring at a delivered cost of 5 to 10c. below the Pittsburg or Cleveland values quoted to Montreal houses. Prices here are unchanged at \$3.05 per 100 lb. f.o.b. Montreal.

GALVANIZED WIRE—Some shipments are being made in galvanized wire, but business is no longer brisk. We quote as follows: No. 5, \$4.25; Nos. 6, 7 and 8 gauge, \$3.55; No. 9, \$3.10; No. 10, \$3.75; No. 11, \$3.85; No. 12, \$3.25; No. 13, \$3.35; No. 14, \$4.25; No. 15, \$4.75; No. 16, \$5.

SMOOTH STEEL WIRE—Manufacturers still report some business doing at old figures. We quote oiled and annealed as follows: No. 9, \$2.80; No. 10, \$2.87; No. 11, \$2.90; No. 12, \$2.95; No. 13, \$3.15 per 100 lb. f.o.b. Montreal, Toronto, Hamilton, London, St. John and Halifax.

FINE STEEL WIRE—There is no change to report. The discount is unchanged at 17 1-2 per cent.

BRASS AND COPPER WIRE—The ordinary steady demand is reported. The discounts are 55 and 2 1-2 per cent. on brass, and 50 and 2 1-2 per cent. on copper.

FENCE STAPLES—The aggregate of business is not large. We quote \$3.25 for

bright and \$3.75 for galvanized per keg of 100 lb.

WIRE NAILS—A satisfactory trade is being done in wire nails, some houses still being short of 1 1-2 inch. It is likely that supplies will not be wanting next week. We quote \$2.85 for small lots and \$2.77 1-2 for carlots, f.o.b. Montreal, London, Toronto, Hamilton and Gananoque.

CUT NAILS—Small lots are moving forward regularly, although business in this line is not brisk. We quote \$2.45 for small and \$2.35 for carlots; flour barrel nails 25 per cent. discount; coopers' nails, 30 per cent. discount.

HORSE NAILS—Trade in horse nails is beginning to open up, but as dealers have laid in stocks, movements from first hands are not likely to be brisk for some time yet. The discounts are unchanged. "C" brand is held at a discount of 50 and 7 1-2 per cent. off the new list. "M" brand is quoted at 66 per cent. off old list on oval and city head, and 66 2-3 per cent. off countersunk head. Monarch's discount is 66 2-3 per cent., and 70 per cent. in 25-box lots.

HORSESHOES—There have been quite a number of inquiries received this week and also a fair quota of sales. We quote: Iron shoes, light and medium pattern, No. 2 and larger, \$3.50; No. 1 and smaller, \$3.75; snow shoes, No. 2 and larger, \$3.75; No. 1 and smaller, \$4; X L steel shoes, all

METALS

We have always on hand a heavy stock of metals in every gauge and size, and can therefore give prompt shipment.

You may require some of these:

Galvanized Sheets, flat and corrugated
Black Sheets
Canada Plates
Tin Plates
Tinned Sheets
Terne Plates
Copper Sheets
Ingot Tin.

We will be pleased to answer inquiries for both import and from stock.

We make or carry "Everything for the Tinshop."

By consolidating your account with us you get many advantages which one-line manufacturers cannot afford to give.

THE McCLARY MFG. CO.

LONDON,

TORONTO,

MONTREAL,

WINNIPEG,

VANCOUVER

AND

ST. JOHN, N.B.

THE PAGE-HERSEY IRON & TUBE CO.

Limited

MONTREAL

Manufacturers of

Wrought Iron Pipe

For Water, Gas, Steam, Oil,
Ammonia and Machinery.

**DRAIN PIPES,
PORTLAND CEMENTS,
FIRE BRICKS AND CLAY
SILICA AND MAGNESIA
BRICKS,**

with specially prepared mortar.

Contractors' and Founders'
Supplies.

F. HYDE & CO.

31 WELLINGTON ST., MONTREAL

... FULL STOCK ...

Salt Glazed Vitrified



Double Strength Culvert Pipe
a Specialty.

THE CANADIAN SEWER PIPE CO.

HAMILTON, ONT. TORONTO, ONT.
ST. JOHNS. QUE.

Deseronto Iron Co.

LIMITED

DESERONTO, ONT.

Manufacturers of

Charcoal Pig Iron

BRAND "DESERONTO."

Especially adapted for Car Wheels, Malleable Castings, Boiler Tubes, Engine Cylinders, Hydraulic and other Machinery where great strength is required; Strong, High Silicon Iron, for Foundry Purposes.

sizes, 1 to 5, No. 2 and larger, \$3.60; No. 1 and smaller, \$3.85; feather-weight, all sizes, \$4.85; toe weight steel shoes, all sizes, \$5.95 f.o.b. Montreal; f.o.b. Hamilton, London and Guelph, 10c. extra.

POULTRY NETTING—There is not much business doing in this line. The discount is 55 per cent.

GREEN WIRE CLOTH—Letter orders for green wire cloth are numerous. We quote: \$1.35.

SCREEN DOORS AND WINDOWS—The demand for screens has been quite brisk again this week. We quote: Screen doors, plain cherry finish, \$7.30 per doz.; do. fancy, \$11.50 per doz.; walnut, \$7.30 per doz., and yellow, \$7.45; windows, \$2.25 to \$3.50 per doz.

SCREWS—Sorting orders for fairly large quantities are numerous. The market is steady to firm. Discounts are: Flat head bright, \$7 1-2 and 10 per cent. off list; round head, bright, \$2 1-2 and 10 per cent.; flat head, brass, 80 and 10 per cent.; round head, brass, 75 and 10 per cent.

BOLTS—Moderate quantities have been asked for. The tone of the market is firm. Discounts are as follows: Nor-way carriage bolts, 65 per cent.; common, 60 per cent.; machine bolts, 60 per cent.; coach screws, 70 per cent.; sleigh shoe bolts, 72 1-2 per cent.; blank bolts, 70 per cent.; bolt ends, 62 1-2 per cent.; plough bolts, 60 per cent.; tire bolts, 67 1-2 per cent.; stove bolts, 67 1-2 per cent. To any retailer an extra discount of 5 per cent. is allowed. Nuts, square, 4c. per lb. off list; hexagon nuts, 4 1-4c. per lb. off list. To all retailers an extra discount of 1-4c. per lb. is allowed.

BUILDING PAPER—The demand is quite up to ordinary dimensions. We quote as follows: Tarred felt, \$1.70 per 100 lb.; 2-ply ready roofing, 80c. per roll; 3-ply, \$1.05 per roll; carpet felt, \$2.25 per 100 lb.; dry sheathing, 30c. per roll; tar sheathing, 40c. per roll; dry fibre, 50c. per roll; tarred fibre, 60c. per roll; O.K. and I.X.L., 65c. per roll; heavy straw sheathing, \$28 per ton; slaters' felt, 50c. per roll.

RIVETS AND BURRS—The market is steady at former quotations. Discounts on best iron rivets, section, carriage, and wagon box, black rivets, tinned do., coopers' rivets and tinned swede's rivets, 60 and 10 per cent.; swedes iron burrs are quoted at 55 per cent. off; copper rivets, 35 and 5 per cent. off; and coppered iron rivets and burrs, in 5 lb. carton boxes, are quoted at 60 and 10 per cent. off list.

BINDER TWINE—A fair business is to be noted. We quote: Blue Ribbon, 11 1-2c.; Red Cap, 9 3-4c.; Tiger, 8 3-4c.; Golden Crown, 8c.; Sisal, 8 1-4c.

CORDAGE—Good quantities are selling. Manila is worth 13 1-2c. per lb. for 7-16 and larger; sisal brings 10c. and lath yarn, 10c.

HARVEST TOOLS—The demand shows a falling off. The discount is 50, 10 and 5 per cent.

SPADES AND SHOVELS—There is little doing. The discount is 10 and 5 per cent.

LAWN MOWERS—Orders are not numerous just now. We quote as follows: High wheel, 50 and 5 per cent. f.o.b. Montreal; low wheel, in all sizes, \$2.75 each net; high wheel, 11-inch, 30 per cent. off.

FIREBRICKS—Trade is not brisk, still a fair local business is being done. We

Plates and Sheets

Tank, Boiler and Firebox Plates.

Lysaght's Best Steel Sheets.

Low Prices for Import to Wholesale Buyers.

Sanderson's Tool Steel ⁱⁿ Stock.

A. C. LESLIE & CO.

MONTREAL.



IRON AND
BRASS

Pumps

Force, Lift and Cistern
Hand and Power.

For all duties. We can supply your wants with—quality the best and prices right. Catalogues and full information for a request.

THE R. McDUGALL CO., Limited
Manufacturers, Galt, Canada.

ADAM HOPE & CO.

Hamilton, Ont.

We offer from stock

Coke Tin Plates 1 C 14 x 20,

" " 1 C 20 x 28,

Galvanized Sheet Iron,

"Comet" and American Brands.

L. and F. Ingot Tin,

Straits Tin,

Ingot Copper,

Pig Lead, Spelter and Antimony.

NOVA SCOTIA STEEL CO.

Limited

NEW GLASGOW, N.S.

Manufacturers of

Ferrona Pig Iron

And SIEMENS MARTIN

Open Hearth Steel

If you are looking for a high-grade
Finish for floors

Granitine Floor Finish

is unsurpassed in durability and beauty of finish for natural wood and parquette floors, linoleums, oil cloth, cork matting, etc. Its transparency reveals the grain of the wood and its preserving qualities increase the life of the floor.

It is easier applied, more durable, makes better finish than wax preparations, and is free from all

Unpleasant Slipperiness.

Moving furniture or boot heels do not leave white marks, nor does soap, mud or water destroy its fine appearance.

SEND FOR SAMPLE ORDER.

MANUFACTURED ONLY BY

The Imperial Varnish & Color Co. LIMITED
TORONTO, ONT., CANADA.

quote Scotch at \$17.50 to \$22, and English at \$17 to \$21 per 1,000 ex-wharf.

CEMENT—Some fair sales have been made this week. We quote: German cement, \$2.25 to \$2.40; English, \$2.20 to \$2.35; Belgian, \$1.65 to \$1.95 per bbl. ex-wharf, and American, \$2.15 to \$2.30, ex cars.

METALS.

The feature of the metal market is the bullish tendency of quotations from England. Cables received this week all indicate a much higher market in sheet metals. At the same time one must take into consideration the fact that the mills over there are not crowded with orders and regard this rise as temporary, due solely to the American strike. The tendency in pig iron is now downward, due to the diminution of consumption in the United States.

PIG IRON—There is not a great deal of activity in this line. Small sales of Summerlee have been made at \$20 to \$20.50 and Canadian pig is rather slow at \$17.50 to \$18 per ton.

BAR IRON—The market is firm and dealers are selling at \$1.80 to \$1.85 for merchants' bar and \$2.10 to \$2.15 for horse-shoe.

BLACK SHEETS—English cables quote black sheets higher on primary gauges, the advance amounting to about 10s. We quote: 28 gauge, \$2.70 to \$2.80; 26 gauge, \$2.65 to \$2.75, and 8 to 16 gauge, \$2.60 to \$2.70.

GALVANIZED IRON—The English market is very firm and some quotations are even withdrawn. American iron is temporarily withdrawn from the market; it was offered for September shipment but the strikes have prevented further business. We quote as follows: No. 28 Queen's Head,

\$1.10; Apollo, 10 3-4 oz., \$4.40; Comet, \$4.15, with 25c. extra in less than case lots.

COPPER—Is steady at 17 3-4 to 18c.

INGOT TIN—The English market is rather easy at the moment but as yet prices here are held firm at 32 to 33c.

LEAD—Sales have been made at \$3.40 to \$3.50 per 100 lb.

LEAD PIPE—The demand is steady. We quote 7c. for ordinary and 7 1-2c. for composition waste, with 30 per cent. off.

IRON PIPE—A brisk trade is still being done in iron pipe at the recent advance. We quote: Black pipe, 1-4, \$2.80 per 100 ft.; 3-8, \$2.80; 1-2, \$3; 3-4, \$3.30; 1-in., \$4.75; 1 1-4, \$6.45; 1 1-2, \$7.75; 2-in., \$10.35. Galvanized, 1-2, \$4.60; 3-4, \$5.25; 1-in., \$7.50; 1 1-4, \$9.80; 1 1-2, \$11.75; 2-in., \$16.

TINPLATES—Coke tinplates are quoted by cable at 11s. 3d., a slight advance. Stocks here continue light as also the demand. We quote as follows: Coke plates, \$3.75 to \$4; charcoal, \$4.25 to \$4.50; extra quality, \$5 to \$5.10.

CANADA PLATE—In England Canada plates are none too plentiful and they are now quoted at another slight advance. Supplies here are very scarce. We quote: 52's, \$2.55; 60's, \$2.65; 75's, \$2.70; full polished, \$3.10, and galvanized, \$4.

STEEL—Unchanged. We quote: Sleigh-shoe, \$2.00; tire, \$2.05; bar, \$2; spring, \$2.75; machinery, \$2.75, and toe-calk, \$2.50.

SHEET STEEL—We quote: Gauges, No. 10 to 20, \$2.50.

TOOL STEEL—Black Diamond, 8c. and Jessop's, 13c.

Binder Twine Binder Twine

The John Bowman Hardware & Coal Co.,

London, Ont.

We can supply for immediate shipment:

Peoria Standard Twine, 500 feet.

Consumers Cordage Co.'s Red Cap, 600 feet.

Consumers Cordage Co.'s Blue Ribbon, 650 feet.

Shipment guaranteed day order is received.

Binder Twine Binder Twine

TERNE PLATES—Goods are very scarce with but little supply in sight. The ruling quotation now is \$7.50.

COIL CHAIN—A moderate demand is reported. We quote as follows: No. 6, 12 1-2c.; No. 5, 10 1-2c.; No. 4, 10c.; No. 3, 9 1-4c.; 1-4-inch, 7 1-4c. per lb.; 5-16, \$4.75; 5-16 exact, \$5.20; 3-8, \$4.20; 7-16, \$4; 1-2, \$3.80; 9-16, \$3.70; 5-8, \$3.50; 3-4, \$3.45; 7-8, \$3.40; 1-in., \$3.40. In carload lots an allowance of 10c. is made.

SHEET ZINC—Unchanged at \$5.75 to \$6.

ANTIMONY—Quiet, at 10c.

ZINC SPELTER—Is worth 5c.

SOLDER—We quote: Bar solder, 18 1-2c.; wire solder, 20c.

GLASS.

FAIR quantities of glass are moving at steady prices. We quote as follows: First break, \$2.10; second, \$2.20 for 50 feet; first break, 100 feet, \$3.90; second, \$4.10; third, \$4.60; fourth, \$4.85; fifth, \$5.35; sixth, \$5.85, and seventh, \$6.35.

PAIN'S AND OILS.

The demand for liquid paints is well maintained although it is of course not so brisk as a month ago. Paris green has been in heavy demand this week and manufacturers have set to work to manufacture more—an unusual thing at this season of the year. Large shipments have been hurriedly made to the Maritime Provinces. Linseed oil firm while turpentine is a little easier. Our local quotations are unchanged. We quote:

WHITE LEAD—Best brands, Government standard, \$6.25; No. 1, \$5.87 1-2; No. 2, \$5.50; No. 3, \$5.12 1-2, and No. 4, \$4.75

all f.o.b. Montreal. Terms, 3 per cent. cash or four months.

DRY WHITE LEAD—\$5.25 in casks; kegs, \$5.50.

RED LEAD—Casks, \$5; in kegs, \$5.25.

DRY WHITE ZINC—Pure, dry, 6 1-4c.; No. 1, 5 1-4c.; in oil, pure, 7 1-4c.; No. 1, 6 1-4c.; No. 2, 5 1-4c.

PUTTY—We quote: Bulk, in barrels, \$1.90 per 100 lb.; bulk, in less quantity, \$2.05; bladders, in barrels, \$2.10; bladders, in 100 or 200 lb. kegs or boxes, \$2.25; in tins, \$2.55 to \$2.65; in less than 100-lb. lots, \$3 f.o.b. Montreal, Ottawa, Toronto, Hamilton, London and Guelph. Maritime Provinces, 10c. higher, f.o.b. St. John and Halifax.

LINSEED OIL—Raw, 83c.; boiled, 86c. in 5 to 9 bbls., 1c. less; 10 to 20 bbl. lots, open, net cash, plus 2c. for 4 months. Delivered anywhere in Ontario between Montreal and Oshawa at 2c. per gal. advance and freight allowed.

TURPENTINE—Single bbls., 55c.; 2 to 4 bbls., 54c.; 5 bbls. and over, open terms, the same terms as linseed oil.

MIXED PAINTS—\$1.20 to \$1.45 per gal.

CASTOR OIL—8 3-4 to 9 1-4c. in wholesale lots, and 1-2c. additional for small lots.

SEAL OIL—47 1-2 to 49c.

COD OIL—32 1-2 to 35c.

NAVAL STORES—We quote. Resins, \$2.75 to \$4.50, as to brand; coal tar, \$3.25 to \$3.75; cotton waste, 4 1-2 to 5 1-2c. for colored, and 6 to 7 1-2c. for white; oakum, 5 1-2 to 6 1-2c., and cotton oakum, 10 to 11c.

PARIS GREEN—Petroleum barrels, 18 3-4c. per lb.; arsenic, kegs, 19c.; 50 and 100-lb. drums, 19 1-2c.; 25-lb. drums, 20c.; 1-lb. packages, 20 1-2c.; 1-2-lb. packages, 22 1-2c.; 1-lb. tins, 21 1-2c.; 1-2-lb. tins, 23 1-2c. f.o.b. Montreal; terms 3 per cent. 30 days, or four months from date of delivery.

SCRAP METALS.

There is not a great deal of activity in the scrap metal market; in fact, iron is rather easy, the rolling mills paying \$16 for No. 1 wrought. Dealers are now paying the following prices in the country: Heavy copper and wire, 13 1-2 to 14c. per lb.; light copper, 12 to 12 1-2; heavy brass, 12 to 12 1-2c.; heavy yellow, 9c.; light brass, 6 1-2 to 7c.; lead, 2 1-2 to 2 3-4c. per lb.; zinc, 2 1-4 to 2 1-2c.; iron, No. 1 wrought, \$14 to \$15 per gross ton f.o.b. Montreal; No. 1 cast, \$13 to \$14; stove plate, \$8 to \$9; light iron, No. 2, \$4 a ton; malleable and steel, \$4; rags, country, 60 to 70c. per 100 lb.; old rubbers, 6 3-4 to 7 1-4c. per lb.

HIDES.

There has been some improvement in the demand for hides and dealers are now paying 7 1-2c. for No. 1 light. Lambskins are selling well at 20c. each. We quote as follows: Light hides, 7 1-2c. for No. 1; 6 1-2c. for No. 2, and 5 1-2c. for No. 3. Lambskins, 20c.; sheepskins, \$1; calfskins, 10c. for No. 1 and 8c. for No. 2.

TO MAKE GLUE FLOOR PAINT.

Dissolve two ounces of glue in boiling water, then add three ounces of ochre yellow paint, to be kept warm while using. When dry apply one coat of boiled linseed oil. In warm weather it will set in a short time, so the floor can be used in a few hours.

ONTARIO MARKETS.

TORONTO, July 26, 1901

HARDWARE.

THE wholesale hardware trade continues fair for this time of the year. Most of the travellers are still holidaying, but letter orders are quite numerous. The strike in the United States is causing increases in the price of steel and sheets, but in shelf and heavy hardware there are no quotable changes in prices. A good trade is still being done in harvest tools, wire nails, bolts, screws, rivets and burrs, rope, etc., although in some of these lines the demand is not quite so active as it was a week or two ago. The general condition of the country is satisfactory. The crops continue to promise well, and the railway earnings, bank clearings and bank returns are all favorable.

BARB WIRE—A little is going out from stock and some orders for shipment from Cleveland have been booked. We quote: \$3.05 per 100 lb. from stock Toronto; and \$2 82 1/2 f.o.b. Cleveland for less than carlots, and \$2.70 for carlots.

GALVANIZED WIRE—Very little is now being done in this line. We quote as follows: Nos. 6, 7 and 8, \$3.50 to \$3.85 per 100 lb., according to quantity; No. 9, \$2.85 to \$3.15; No. 10, \$3.60 to \$3.95; No. 11, \$3.70 to \$4.10; No. 12, \$3 to \$3.30; No. 13, \$3.10 to \$3.40; No. 14, \$4.10 to \$4.50; No. 15, \$4.60 to \$5.05; No. 16, \$4.85 to \$5.35. Nos. 6 to 9 base f.o.b. Cleveland are quoted at \$2.57 1/2 in less than carlots and 12c. less for carlots of 15 tons.

SMOOTH STEEL WIRE—There is a little doing in both oiled and annealed and hay-baling wire. Net selling prices for oiled and annealed are as follows: Nos. 6 to 8, \$2.90; 9, \$2.80; 10, \$2.87; 11, \$2.90; 12, \$2.95; 13, \$3.15; 14, \$3.37; 15, \$3.50; 16, \$3.65. Delivery points, Toronto, Hamilton, London and Montreal, with freights equalized on those points.

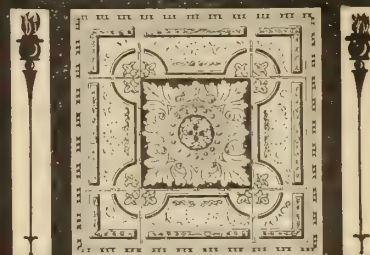
WIRE NAILS — The demand keeps good for wire nails in small lots. The base price is still \$2.85 for less than carlots, and \$2.77 1/2 for carlots. Delivery points Toronto, Hamilton, London, Gananoque and Montreal.

CUT NAILS — Outside the shingle nail sizes there is very little being done. The base price is \$2.45 per keg for less than carlots, and \$2.35 for carlots. Delivery points: Toronto, Hamilton, London, Montreal and St. John, N.B.

HORSE NAILS — Trade is slow and featureless. Discount on "C" brand, oval head, 50 and 7 1/2 per cent. off new list, and on "M" and other brands, 50,

OUR METALLIC CEILING AND WALLS

Are both artistic and serviceable. Popularly used by practical people everywhere.



Easily applied—most moderate in cost—fire-proof, sanitary and wonderfully durable—with countless designs to select from.

Write us for booklet telling all about them.

METALLIC ROOFING CO., Limited
Wholesale Mfrs. TORONTO, CANADA.



Our Sheet Metal Fronts

Offer you splendid improvement, at small cost, for any style of building. We make them complete, to suit any sized or shaped structure—the entire metal finish including door and window caps, cornices, etc.—in a great variety of styles.

They give a very handsome effect, and enduring, practical satisfaction.

We give estimates if you send measurements and outline of the building.

Think it over.

Metallic Roofing Co., Limited,
Wholesale Manufacturers,
Toronto, Canada.

10 and 5 per cent. off the old list. Counter-sunk head 60 per cent.

HORSESHOES — Only a small trade is being done. We quote f.o.b. Toronto: Iron shoes, No. 2 and larger, light, medium and heavy, \$3.60; snow shoes, \$3.85; light steel shoes, \$3.70; featherweight (all sizes), \$4.95; iron shoes, No. 1 and smaller, light, medium and heavy (all sizes), \$3.85; snow shoes, \$4; light steel shoes, \$3.95; featherweight (all sizes), \$4.95.

SCREWS — Business keeps pretty brisk in wood screws. Discounts are: Flat

head bright, 87½ and 10 per cent.; round head bright, 82½ and 10 per cent.; flat head brass, 80 and 10 per cent.; round head brass, 75 and 10 per cent.; round head bronze, 65 per cent., and flat head bronze at 70 per cent.

RIVETS AND BURRS—A good steady trade is still to be reported for rivets. We quote: Iron rivets, 60 and 10 per cent.; iron burrs, 55 per cent.; copper rivets and burrs, 25 and 5 per cent.

BOLTS AND NUTS—Trade continues active, the manufacturers still being filled with orders. An improved demand is reported for stove and tire bolts. We quote as follows: Carriage bolts (Norway), full square, 65 per cent.; carriage bolts full square, 65 per cent.; common carriage bolts, all sizes, 60 per cent.; machine bolts, all sizes, 60 per cent.; coach screws, 70 per cent.; sleighshoe bolts, 72½ per cent.; blank bolts, 60 per cent.; bolt ends, 62½ per cent.; nuts, square, 4c. off; nuts, hexagon, 4½c. off; tire bolts, 67½ per cent.; stove bolts, 67½; plough bolts, 60 per cent.; stove rods, 6 to 8c.

ROPE—The demand is still brisk for rope for hay-fork purposes. The base price of manila is unchanged at 13½c. per lb. and sisal at 10c.

BINDER TWINE—A little sorting up is going on. We quote: Pure manila, 650 ft., 12c.; manila, 600 ft., 9½c.; mixed, 550 ft., 8½c.; mixed, 500 ft., 8 to 8½c.

SPORTING GOODS—Trade is opening up nicely in sporting goods. Some rifles and loaded shells have gone out during the week.

CUTLERY—Some shipments have been made on British Columbian account, but, generally speaking, business is not brisk in cutlery.

ENAMELLED WARE AND TINWARE—A fairly good trade is reported this week in both lines.

GREEN WIRE CLOTH—There is some movement in a small way. We quote: \$1.35 per 100 square ft.

SCREEN DOORS AND WINDOWS—Quite a little business for this time of the year in screen windows, and a few screen doors are going out. We now quote as follows: Screen doors, 4 in. styles, \$7.20 to \$7.80 per doz.; ditto, 3 in. styles, 20c. per doz. less; screen windows, \$1.60 to \$3.60 per doz., according to size and extension.

BUILDING PAPER—The movement is fairly good all the time. We quote: Building paper, 30c.; tarred paper, 40c., and tarred roofing, \$1.65.

HARVEST TOOLS—The demand is not as heavy as it was for scythes, snaths and cradles, but there is still, however, a nice movement. Discount, 50, 10 and 5 per cent.

SPADES AND SHOVELS—Business is seasonably quiet. Discount, 40 and 5 per cent.

EAVETROUGH—Trade keeps fair. We still quote 10-inch at \$3.25 per 100 ft.

CEMENT—Though the season has been somewhat late, the total volume of business to date has been considerably in excess of former years. Prices are firm. We quote barrel lots as follows: Canadian portland, \$2.25 to \$2.75; German, \$3 to \$3.15; English, \$3; Belgian, \$2.50 to \$2.75; Canadian hydraulic, \$1.25 to \$1.50.

METALS.

The strike in the United States is imparting a decidedly strong tone to the sheet market and to steel, and our quotations on tinplates, common black sheets and hoop steel are all higher.

PIG IRON—The market is quiet and prices are barely steady. The strike in the United States is not helping the pig iron market just now. No. 2 foundry, of domestic make, is worth from \$17 to \$17.50 per ton.

BAR IRON—The position of bar iron seems to be as strong as ever. The demand is good and the mills are still behind with their orders. The ruling base price is \$1.85 to \$1.90.

STEEL—Buyers are beginning to look ahead a little more than they were and quite a number of inquiries have been heard the past week. Prices are hardening, partly at least on account of the strike in the United States. Our quotations on hoop steel are 10c. per 100 lb. higher. We quote: Merchantable cast steel, 9 to 15c. per lb.; drill steel, 8 to 10c. per lb.; "B C" and "Black Diamond" tool steel, 10 to 11c.; Jessop's, Morton's and Firth's tool steel, 12½ to 13c.; toe calk steel, \$2.85 to \$3; tire steel, \$2.30 to \$2.50; sleighshoe steel, \$2.10 to \$2.25; reeled machinery steel, \$3; hoop steel, \$3.10.

GALVANIZED SHEETS—The demand during the past week has been good. Prices have been advancing in Great Britain, and higher figures are looked for here, especially in view of the strike in the United States mills. The ruling quotation on 28 gauge is still \$4.50 for English, and \$4.40 for American.

BLACK SHEETS—Common sheets are 10 to 15c. higher than they were. The price of 28 gauge is now \$3.15. Dead flat is still quoted at \$3.50 for 26 gauge.

CANADA PLATES—More inquiries have been heard and some improvement has taken place in business. We quote all dull, \$2.90; half polished, \$3; and all bright, \$3.50.

TIN—The week has witnessed some sharp declines in pig tin in London, prices having dropped £12 15s. in four days. On

OAKEY'S 'WELLINGTON' KNIFE POLISH

The original and only Genuine Preparation for Cleaning Cutlery. 6d. and 1s. Canisters.

JOHN OAKEY & SONS, LIMITED
MANUFACTURERS OF
Emery, Black Lead, Emery, Glass and
Flint Cloths and Papers, etc.
Wellington Mills, London, England.

Agent:

**JOHN FORMAN, 644 Craig Street
MONTREAL**

COVERT MFG. CO.
West Troy, N.Y.
**Steel Carriage and
Wagon Jacks,**
Harness Snaps, Chain, Rope and Web
Goods, etc.
FOR SALE BY JOBBERS AT MFRS. PRICES.

PRIEST'S CLIPPERS
Largest Variety
Toilet, Hand, Electric Power
ARE THE BEST.
Highest Quality Grooming and
Sheep-Shearing Machines
WE MAKE THEM.
SEND FOR CATALOGUE TO
American Shearer Mfg. Co., Nashua, N.H., U.S.A.

Don't Forget the Name...
**NEWMAN'S INVINCIBLE
FLOOR SPRINGS**
Strong, Quick, Reliable, Effective.
Will close a door against any pressure of wind. Far
ahead of ordinary door springs, pneumatic or other-
wise. Ask your wholesaler.
W. NEWMAN & SONS, Birmingham.

Oneida Community Goods
HALTERS, COW TIES, SNAPS, etc., etc.,
in all sizes and styles. May be had of all
jobbers throughout Canada.
Factory—NIAGARA FALLS, ONT.

MACKENZIE BROS.
HARDWARE
MANUFACTURERS' AGENTS,
Travellers covering Manitoba, Northwest Territories and British Columbia. **WINNIPEG
MAN.**
CORRESPONDENCE SOLICITED.

THE PULLMAN PNEUMATIC
Combined
Door Check
and Spring.
for Screen Doors. Small, Simple, Strong, Perfect and
Ornamental. Low in Price.
**PULLMAN SASH BALANCE CO.,
ROCHESTER, N.Y., U.S.A.**

Wednesday, however, there was a slight recovery. Locally, trade has been light and quotations unchanged at 31½ to 32c. per lb.

TINPLATES—Prices have been rapidly advancing in Great Britain. Locally, the demand is good, some fairly large quantities having been sold, while quotations have been marked up 25c. per box. I. C. coke plates are now quoted at \$4.25.

TINNED SHEETS—The demand is good for this time of the year and 28 guage is unchanged at 8½c. per lb.

TERNE PLATES—Another advance of 50c. is to be recorded in terne plates, I. C. this week being quoted at \$9.

COPPER—Business has been more active in ingot copper and fair in sheet copper. We quote ingot at 17¾c., bars at 23 to 25c., sheet at 24 to 24½c., and planished at 32c.

BRASS—Trade is fair and discount on rod and sheet unchanged at 10 per cent.

SOLDER—A fair trade is being done. We quote: Half-and-half, guaranteed, 19½c.; ditto, commercial, 19c.; refined, 18½c., and wiping, 17c.

IRON PIPE—The price of iron pipe is stiff. Prices are higher in the United States, and further appreciation in values here is not improbable. We still quote 1 in. black pipe at \$5.40 and 1 in. galvanized at \$7.95.

LEAD—Trade is still rather quiet. The outside markets are quiet and steady. We quote 4¼ to 4½c. per lb.

ZINC SPELTER—There was a decline of 5s. per ton in London on Wednesday, but in New York and here no change has taken place. We quote 5½ to 6c. per lb.

ZINC SHEETS—A good trade is being done at 6½c. per lb. for cask lots and 6¾c. for smaller quantities.

ANTIMONY—Trade is quiet and prices unchanged at 10½ to 11c. per lb. The outside markets are quiet, but steady.

PAINTS AND OILS.

There is little doing. Many of the jobbers have taken their travellers off the road and retailers are only sending in a few sorting orders. There is no change in prices. The advance in paris green is maintained by manufacturers, but jobbers are still selling at 2c. below present quotations. Linseed oil is steady, as the receipts of English oil have not been as large as was anticipated. The turpentine market is featureless. Other lines are steady. We quote as follows:

WHITE LEAD—Ex Toronto, pure white lead, \$6.37½; No. 1, \$6; No. 2, \$5.67½; No. 3, \$5.25; No. 4, \$4.87½; genuine dry white lead in casks, \$5.37½.

RED LEAD—Genuine, in casks of 560 lb., \$5.25; ditto, in kegs of 100 lb., \$5.50; No.

FILES

7 FACTORIES
9 BRANDS

RASPS



NICHOLSON FILE CO., Providence, R.I., U.S.A.

BRITISH PLATE GLASS COMPANY, Limited.

Established 1773

Manufacturers of **Polished, Silvered, Bevelled, Chequered, and Rough Plate Glass.** Also of a durable, highly-polished material called "**MARBLETT**," suitable for Advertising Tablets, Signs, Facias, Direction Plates, Clock Faces, Mural Tablets, Tombstones, etc. This is supplied plain, embossed, or with incised gilt letters. **Benders, Embossers, Brilliant Cutters, etc., etc.** Estimates and Designs on application.

Works: Ravenhead, St. Helens, Lancashire. Agencies: 107 Cannon Street, London, E.C.—128 Hope Street, Glasgow—12 East Parade, Leeds, and 36 Par dise Street, Birmingham. Telegraphic Address: "Glass, St. Helens." Telephone No. 68 St. Helens.

FOR SALE

RE-LAYING RAILS

350 tons 56. rail and fastenings.
75 tons 50. " " "
20 tons 14. " " "

Prompt Deliveries. Also Logging and Pit Rails.

SESSENWEIN BROS., 101 Shannon Street, MONTREAL.

1, in casks of 560 lb., \$4.50; ditto, kegs of 100 lb., \$4.75.

LITHARGE—Genuine, 6¼ to 6½c.

ORANGE MINERAL—Genuine, 7½ to 8c.

WHITE ZINC—Genuine, French V.M., in casks, \$7 to \$7.25; Lehigh, in casks, \$6.

PARIS WHITE—90c. to \$1 per 100 lb.

WHITING—65c. per 100 lb.; Gilders' whiting, 80c.

GUM SHELLAC—In cases, 22c.; in less than cases, 25c.

PARIS GREEN—Bbls., 18¾c.; kegs, 19c.; 50 and 100-lb. drums, 17½c.; 25-lb. drums, 20c.; 1-lb. papers, 20½c.; 1-lb. tins, 21½c.; ½-lb. papers, 22½c.; ½-lb. tins, 23½c.

PUTTY—Bladders, in bbls., \$2.10; bladders, in 100 lb. kegs, \$2.25; bulk in bbls., \$1.90; bulk, less than bbls. and up to 100 lb., \$2.05; bladders, bulk or tins, less than 100 lb., \$2.90.

PLASTER PARIS—New Brunswick, \$1.90 per bbl.

PUMICE STONE—Powdered, \$2.50 per cwt. in bbls., and 4 to 5c. per lb. in less quantity; lump, 10c. in small lots, and 8c. in bbls.

LIQUID PAINTS—Pure, \$1.20 to \$1.30 per gal.

CASTOR OIL—English, in cases, 9½ to 10c. per lb. and 10 to 10½c. for single tins.

LINSEED OIL—Raw, 1 to 4 barrels, 84c.; boiled, 87c.; 5 to 9 barrels, raw, 81c.; boiled, 84c., delivered. To Toronto, Hamilton, Guelph and London, 1c. less.

TURPENTINE—Single barrels, 55c.; 2 to 4 barrels, 54c., delivered. Toronto, Hamilton and London 1c. less. For less quantities than barrels, 5c. per gallon extra will be added, and for 5-gallon packages, 50c., and 10-gallon packages, 80c. will be charged.

GLASS.

Arrivals are not large, but, as there is not much doing, the feeling is steady. We quote as follows: Under 26 in., \$4.15; 26 to 40 in., \$4.45; 41 to 50 in., \$4.85; 51 to 60 in., \$5.15; 61 to 70 in., \$5.50; double diamond, under 26 in., \$6; 26 to 40 in., \$6.65; 41 to 50 in., \$7.50; 51 to 60 in., \$8.50; 61 to 70 in., \$9.50, Toronto, Hamilton and London. Terms, 4 months or 3 per cent. 30 days.

OLD MATERIAL.

Scrap iron is 10c. per cwt. dearer, but there is little doing. We quote jobbers' prices as follows: Agricultural scrap, 60c. per cwt.; machinery cast, 60c. per cwt.; stove cast, 40c.; No. 1 wrought 50c. per 100 lb.; new light scrap copper, 12c. per lb.; bottoms, 11c.; heavy copper, 12½c.; coil wire scrap, 12½c.; light brass, 7c.; heavy yellow brass, 10c.; heavy red brass, 10½c.; scrap lead, 2¾c.; zinc, 2c.; scrap rubber, 6½c.; good country mixed rags, 65 to 75c.; clean dry bones, 40 to 50c. per 100 lb.

HIDES, SKINS AND WOOL.

HIDES—The market is weak here in sympathy with that of the United States, and a decline is looked for. No changes in prices have occurred. We quote as follows: Cowhides, No. 1, 8c.; No. 2, 7c.; No. 3, 6c. Steerhides are worth 1c. more. Cured hides are quoted at 8½ to 9c.

SKINS—Prices are steady and a fair trade is doing. We quote: No. 1 veal, 8-lb. and up, 9c. per lb.; No. 2, 8c.; dekins, from 55 to 60c.; culls, 20 to 25c.; sheepskins, 90c. to \$1.

SITUATION WANTED.

BY Hardware Clerk, four years' experience, first-class references. Box 57, HARDWARE AND METAL. (30)

WOOL—There is a moderate demand at steady prices. Our quotations are: Combining fleece, washed, 13c., and unwashed, 8c.

COAL.

Anthracite coal is somewhat scarce, and will be 10c. per ton higher during August than was quoted during July. We quote as follows at international bridges: Grate, \$4.75 per gross ton; egg, stove and nut, \$5 per gross ton with a rebate of 10c. off for August shipments.

PETROLEUM.

There is little doing, and prices are steady. We quote as follows: Pratt's Astral 16 to 16½c. in bulk (barrels, \$1 extra); American water white, 16½ to 17c. in barrels; Photogene, 15½ to 16c.; Sarnia water white, 15 to 15½c. in barrels; Sarnia prime white, 14 to 14½c. in barrels.

MARKET NOTES.

Hoop steel is 10c. dearer.

Tinplates are quoted 25c. and terne plates 50c. higher.

August quotations on anthracite coal are 10c. above July figures.

H. S. Howland, Sons & Co. are in receipt of a shipment of Eley's shells, loaded with both black and smokeless powders.

The Toronto branch of the wholesale firm of Wood, Vallance & Co. has received a complete line of samples of guns and rifles represented in the latest sporting goods catalogue issued by the firm. A new gun case for the accommodation of the samples is being placed in position in the sample-room at 32 Front street west.

NEW NAIL-MAKING MACHINERY.

The Graham Nail Works have provided themselves with the necessary machinery to make wire nails up to eight inches. They are now able to supply eavetrough spikes of their own manufacture.

SAY WHAT YOU MEAN.

On the Bowery there is one man who owns a number of stores, and over each he has hung a sign which reads, "The Cheapest Man on Earth." The popularity of a certain song attests that the world "don't like no cheap man"; what would be the opinion of the world on the "cheap-est" man?

On the same classic avenue a mission has adorned its front window with white enamel letters, reading "Come in a few minutes." Why not, now? Perhaps the soul of some tramp is thirsting for the living waters at the moment, and "in a few minutes" it may be too late.

Both of these signs, the one over the pawnshop and the other over a mission, are advertising mistakes: they teach an elementary lesson to all purchasers of publicity, and that lesson is, say what you mean.—Profitable Advertising.

FAILURES FOR THREE MONTHS.

DUN'S REVIEW says: "Canadian returns for the second quarter of 1901 were much more satisfactory than during the preceding three months, both in number and amount of liabilities. Compared with 1900 there was a moderate decrease in the aggregate, due to a difference of \$607,316 in trading defaults, no branch showing an increase of importance, while but three exhibited any advance. Manufacturing lines were also in better con-

Well, they go forth. How many of them find the waste basket without being read? How many are only seen by the mail opening clerk only?

A good trade paper will carry a full page ad. one time to 10,000 subscribers, and the thousands of others who borrow and read it. That costs \$60 to \$75. What a difference.

Now bookkeep it:

Circulars, 10,000, sent as letters at one mailing, \$275
Trade paper, full page to 10,000 interested subscribers 75
Difference in favor of trade paper..... 200

	No.	1901. Liabilities.	No.	1900. Liabilities.	No.	1899. Liabilities.
Iron	1	\$ 57,000	2	\$ 15,300	1	\$ 75,000
Tools	1	1,600	4	19,371	4	5,180
Wool	3	21,500	..	..	1	17,600
Cotton	1	18,740	..	..	..	..
Wood	13	109,336	12	56,416	6	43,300
Clothing	12	110,012	10	17,337	8	38,262
Hats .....	..	..	..	..	..	..
Chemicals	2	5,382	2	79,360	1	9,743
Printing	2	4,700	1	1,053	1	2,100
Milling	3	6,000	8	24,530	6	17,289
Leather	4	12,000	14	287,725	5	55,500
Liquors	1	3,000	1	3,550	2	5,100
Earthenware .....	..	..	1	1,000	..	..
Miscellaneous	21	841,215	27	213,619	17	122,416
Mnfg.	64	\$1,190,485	82	\$ 719,261	52	\$ 301,490
General Stores	56	240,532	49	340,790	39	155,117
Grocers	32	161,417	40	256,941	35	67,741
Hotels	6	16,650	7	20,735	16	36,155
Liquors	3	2,900	8	12,900	8	31,764
Clothing	9	44,000	22	217,271	8	27,600
Dry Goods	9	153,210	20	318,624	9	117,190
Shoes	13	73,440	14	92,454	16	82,340
Furniture	6	10,771	4	10,587	2	9,000
Stoves	10	52,246	12	51,845	5	63,800
Drugs	8	29,850	5	8,400	5	10,700
Jewelry	4	16,300	2	6,700	4	16,250
Books	2	28,445	2	66,600	8	32,366
Caps	2	2,800	2	3,000	2	3,760
Miscellaneous	17	65,283	16	98,313	13	341,356
Trading	177	\$ 897,844	203	\$1,595,160	170	\$ 995,139
Transporters, etc.....	7	108,875	9	33,580	2	8,300
Total	248	\$2,197,204	294	\$2,258,001	224	\$1,394,929

dition, but the aggregate in this division was doubled by two large failures of paper mills, which made the total \$471,224 greater than last year.

SOME FIGURES FOR BUSINESS MEN.

The average business man believes in sending out 5,000 to 25,000 circular letters now and again. He calls it cheap advertising. Is it? asks National Provisioner. Let's see: 10,000 circulars or circular letters mailed one time at 1c. each cost \$100 for postage alone. If they are imitation typewriter print with each name written in to fool and entice the recipient, they will cost fully \$50. The envelopes for mailing them will cost \$25 more if they are of good quality. That means a total cost of \$175 at the lowest to get these circular letters into the mails as circulars. If the deception is carried to the limit, a 2c. stamp must be put on to rob the affair of its circular character. That means \$200 instead of \$100 for postage, or a total cost of \$275 to post 10,000 imitation typewritten letters at one mailing. To this must be added the office boy, or cost of addressing them.

Yet men willingly eat up their substance in circulars and growl at the economical and better medium, the respected trade paper.

The great business concerns advertise. They do not waste money on circulars and letters which are not seen.

Wanamaker, Macy, Siegel - Cooper, Ehrich, Hearn, Simpson, Crawford & Simpson, Adams Bros. and other great New York department stores advertise. They do not fill your mails and mail boxes with circular letters. The other big successful men do the same. It's the small fellow who thinks he has found a cheap method who uses the circular letter.

Just think it over and ask yourself if the page ad. in a good trade paper is not really cheapest of all of your commercial travelers.

Mr. Archie Denny, who has been with the Smart Manufacturing Co., Hamilton, for the past 15 years, has joined the travelling staff of the Gurney-Tilden Co., Limited, and will in the future represent the latter company east of Toronto.

1879 ESTABLISHED 1879

Essex Handle and Wood Turning Works

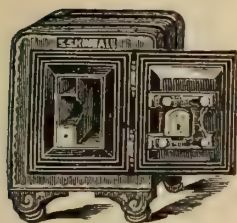
Late of Essex, now LEAMINGTON, ONT.

Makers of Axe, Fork, Rake, Hoe, Sledge, Broom, Hammer and all kinds of Handles. Neck Yokes, Singletrees and Doubletrees, Bench Saws, Exercise Clubs, Baseball Bats, etc., etc. Do you sell any Shaved Pattern and Octagon Axe Handles? The largest and best trade in Canada does, because they give best satisfaction. All stock air-dried, not kiln-dried. If you are going to be in it, place your order with

GARDNER BROS. & CO.

CHAMPION FIRE and BURGLAR-PROOF SAFES

ESTABLISHED HERE SIXTEEN YEARS.



We sell direct to the user, and save all commissions.

SIXTEEN SIZES IN STOCK.

Our small Safe is the best low-priced safe in the market.

GET PRICES, ETC. BEFORE BUYING.

S. S. KIMBALL,

577 Craig Street, - Montreal.

THE EDINBURGH ROPERIE & SAILCLOTH CO., LIMITED

LEITH, SCOTLAND.

Manufacturers of

Cordage of all kinds, Flax Sailcloths, Tarpaulins and Water-Proof Cloths, Sewing Twines, Fishing Twines, Fishing Lines, Tying Twines, Etc., Etc.

Represented by

DAVID INGLIS, 9 St. Peter St., MONTREAL
Phone Main 4359.

AXE HANDLES

Very heavy stocks
Thoroughly seasoned goods
Can ship promptly and
supply the very best

We make a
specialty of . . .

"Hand Shaved"

Octagon

Axe Handles

Made by
Indians

being the largest dealers in Canada in this line
Can give exceptional value.
Have 5,000 dozen of these handles
on hand ready for polishing.
Write for prices.

Eastern Agent—W. B. Murdock, Amherst, N.S.
Western Agent—Jno. Burns, Jr., Vancouver, B.C.
Montreal Agent—Alexander Gibb, 22 St. John St.

W. C. CRAWFORD
Tilbury, Ont.

FIRE TEST OF WIRE GLASS.

WIRE glass windows and standard fire shutters of two different makes were recently subjected to three interesting tests in New York, under the supervision of the city building board, and in presence of several insurance men, with a view to showing the relative efficiencies of each. An expert insurance company's inspector, who was present, is quoted by Fire and Water as drawing the following conclusions from the tests: "The first test was unsatisfactory, for the reason that it is an open question whether or not the 'Excelsior' mattress in the test structure subjected to an exterior fire was ignited by radiation or by sparks coming through the only partly closed ventilators under the roof. Judging from the low temperature of the outer glass while the interior fire was in progress, it is hard to conclude that radiation ignited the mattress.

"The other tests, the fire in the third being interior, were entirely satisfactory, and demonstrated that wire glass, when in approved frames similar to those used in these tests, is more reliable than the common iron shutters, and, in many cases, is capable of taking the place of standard shutters, provided that in windows over roofs, or when exposure is within, say, 15 ft. of the risk, or when openings are in interior division walls, the panes of glass are double, with air space between. Even the double sashes, however, can hardly be considered the equal of the standard tin-clad wooden shutter, on account of the chances of warping, the radiation of heat, and the chance of breakage by falling walls, etc. From other tests it has been shown that inflammable material should be kept at a distance of about 4 ft. from the window when single panes are used, and, at about 15 in., with double ventilated panes. The softening point of wired glass is claimed to be about 3,000, a temperature seldom reached by an exposing fire—while the melting point of ordinary window glass is from 800 to 1,000."

KEEP ON.

One little step won't take you far,
You've got to keep on walking;
One word won't tell just what you are,
You've got to keep on talking;
One inch won't make you very tall,
You've got to keep on growing;
One small ad. won't do it all,
You've got to keep them going.
—W. H. Black, in Advertising Experience.

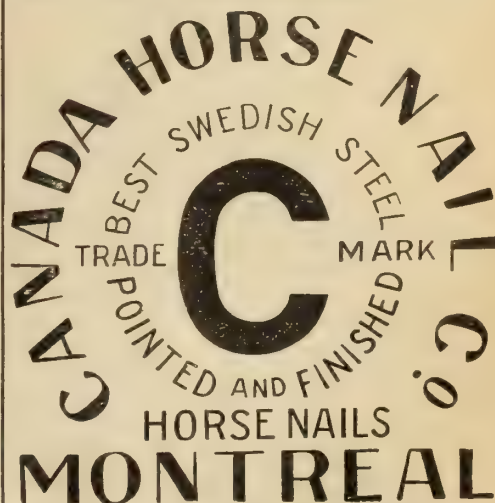
A BEARISH BUSINESS MAN.

"Harry," she said thoughtfully.
"What is it?" responded the worried business man, shortly.
"I wish you would rearrange your business a little bit."
"How?"
"So as to be a bear on the stock exchange instead of at home."—Exchange.

ORDER BY BRAND

When you order horse nails be sure and name the brand you want. Some brands pay the dealer more profit than others, especially low-priced nails.

The brand that affords the most profit will usually be sent by the dealer if no particular brand or maker is specified by you. If you want the best horse nails you must be prepared to pay the best price; don't make any mistake on that point. The best article costs the most to produce and always demands the best price. The "C" Brand of Horse Nails have for the past 36 years been accepted as the standard, and therefore the best Horse Nails in Canada, and for this reason have always commanded the best price.



No maker of Horse Nails in Canada has ever, or can ever hope to obtain one farthing more for their Horse Nails than our selling price. The fact of their selling at lower prices than we do may be accepted as a confession on their part that their goods are not worth any more than what they ask. We leave to other makers the work of making "cheap" nails. Our aim shall be, as always, to produce only the best possible nail than can be manufactured; we sincerely believe the "C" Brand to be such, and worth the price asked for it. Please specify for the "C" Brand and see that you get it with our name in full on each box.

Canada Horse Nail Co.
MONTREAL.

HEATING AND PLUMBING

DIFFERENCE IN BIDS FOR WORK.

DURING the last three months we have received several letters in which the writers bemoan the fact that they had tendered for certain work, and had made their bids so low that scarcely good wages could be made, yet a rival contractor carried off the job by offering to do it at a figure that would not much more than pay for the material. One writer, who lives in a populous and enterprising town west of Chicago, says: "I tendered for a building that, according to my figures, which were made carefully, would cost \$9,430.00. I placed my figures at \$9,400, to make even money. Five other parties tendered for the work, and, I may add, I did not get it. Now I am not in much trouble because I did not get the work, but I am at a loss to know how it is, that another contractor, whose experience is not so long or so broad as mine, and whose facilities for doing work are not nearly so good as mine, should be able to do work so much lower than I can! If this contractor who got the work possesses any magic recipe for making and manufacturing material and placing it I want to know of it, and will be willing to pay a good price for the recipe. Now, sir, as an editor is supposed to know everything and to be able to answer any question asked of him, I take the liberty of asking you if such a recipe exists, and if so, how much will I have to pay for a copy and when I can get it? I give you a list of amounts tendered for the work I speak of:

First tender	\$10,650
Second tender	10,206
Third tender, mine.....	9,400
Fourth tender	8,600
Fifth tender	8,000
Sixth tender	6,640

"These are the mystic figures. The \$6,640 took the cake. How is the 'trick done?' Our humorous correspondent, if he has contracted much, must have "run" against this condition before, as it is a common thing for tenders to differ all the way from 10 to 50 per cent. Why this is so is a question as difficult as a Chinese puzzle. Perhaps the \$6,640 man was right and the other five tenders wrong. The ways of the general estimator are wonderfully mysterious and beyond all human comprehension.—National Builder.

JOURNEYMEN PLUMBERS SCARCE.

Ample proof of the activity of building operations throughout Ontario can easily be secured just now. In Toronto all of the large plumbing houses find difficulty in getting the number of workmen necessary to complete their contracts within the time specified, and at least one house has been compelled to refuse taking new work which would demand immediate attention, as they have in hand as much as they can look

after. The value of building permits taken out in Toronto to date this year (excluding the \$1,000,000 hotel permit), is nearly \$250,000 in excess of that taken out to this time last year. The same conditions are true in other cities, particularly in Ottawa, where building trades have been active all summer. In Brockville there is a shortage of journeymen plumbers, and master plumbers of that place were in Toronto and Hamilton last week looking for help. And in the towns there is a general improvement in the plumbing trade, as there is a growing demand for houses with modern improvements. In Sault Ste. Marie the building boom has given an opportunity for two Toronto boys, Culliton & Anstey, formerly with Purdy, Mansell & Co., to start in business. It is not yet six months since they opened out there, but they already have twelve men in their employ and are kept busy with new work. It is, in fact, the demand for men in smaller centres that has led to the scarcity of help in the cities.

SOME BUILDING NOTES.

A new hotel is being built at Bath, Ont. C. Asmussen is erecting a residence at Berlin, Ont.

The foundation of Toronto's big hotel is now being laid.

Casper Bradley has started to build a residence in Merriton, Ont.

Mrs. Wetzell, of St. John, N.B., intends erecting a residence at Bedford, N.S.

John Dunlop, architect, Rossland, B.C., is preparing plans for a new school in that place.

C. T. Maxwell, contractor, St. John, N.B., has started to build a new gaol at Woodstock, N.B.

A new house with modern improvements is being built in Rossland, B.C., by contractor J. J. Woods, for Conductor Irving, of the C.P.R.

It is rumored about Montreal that J. N. Nash, formerly manager of Proctor's theatrical enterprises in Montreal, is looking for a site for a new theatre in that city.

TO CLEAN MARBLE.

Brush the dust off with a piece of chamois, then apply with a brush a good coat of gum arabic about the consistency of thick mucilage, expose it to the sun or wind to dry. In a short time it will peel off. If all the gum should not peel off, wash it with clean water and a clean cloth. If the first application does not have the desired effect, it should be tried again.

PLUMBING AND HEATING NOTES.

The Oshawa Gas Co., Limited, Oshawa, Ont., have been incorporated.

MacColl's Electrical Works, Ottawa, have been slightly damaged by fire.

Strachan Bros., plumbers, Nelson, B.C., have been succeeded by E. K. Strachan.

The Amalgamated Sheet Metal Workers of Montreal and The Montreal Plumbers' and Steamfitters' Union will hold a joint picnic at Otterburn Park, on August 10.

A ROOFING PROBLEM.

From J. & C., Troy, Ala.—We have a roofing problem which we wish to solve, and if The Metal Worker will kindly give us the desired information we shall be thankful. The architects through this section, in specifying the method of putting on flat veranda and deck roofs, where 20 x 28 tin is used, require that it shall be put on flat, lock seamed and soldered on both sides, and the same nailed to the sheathing. The question is, can The Metal Worker, or any of its readers, tell us how it can be done in a skillful and workman-like manner? We think we are practical roofers, but this gets ahead of us.

NOTE.—In some sections of the country, instead of flat seam roofing being put on a sheet at a time, the tin is prepared in rolls. Usually it is soldered on but one side, although it is often painted on the under side. In applying the tin to the roof, a 1-2-inch edge is turned up along one side of the strip and turned down on the other. The strip is then fastened by nails being driven close in under the edge which is turned, and the closer the nails are placed together the more easily and strongly the seam can be soldered. Tinned nails should be used for this purpose. It may be that the architects desire to have the tin put up in rolls for this class of work, and have the seams soldered on both top and bottom sides.—Metal Worker.

BUILDING PERMITS ISSUED.

Building permits have been issued in Toronto for the \$1,000,000 Palace Hotel on King street; for a \$3,600 house on Walker avenue, for Capt. Trigge; a \$4,000 store at the corner of Bloor and Marquette streets, and four dwellings on Marquette street, near Bloor, to cost \$7,200, for B. G. Austin; a \$2,500 warehouse at 289 Arthur street, for J. A. Goddard; two \$1,500 dwellings on Gladstone avenue, near Lindsay, for S. F. Aberdeen; a \$1,500 workshop on Duferin street, south of King street, for The Dominion Bridge Company; and for a \$1,000 dwelling at the northeast corner of Queen street and Waverley Road, for J. Jenkins.

PLUMBING AND HEATING CONTRACTS.

J. W. Hughes & Co., Montreal, have the contract of the plumbing and heating of W. V. Dawson's new factory on Cathedral street.

The Bennett & Wright Co., Limited, Toronto, have contracts for alterations to plumbing, heating and draining the old Johnston building, corner of Bay and Front streets, and for electric wiring in the Sick Children's Hospital.

Fire was discovered in the hardware store of B. & S. Pollard, Petrolia, Ont., at nine o'clock on Saturday evening, but though the blaze was very close to several barrels of gasoline, petroleum, and other oils, the loss was kept down to \$300 by prompt work. This was covered by insurance.

SITUATION VACANT.

AN ASSISTANT IS WANTED IN THE ADVERTISING Department of **HARDWARE AND METAL**, Toronto. Preference will be given to a bright young man, full of ideas, who has had a successful experience in a general hardware store. Apply, with references, experience and salary expected, to **HARDWARE AND METAL**, Toronto. (31)

BRITISH BUSINESS CHANCES.

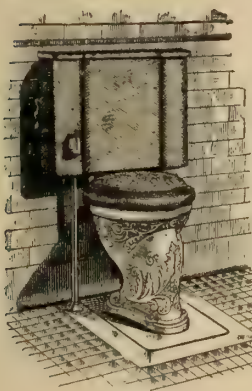
Firms desirous of getting into communication with British manufacturers or merchants, or who wish to buy British goods on the best possible terms, or who are willing to become agents for British manufacturers, are invited to send particulars of their requirements for

FREE INSERTION

in "Commercial Intelligence," to the Editor **SELL'S COMMERCIAL INTELLIGENCE**, 168 Fleet Street, London, England.

"Commercial Intelligence" circulates all over the United Kingdom amongst the best firms. Firms communicating should give reference as to bona fides.

N.B.—A free specimen copy will be sent on receipt of a post card.



**LOW TANK
WATER CLOSET
COMBINATIONS
THE MOST PER-
FECT ON THE
MARKET
NOISELESS IN
ACTION
BEAUTIFUL
DESIGNS.**

Write for Catalogue.
**The James Morrison
Brass Mfg. Co.**
Limited
TORONTO, ONT.

**\$1.00
AND A
GOOD
PROFIT**



In springtime the farmer is busy with his sowing. In the autumn he is busy harvesting. Between seasons he gets a chance at his barns, fences, outhouses. Now is the time to interest him in a paint for this work. It's easy to get the profit if you have the goods and have them right.

RAMSAYS OUTSIDE PAINTS

are not our high-grade house paints, but they are paints made to paint barns, fences, roofs, bridges and all outhouses, and do the work right, too. There's a profit for you at one dollar a gallon, and if you want to please your farmer customers ask us for cards.

A. Ramsay & Son

PAINTMAKERS,

Est'd 1842.

MONTREAL.

ONTARIO SILVER CO.,

Limited,

NIAGARA FALLS, CANADA.

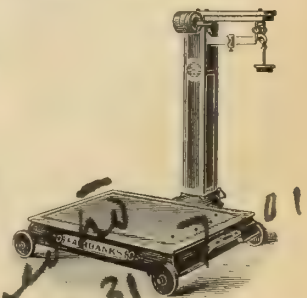
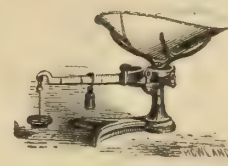
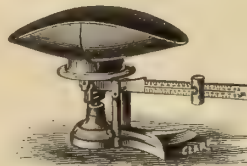
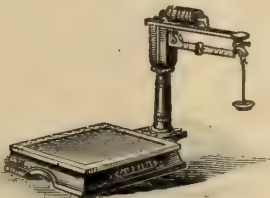
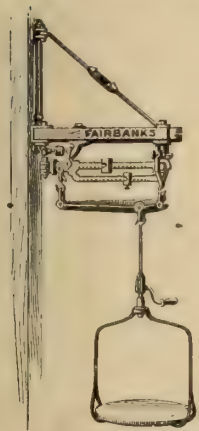
Manufacturers of **FLATWARE, CUTLERY and
ELECTRO PLATE.**
Ask for our Catalogue and Quotations.



Ontario Nut Works, Paris
BROWN & CO.

Manufacturers of

All sizes of Hot Pressed
Nuts, Square and Hexagon.



FAIRBANKS STANDARD SCALES

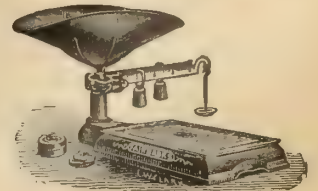
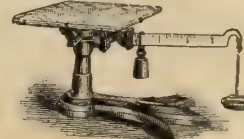
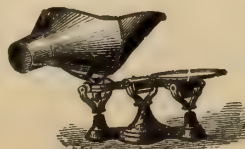
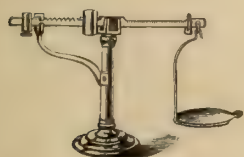
*all returned
Montreal price 31*

Have you seen our New Scale Catalogue ?

THE

FAIRBANKS COMPANY

749 Craig St., MONTREAL.



MANITOBA MARKETS.

WINNIPEG, July 22, 1901.

HARDWARE AND PAINTS, OILS
AND GLASS.

HARDWARE trade is good in all lines. There is an advance of 10c. per 100 lb. in bar iron. In barb wire the supply is still short. It will take 400 car-loads of twine for the crop. The price at Winnipeg is: Sisal, 9c.; manila, 11 to 12½c. The mail service is demoralized. The weather has continued good for crops throughout the week, and the prospects continue of the most favorable character. Business also is good in all lines, and though money is scarcer than could be desired, still, bank paper is being fairly met.

Quotations for the week are as follows:

Barbed wire, 100 lb.	\$3 45
Plain twist	3 45
Staples	3 95
Oiled annealed wire	10 3 95
"	11 4 00
"	12 4 05
"	13 4 20
"	14 4 35
"	15 4 45
Wire nails, 30 to 60 dy, keg.	3 50
" 16 and 20	3 60
" 10	3 60
" 8	3 70
" 6	3 75
" 4	3 90
" 3	4 15
Cut nails, 30 to 60 dy.	3 10
" 20 to 40	3 15
" 10 to 16	3 20
" 8	3 25
" 6	3 30
" 4	3 40
" 3	3 75
Horsenails, 45 per cent. discount.	
Horseshoes, iron, No. 0 to No. 1	4 65
No. 2 and larger	4 40
Snow shoes, No. 0 to No. 1	4 90
No. 2 and larger	4 40
Steel, No. 0 to No. 1	4 95
No. 2 and larger	4 70
Bar iron, \$2.60 basis.	
Swedish iron, \$5.00 basis.	
Sleigh shoe steel	3 25
Spring steel	3 25
Machinery steel	3 75
Tool steel, Black Diamond, 100 lb.	8 50
Jessop	13 00
Sheet iron, black, 10 to 20 gauge, 100 lb.	3 50
20 to 26 gauge	3 75
28 gauge	4 00
Galvanized American, 10 gauge.	2 54
18 to 22 gauge	4 50
24 gauge	4 75
26 gauge	5 00
28 gauge	5 25
Genuine Russian, lb.	12
Imitation	8
Tinned, 24 gauge, 100 lb.	7 75
26 gauge	8 00
28 gauge	8 50
Tinplate, IC charcoal, 20 x 28, box	10 75
" IX	12 75
" IXX	14 75
Ingot tin	33
Canada plate, 18 x 21 and 18 x 24	3 25
Sheet zinc, cask lots, 100 lb	7 00
Broken lots	7 50
Pig lead, 100 lb.	6 00
Wrought pipe, black up to 2 inch	50 an 10 p.c.
Over 2 inch	50 p.c.
Rope, sisal, 7-16 and larger	\$11 00
" 7-16	11 50
" ¾ and 5-16	12 00
Manila, 7-16 and larger	14 00
" ¾	14 50
" ¾ and 5-16	15 00
Solder	20
Cotton Rope, all sizes, lb.	17
Axes, chopping	\$ 7 50 to 12 00
" double bits	12 00 to 18 00
Screws, flat head, iron, bright	87½
Round	82½
Flat " brass	80
Round " "	75
Coach	57½ p.c.

Bolts, carriage	55 p.c.
Machine	55 p.c.
Tire	60 p.c.
Sleigh shoe	65 p.c.
Plough	40 p.c.
Rivets, iron	50 p.c.
Copper, No. 8	35
Spades and shovels	40 p.c.
Harvest tools	50, and 10 p.c.
Axe handles, turned, s. g. hickory, doz.	\$2 50
No. 1	1 50
No. 2	1 25
Octagon extra	1 75
No. 1	1 25
Files common	70, and 10 p.c.
Diamond	60
Ammunition, cartridges, Dominion R.F.	50 p.c.
Dominion, C.F., pistol	30 p.c.
" military	15 p.c.
American R.F.	30 p.c.
C.F. pistol	5 p.c.
C.F. military	10 p.c. advance.
Loaded shells:	
Eley's soft, 12 gauge black	16 50
chilled, 12 gauge	18 00
soft, 10 gauge	21 00
chilled, 10 gauge	23 00
Shot, Ordinary, per 100 lb	6 25
Chilled	6 75
Powder, F.F., keg	4 75
F.F.G.	5 00
Tinware, pressed, retinned	75 and 2½ p.c.
plain	70 and 15 p.c.
Graniteware, according to quality	50 p.c.
PETROLEUM.	
Water white American	25½c.
Prime white American	24c.
Water white Canadian	22c.
Prime white Canadian	21c.

PAINTS, OILS AND GLASS.

Turpentine, pure, in barrels	\$ 61
Less than barrel lots	66
Linseed oil, raw	92
Boiled	95
Lubricating oils, Eldorado castor	25½
Eldorado engine	24½
Atlantic red	27½
Renown engine	41
Black oil	23½ to 25
Cylinder oil (according to grade)	55 to 74
Harness oil	61
Neatsfoot oil	\$ 1 00
Steam refined oil	85
Sperm oil	1 50
Castor oil	per lb. 11½
Glass, single glass, first break, 16 to 25 united inches	2 25
26 to 40	per 50 ft. 2 50
41 to 50	" 100 ft. 5 50
51 to 60	" " 6 00
61 to 70	per 100-ft. boxes 6 50
Putty, in bladders, barrel lots	per lb. 2½
kegs	" 2¾
White lead, pure	per cwt. 7 00
No. 1	6 75
Prepared paints, pure liquid colors, according to shade and color, per gal.	\$1.30 to \$1.90

NEW CENTURY IDEAS.

The Toronto Exhibition, to be held from August 26 to September 7, announces that its principal characteristic will be the adoption of New Century Ideas. The pom-pom will be on view, wireless telegraphy will be shown in practical use off the shore to passing vessels, magnificent displays of illuminating effects will be made, recently announced developments in electricity will be shown, demonstrations will be made in the cultivation of the sugar beet, modern methods of rescuing at sea will be illustrated, manoeuvres with latter-day artillery will take place; in fact, the military will be very much in evidence in all its branches, while the handy-man and the marines will also be used largely in the off-shore operations and the brilliant nightly spectacle, the Bombardment of the Taku Forts by International forces. An International Military Tattoo will be the feature of the opening night, when a large body of troops will be utilized. A strong exhibit of French-Canadian cattle, as well as of Pan-American live stock, is to be made. Greatly reduced

rates on the railways and steamboats have been arranged for, and no better time for visiting Toronto and the Pan-American, or the former alone, could be desired than between August 26 and September 7. This year Toronto will distribute upwards of \$35,000 in premiums and spend \$30,000 in special attractions.

THE MARITIME BOARD OF TRADE.

The annual session of the Maritime Board of Trade opens in Chatham, N. B., on August 21, and at a recent meeting of the latter board ways and means of entertaining the delegates were considered.

The suggestion that the visiting delegates should be given an excursion on the river was favored, and Hon. Senator Snowball said he would place a steamer at the committee's disposal for that purpose.

On motion of W. C. Winslow, seconded by James Nicol, this offer was accepted and a vote of thanks tendered to Mr. Snowball.

W. C. Winslow moved that the Town Council be asked to cooperate with the local board of trade in making arrangements for the coming visitors.

On motion of Mayor Snowball, the following committee on arrangements was appointed:

Secretary J. D. B. F. Mackenzie, George Watt, W. C. Winslow, R. A. Murdoch, J. L. Stewart.

President Loggie said that the board ought to suggest matters for discussion by the Maritime Board, such suggestions to be included in the list of subjects to be prepared by the Maritime Council in readiness for the Maritime Board's annual session.

President Loggie, Senator Snowball, Jas. Nicol and J. L. Stewart were appointed a committee to suggest, within a week, questions for discussion by the Maritime Board.

Delegates from this Board to the Maritime Board were appointed as follows: W. B. Snowball, George Watt, M. S. Hocken, W. C. Winslow, J. L. Stewart, R. A. Murdoch, J. D. B. F. Mackenzie.

EARLY-CLOSING ITEMS.

The principal dry goods merchants, boot and shoe dealers, and jewelers, of Chatham, Ont., have agreed to close their stores at 1 p.m. on Thursdays, until September 1.

The clerks of Nelson, B.C., have formed a union and are pressing for a half holiday on Thursday afternoons.

The Merchants' Association, of Galt, Ont., have decided to close their stores every Thursday from 1 o'clock for the remainder of the day and evening, in place of the afternoon only. The change went into effect last week, and will continue until September 15.

Many Fredericton merchants, grocers and others, believe that it would be the part of economy and wisdom to close their stores evenings during the summer months. Concerted action is all that is required to bring about such a desirable end. The early closing now extends to the hardware, dry goods and boot and shoe stores and the proprietors of these establishments believe that they are not only saving money thereby, as the expense of keeping open evenings is greater than the profits from the insignificant sales; and more than this the proprietors and the clerks are allowed an hour or two out of doors in the evenings for the promotion of their health and pleasure.—Gleaner, Fredericton, N.B.

PORTLAND CEMENTS

Best German, Belgian and English Brands.

Fire Bricks, Fire Clay,
Flue Linings,
Drain Pipes,
Inclined Plaster,
Granite Hard Wall Plaster,
Wheelbarrows,
Mortar Stains.

A full stock of Builders' and Contractors' Supplies. Write for Quotations.

W. McNally & Co.,
MONTREAL.

DAVID PHILIP

MANUFACTURERS' AGENT

362½ Main St., - WINNIPEG.

Correspondence invited from manufacturers of Staple or Heavy Hardware, Iron or Steel Bolts and Nuts, etc., either by carrying stock in Winnipeg or by selling direct from factory.

GOOD REFERENCES.

THE B. GREENING WIRE CO., LIMITED

HAMILTON, ONT., AND MONTREAL, QUE.

MANUFACTURERS
OF



Wire Rope

of every description and for all purposes.

Lang's Patent Wire
Rope for
Colliery and Mining
Use.



STOVE PIPE THIMBLE.



This is our Improved Fire Proof Asbestos Lined Stovepipe Thimble, for floors which extend from 8 to 16 inches; also showing Register placed in thimble after removing pipe, for covering up hole or ventilating room, opened or closed as desired. Write us for catalogue showing full line of these goods and our other hardware specialties.

THE COLLINS MFG. CO.,

34 Adelaide Street West

TORONTO

The Robin Hood Powder Company

If you want the best Trap or Game load in the world, buy "Robin Hood Smokeless," in "Robin Hood" Shells. It is quick, safe, and reliable. Try it for pattern and penetration from forty to seventy yards against any powder on the market. We make the powder, we make the shells, and we load them. Write for our booklet, "Powder Facts."

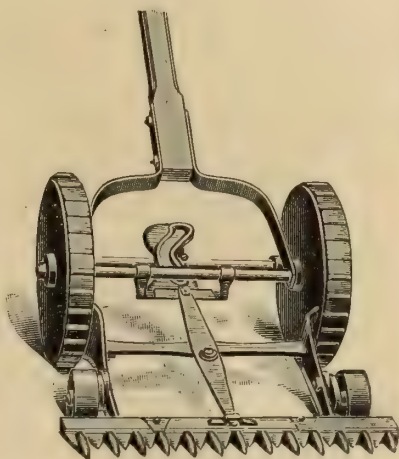
The Robin Hood Powder Company

SWANTON, VT.

The Mower

THAT WILL KILL
ALL THE WEEDS
IN YOUR LAWNS

If you keep the weeds cut so they do not go to seed, and cut your grass without breaking the small feeders of roots, the grass will become thick and weeds will disappear. **The Clipper will do it.**



CANADIAN PATENT FOR SALE.
SEND FOR CATALOGUE AND PRICES.

Clipper Lawn Mower Co.

NORRISTOWN, Pa.

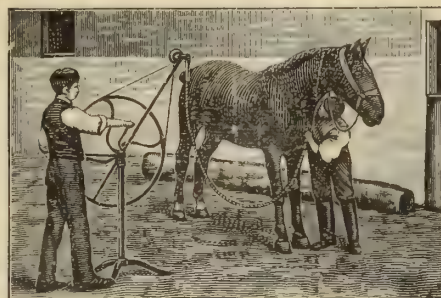
BURMAN & SONS' CELEBRATED CLIPPERS

Established 1871.

BIRMINGHAM, ENG.

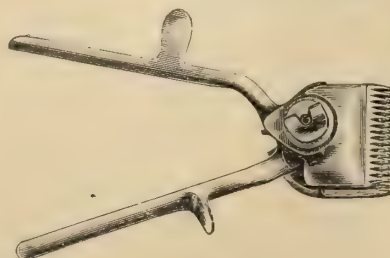
for Horsemen
and Barbers.

NO. 297.

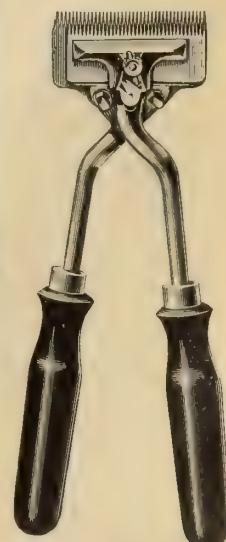


NO. 3—POWER CLIPPER, with "Wrist Joint."

As supplied to—
(The Czar of Russia.
The King of Denmark.
Earl Roberts, Etc., Etc.)



THE "LEOPOLD" TOILET.



THE "WARWICK" CLIPPER.

Cuts over three teeth.

As supplied to
His Majesty's
War Department.

SEND FOR PRICE LIST AND TERMS.

DELORME BROS., Agents, Debresoles Street, Montreal

SPECULATING IN CREDIT.

By F. C. Brunhouse.

THE query naturally arises "Is there such a thing as credit speculation?"

From the reckless way in which some people grant credit we are led to believe that such is the case. In conversation with a prominent attorney, recently, regarding commercial failures, speaking from an extensive experience with debtors and creditors, he stated: The creditor is to blame to a large degree for a very great many of the difficulties arising between the debtor and creditor. Over zealous to do a large business, he neglects to be cautious, conservative, and fails to correctly discriminate between those whom he should and should not trust.

In analyzing this statement, let us endeavor to discover in what respects it is correct. To be equitable we must admit at the outset that there is a great deal of truth embodied in this statement. Like all problems, whether political, social or commercial, there are two sides of this question, viz., the debtors and the creditors.

The purpose of this article will be to point out a few of the many errors that have crept into our modern ideas of doing business, and show how it is possible to speculate in credit. This, of necessity, was to a certain degree the condition under which our forefathers transacted their business, but in a time when profits were considerably larger than they are at present. A man to indulge in such methods to-day, with all the advantages of commercial agencies and other sources of information open to him, is reckless, to say the least. Greed for the mighty dollar and business has been the death-knell of many a business man.

In what respect, then, is the creditor to blame for the difficulties arising between the debtor and the creditor?

We will take a hypothetical case to illustrate. Assuming that A is the debtor, doing business in one of our smaller towns, possesses the average ability usually found in that class of merchants, and a man of moderate means. B, C, D, E, F, G, and we might continue indefinitely because they are so numerous, are the creditors. In due season, B, C, D, et al., start out their salesmen with the injunction, "Don't fail to sell A all the goods he will buy," which instruction every man obeys, as a matter of course; every fellow's goods are the best; all have bargains galore. A buys here and buys there, and in the course of time he finds himself overloaded with a large stock, in which all his good money is invested; and for which, perhaps, he will be unable to realize 50 per cent. on the dollar. Time rolls on; his condition gets worse; he is unable to meet his obligations, and he is brought to realize that he is insolvent. If he is an honest man, he will stop short and transfer his business to his creditors. If, however, he is indifferent or inclined the other way, he will make an effort to take care of No. 1. How well he succeeds a great many have learned to their sorrow. What is the remedy? When A appears for your consideration, don't think that you are the only people that are going to sell to him, but take into consideration that there are others; obtain, if possible, and, in a doubtful case, insist upon it, a statement which will show A's net working capital. Then follow the common sense course. Unless you know positively from how many houses A is buying, in justice to others, as well as yourself, you must adopt a rule such as in vogue with credit insurance companies, of limiting your sales,

according to the confidence you have in the ability and integrity of A, to 5 per cent. of his net working capital. If such a rule were adhered to, a great many of our present-day "lack-of-capital" failures would be avoided. We all can do a great deal to assist A to keep within his limits. Over-zealousness on the part of very many do a large business, disregarding the safeguards which should be thrown around every mercantile house to insure its success, leads to speculation in extending credit. To this reckless procedure there can be but one result, failure.

It is worth while to recall a remark made by a man who amassed a fortune. "I never speculate in matters of business." It is the only safe course to pursue.

Again, is it not true that there are a class of persons (you will find them everywhere), looking for the lambs, and by artful means attempting, either by giving a false statement or by a great show of wealth and prosperity, to secure credit? To illustrate, we will cite a case in point of a party who operated in this fashion. He made a great display, used attractive stationery, furnished doctored statements under the direction of a shyster attorney, purchased goods in small quantities and paid them in ten days, gradually increasing his purchases and paying promptly, until he had his game, when he wound up with purchasing all the goods he could get, which were sold at ridiculously low prices to close quickly, and when the bills became due and attempts were made to collect, the accounts were returned as uncollectable. All this was in the face of adverse ratings of this party by both Dun and Bradstreet. It seems almost incredible; one is amazed at the cupidity of some business men. Is it

any wonder that our attorney friend views the relation of debtor and creditor in this light?

This is only one feature of how these sharps operate, and are usually the kind of cases that find their way into the attorney's hands. It does appear that credit is too cheap, and, as it is commonly said: "I can get all the goods I want. If you will not trust me, others will." It behooves the credit man, as well as the business man, to carefully scrutinize all new business, and if perchance you open an account with your new-found friend, keep your eyes on him until you are convinced that he is a solid man and worthy of your confidence. Better do a small business safely than a large business on speculation. Learn to discriminate between the worthy and the unworthy, when, whom and how much to trust, and when you have decided that point, stick to it.—Commerce and Accounts.

CHARACTER THE TRUE TEST.

President Ramsay, of The Hide and Leather Bank, New York, recently expressed himself as follows in a speech before the New York Credit Mens' Association:

"If you want to get down to the facts as to whether it is safe to trust a man, find who the man is, what his character is, how he lives, and how he treats his neighbor, and see that he is a fairly good man, then it is safe to trust him. You cannot make a man sign a mortgage on his wife and children; such a man will dupe you. If you find him honorable in his deportment, honorable in the town where he lives, I won't ask that he drinks water all the time; let him be fairly straight in his walks of life, and that man is pretty near safe to trust, and I think you will all bear me out."

American Sheet Steel Company

Battery Park Building
New York

Manufacturers of all varieties of
Iron and Steel Sheets
Black and Galvanized
Plain and Painted
Flat, Corrugated and
"V" Crimped

Apollo Best Bloom Galvanized
W. Dewees Wood Company's
Patent Planished Iron
W. Dewees Wood Company's
Refined Smooth Sheets
Wellsville Polished Steel Sheets

Representatives for Canada
B. & S. H. Thompson & Company
26 St. Sulpice Street
Montreal

"MIDLAND" "The Peerless"

BRAND

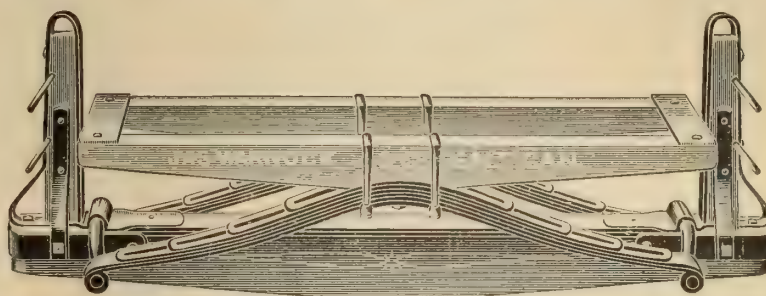
Foundry Pig Iron.

Made from carefully selected Lake Superior Ores, with Connellsville Coke as fuel, "Midland" will rival in quality and grading the very best of the imported brands.

Write for Prices to Sales Agents:

Drummond, McCall & Co.
or to **MONTREAL, QUE.**

Canada Iron Furnace Co.
MIDLAND, ONT. Limited



James Warnock & Co. = Galt, Ont.

CURRENT MARKET QUOTATIONS

July 26, 1901.

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list as the desire is to make it perfectly accurate.

METALS.

Tin.

Lamb and Flag and Straits—
56 and 28 lb. ingots, per lb. 0 31½ 0 32

Tinplates.

Charcoal Plates—Bright
M.L.S., equal to Bradley. Per box

I.C., usual sizes..... \$6 75

I.X., "..... 8 25

I.X.X., "..... 9 75

Famous—

I.C., "..... 6 75

I.X., "..... 8 25

I.X.X., "..... 9 75

Raven & Vulture Grades—

I.C., usual sizes..... 4 75

I.X., "..... 5 75

I.X.X., "..... 6 75

D.C., 12½x17..... 4 25

D.X., "..... 5 00

D.X.X., "..... 5 75

Coke Plates—Bright

Bessemer Steel—

I.C., usual sizes..... 4 25

I.C., special sizes, base..... 4 50

20 x 28..... 9 00

Charcoal Plates—Terne

Dean or J. G. Grade—

I.C., 20x28, 112 sheets..... 9 00

I.X., Terne Tin Boiler Plates..... 11 00

Charcoal Tin Boiler Plates.

Cookley Grade—

X X., 14x56, 50 sheet bxs..... 0 06½

" 14x60, "..... 0 06½

" 14x65, "..... 0 06½

Tinned Sheets

72x30 up to 24 gauge..... 0 07½

" 28 "..... 0 08

" 30 "..... 0 08½

Iron and Steel.

Common Bar, per 100 lbs..... 1 85

Refined "..... 2 35

Horse Shoe Iron..... 2 35

Hoop steel, 1½ to 3 in. base,

extras for smaller sizes..... 3 10

Sleigh Shoe Steel " base..... 2 10

Tire Steel..... 2 30

Reeled Machinery..... 3 00

Toe Calk Steel..... 2 85

T. Firth & Co's tool steel, per lb..... 0 13

Jessop's tool steel..... 0 13

Morton's tool steel..... 0 13

Black Diamond and "B.C."..... 0 10

tool steel..... 0 11

Drill Steel, per lb..... 0 08

0 10

Boiler Tubes.

1½-inch..... 0 12½

" 2 "..... 0 13

" 2½ "..... 0 15

" 3 "..... 0 16

" 3½ "..... 0 20

" 4 "..... 0 25

Steel Boiler Plate.

¾-inch..... 2 50

3-16 inch..... 2 60

¾ inch and thicker..... 2 50

2 60

Black Sheets.

18 gauge..... Com. D.F.I. 2 85

20 "..... 2 85

22 "..... 2 85

24 "..... 2 95

26 "..... 3 05

28 "..... 3 15

Canada Plates.

All dull, 52 sheets..... 2 90

Half polished..... 3 00

All bright..... 3 50

Black pipe—

¾-inch..... 4 65

1-inch..... 3 40

1½-inch..... 3 45

2-inch..... 3 70

2½-inch..... 3 85

3-inch..... 5 40

3½-inch..... 7 70

4-inch..... 9 10

4½-inch..... 12 50

5-inch..... 22 75

6-inch..... 30 0

Galvanized pipe—

¾-inch..... 5 15

1-inch..... 5 50

1½-inch..... 7 95

2-inch..... 10 80

2½-inch..... 12 95

3-inch..... 17 35

Galvanized Sheets.

G.C. Comet. Amer. Head.

16 gauge..... 4 00

18 to 24 gauge 4 00 3 85 4 25 4 00

26 " 4 25 4 10 4 25 4 25

28 " 4 50 4 35 4 40 4 50

Case lots 10 to 15c. less.

26 gauge American equals 26 gauge English.

Chain.

Proof Coil, 3-16 in., per 100 lb

" 5-16 " " 8 30

" 3-8 " " 4 70

" 7-16 " " 3 90

" 1-2 " " 3 70

" 9-16 " " 3 65

" 5-8 " " 3 35

" 3-4 " " 3 60

Halter, kennel and post chains, 40 to 40 and

5 p.c.

Cow ties..... 40 p.c.

Tie-out chains..... 65 p.c.

Stall fixtures..... 35 p.c.

Trace chain..... 45 p.c.

Jack chain, iron, single and double, dis-

count 35 p.c.

Jack chain, brass, single and double, dis-

count 40 p.c.

Copper.

Ingot

English B. S., ton lots..... 0 17½

Lake Superior..... 0 23

Cut lengths round, ½ to ¾ in. 0 23

" round and square 0 25

1 to 2 inches..... 0 25

Sheet.

Plain, 14 oz., and light, 16

oz., 14x48 and 14x60..... 0 24

0 14½

Plain, 14 oz., and light, 16

oz., irregular sizes..... 0 24½

0 25

Tinned copper sheets..... 0 26

Planished..... 0 32

Braziers (1n sheets.)

4x6ft. 25 to 30 lbs. ea., per lb..... 0 25

" 25 to 45 "..... 0 24

" 50-lb. and above, "..... 0 23

Boiler and T. K. Pitts

Plain Tinned, per lb..... 0 28

Spun, per lb..... 0 32

Brass.

Rod and Sheet, 14 to 30 gauge 10 per cent.

Sheets, hard-rolled, 2x4..... 0 23

Tubing, base, per lb..... 0 23

Zinc Spelter

Foreign, per lb..... 0 05½

Domestic..... 0 06

Zinc Sheet.

5 cwt. casks..... 00 6¼

Part casks..... 00 6¼

Lead.

Imported Pig, per lb..... 0 04½

Bar, 1 lb..... 0 05½

Sheets, 2½ lbs. sq. ft., by..... 0 06½

Sheets, 3 to 6 lbs., "..... 0 06

NOTE.—Cut sheets ½ cent per lb. extra.

Pipe, by the roll, usual weights per yard, lists

at 7c. per lb. and 30 p.c. dis. f.o.b. Toronto.

NOTE.—Cut lengths, net price, waste pipe

8-ft. lengths lists at 7½ cents.

Shot.

Common, \$6.50 per 100 lb.; chilled, \$7.00

per 100 lb.; buck, seal and ball, \$7.50. Dis-

count, 17½ p.c. Prices are f.o.b. Toronto,

Hamilton, Montreal, St. John and Halifax.

Terms 3 per cent. cash, freights equalized.

Soil Pipe and Fittings.

Discount, 60 and 10 per cent. on medium and

extra heavy, and 60 per cent. on light.

Solder. Per lb. Per lb.

Bar half-and-half, guarant'd..... 0 19½

Bar half-and-half, commer'l..... 0 19

Refined..... 0 18½

Wiping..... 0 18

NOTE.—Prices of this graded according to

quantity. The prices of other qualities of

solder in the market indicated by private

brands vary according to composition.

Antimony.

Cookson's, per lb..... 0 10½ 0 11

White Lead. Per 100 lb.

Pure..... 6 37

No. 1 do..... 6 00

No. 2 do..... 5 62½

No. 3 do..... 5 15

No. 4 do..... 4 87½

Munro's Select Flake White..... 7 37½

Elephant and Decorators' Pure..... 7 50

Bradnam's B. B. Genuine..... 7 12½

" Decorative..... 7 50

" No. 1..... 6 50

" No. 2..... 5 75

Red Lead.

Genuine, 560 lb. casks, per cwt..... \$5 50

Genuine, 100 lb. kegs, per cwt..... 5 75

No. 1, 560 lb. casks, per cwt..... 5 25

No. 1, 100 lb. kegs, per cwt..... 5 00

White Zinc Paint.

In ¼, ½ and 1 gallon tins.

Pure, per gallon..... 1 25

Second qualities, per gallon..... 1 10

Barn (in bbls.)..... 0 75

The Sherwin-Williams Paints..... 1 45

Canada Paint Co's Pure..... 1 25

Toronto Lead & Color Co's Pure..... 1 25

Sanderson Pearce's Pure..... 1 20

Stewart & Wood's Champion Pure..... 1 20

Colors in Oil.

25 lb. tins, Standard Quality.

Venetian Red, per lb..... 0 05

Chrome Yellow..... 0 11

Golden Ochre..... 0 06

French..... 0 05

Marine Black..... 0 09

" Green..... 0 08

Chrome..... 0 09

Coopers..... 0 08

French Imperial Green..... 0 09

Colors, Dry.

Yellow Ochre (J.C.) bbls..... 1 35

Yellow Ochre (J.F.L.S.) bbls..... 2 75

Yellow Ochre (Royal)..... 1 10

Brussels Ochre..... 2 00

Venetian Red (best), per cwt..... 1 80

English Oxides, per cwt..... 3 00

American Oxides, per cwt..... 1 75

Canadian Oxides, per cwt..... 1 75

Super Magnetic Oxides, 93p c..... 2 00

Burnt Sienna, pure, per lb..... 0 10

" Umber, "..... 0 10

do Raw..... 0 09

Drop Black, pure..... 0 09

Chrome Yellows, pure..... 0 18

Chrome Greens, pure, per lb..... 0 12

Golden Ochre..... 0 03½

Ultramarine Blue in 28-lb.

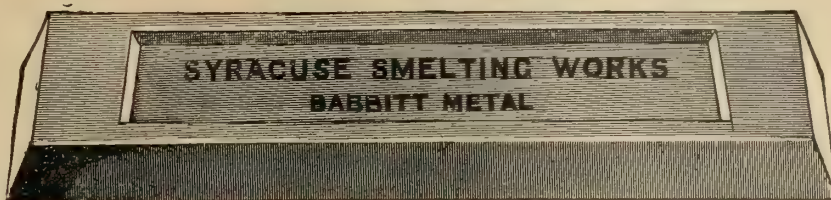
boxes, per lb..... 0 08

Fire Proof Mineral, per 100 lb..... 1 00

Genuine Eng. Litharge, per lb..... 0 0

Use Syracuse Babbitt Metal

IT IS THE
BEST MADE.



For
Paper and Pulp
Mills, Saw and
Wood Working
Machinery, Cotton
and Silk Mills,
Dynamoes, Marine
Engines, and all
kinds of
Machinery
Bearings.

Wire, Triangular and Bar Solder, Pig Tin, Lead, Ingot Copper, Ingot Brass, Antimony, Aluminum, Bismuth, Zinc Spelter, Phosphor Tin, Phosphor Bronze, Nickle, etc., always in stock.

Factories: { 332 William St., MONTREAL, QUE.
and SYRACUSE, N.Y.

Syracuse Smelting Works

HORSE NAILS.
"C" brand 50 and 7 1/2 p.c. off new list } Oval-
"M" brand 50, 10 and 5 per cent. } head
Countersunk. 60 per cent.

HORSESHOES

F.O.B. Montreal.
No. 2 No. 1.
and
larger, smaller.
Iron Shoes.
Light, medium, and heavy... 3 50 3 75
Snow shoes... 3 75 4 00
Light... 3 60 3 85
Featherweight (all sizes)... 4 85 4 85
F.O.B. Toronto, Hamilton, London and
Guelph, 10c. per keg additional.
Toe weight steel shoes... 6 70

JAPANNED WARE.

Discount, 45 and 5 p.c. off list, June 1899

ICE PICKS.

Star per doz... 3 00 3 25

KETTLES.

Brass spun, 7 1/2 p.c. dis. off new list.

Copper, per lb... 0 30

American, 60 and 10 to 65 and 5 p.c.

KEYS.

Lock, Can., dis. 45 p.c.

Cabinet, trunk, and padlock,

Am. per gross... 60

KNOBS.

Door, japanned and N.P., per

doz... 1 50 2 50

Bronze, Berlin, per doz... 2 75 3 25

Bronze Genuine, per doz... 6 00 9 00

Shutter, porcelain, F. & L.

screw, per gross... 1 30 4 00

White door knobs—per doz... 1 25

HAY KNIVES.

Discount, 50 and 10 per cent.

LAMP WICKS.

Discount, 60 per cent.

LANTERNS.

Cold Blast, per doz... 7 00

No. 3 "Wright's"... 8 50

Ordinary, with O burner... 4 00

Dashboard, cold blast... 9 00

No. 0... 5 75

LEMON SQUEEZERS.

Porcelain lined... per doz... 2 20 5 60

Galvanized... 1 87 3 85

King, wood... 2 75 2 90

King, glass... 4 00 4 50

All glass... 1 20 1 30

LOCKS.

Fish, per gross... 1 05 2 50

Chalk... 1 90 7 40

Canadian, dis. 45 p.c.

Russel & Erwin, per doz... 3 00 3 25

Cabinet.

Eagle, dis. 30 p.c.

English and Am., per doz... 50 6 00

Scandinavian... 1 00 2 40

Eagle, dis. 20 to 25 p.c.

MACHINE SCREWS. Iron and Brass.

Flat head discount 25 p.c.

Round Head discount 20 p.c.

MALLETS.

Tinsmiths' per doz... 1 25 1 50

Carpenters', hickory, per doz... 1 25 3 75

Lignum Vitae, per doz... 3 85 5 00

Caulking each... 60 2 00

MATTOCKS.

Canadian, per doz... 5 50 6 50

MEAT CUTTERS.

American, dis. 25 to 30 p.c.

German, 15 per cent.

MILK CAN TRIMMINGS.

Discount, 25 per cent.

NAILS.

Quotations are:

2d and 3d... \$3 45 \$3 85

3d... 3 10 3 52

4d... 2 85 3 35

6d... 2 75 3 20

8d and 9d... 2 60 3 00

10d and 12d... 2 55 2 95

16d and 20d... 2 50 2 90

Wire nails in cartons are \$2.77 1/2

Galvanizing 2c. per lb. net extra.

Steel Cut Nails 10c. extra.

Miscellaneous wire nails, dis. 70 and 10 p.c.

Coopers' nails, dis. 30 per cent.
Flour barrel nails, dis. 25 per cent.
NAIL PULLERS.
German and American... 1 85 3 50
NAIL SETS.
Square, round, and octagon
per gross... 3 38 4 00
Diamond... 12 00 15 00

NETTING.

Poultry, 55 per cent for McMullen's

OAKUM.

Per 100 lb.

Navy... 6 00

U. S. Navy... 7 25

OIL.

Water White (U.S.)... 0 16 1/2

Prime White (U.S.)... 0 15 1/2

Water White (Can.)... 0 15

Prime White (Can.)... 0 14

OILERS.

McClary's Model galvan. oil

can, with pump, 5 gal... 10 00

Zinc and tin, dis. 50, 50 and 10.

Copper, per doz... 1 25 3 50

Brass... 1 50 3 50

Malleable, dis. 25 per cent.

GALVANIZED PAIRS.

Dufferin pattern pairs, dis. 45 p.c.

Flaring pattern, discount 45 per cent.

Galvanized wastebats, discount 45 per cent.

PIECED WARE.

Discount 40 per cent. off list, June, 1899.

10-qt. flaring sap buckets, dis. 45 p.c.

6, 10 and 14-qt. flaring pails, dis. 45 p.c.

Creamer cans, dis. 45 p.c.

PICKS.

Per doz... 6 00 9 00

PICTURE NAILS.

Porcelain head, per gross... 1 75 3 00

Brass head... 0 40 1 00

PICTURE WIRE.

Tin and gilt, discount 75 p.c.

PLANES.

Wood, bench, Canadian dis. 50 per cent.

American dis. 50.

Wood, fancy Canadian or American 7 1/2

to 40 per cent.

PLANE IRONS.

English, per doz... 2 00 5 00

PLIERS AND NIPPERS.

Button's Genuine per doz pairs, dis. 37 1/2

40 p.c.

Button's Imitation, per doz... 5 00 9 00

German, per doz... 0 60 2 60

PLUMBERS BRASS GOODS.

Compression work, discount, 60 per cent.

Fuller's work, discount 65 per cent.

Rough stops and stop and waste cocks, dis-

count, 60 per cent.

Jenkins disk globe and angle valves, dis-

count, 55 per cent.

Standard valves, discount, 60 per cent.

Jenkins radiator valves, discount 55 per cent.

" " standard, dis., 60 p.c.

Quick opening valves discount, 60 p.c.

No. 1 compression bath cock... 2 00

No. 4... 2 00

No. 7, Fuller's... 2 50

No. 4 1/2... 3 00

POWDER.

Velox Smokeless Shotgun Powder.

100 lb. or less... 0 85

1,000 lb. or more... 0 80

PRESSED SPIKES.

Discount 20 to 25 per cent.

PULLEYS.

Hothouse, per doz... 0 55 1 00

Axle... 0 22 0 33

Screw... 0 27 1 00

Awning... 0 35 2 50

PUMPS.

Canadian cistern... 1 80 3 60

Canadian pitcher spout... 1 40 2 10

PUNCHES.

Saddlers', per doz... 1 00 1 85

Conductors', " 9 00 15 00

Tinners' solid, per set... 0 00 0 72

" hollow, per inch... 0 00 1 00

RANGE BOILERS.

Galvanized, 3 gallons... 7 60

" 35 " 8 25

" 40 " 9 50

Copper, 30 " 22 00

" 35 " 26 00

" 40 " 30 00

Discount off Copper Boilers 10 per cent.

RAKES.

Cast steel and malleable, 50, 10 and 5 p.c.

Wood, 25 per cent.

RAZORS.

per doz.

Elliot's... 4 00 18 00

Geo. Butler & Co.'s... 4 00 18 00

Boker's... 7 50 11 00

" King Cutter... 12 50 50 00

Wade & Butcher's... 3 60 10 00

Theile & Quack's... 7 00 12 00

REAPING HOOKS.

Discount, 50 and 10 per cent.

REGISTERS.

Discount... 40 per cent.

RIVETS AND BURRS.

Iron Rivets, black and tinned, discount 60

and 10 per cent.

Iron Burrs, discount 55 per cent.

Extras on Iron Rivets in 1-lb. cartons, 1/2c.

per lb.

Extras on Iron Rivets in 1/2-lb. cartons, 1c.

per lb.

Copper Rivets & Burrs, 35 and 5 p.c. dis.

and cartons, 1c. per lb. extra, net.

Extras on Tinned or Coppered Rivets

1/2-lb. cartons, 1c. per lb.

RIVET SETS.

Canadian, dis. 35 to 37 1/2 per cent.

ROPE ETC.

7-16 in. and larger, per lb 10

1/2 in. 14 1/2

1/2 and 5-16 in. 15 1/2

Cotton, 3-16 inch and larger

" 5-32 inch... 21

" 1/2 inch... 22 1/2

Russia Deep Sea... 15 1/2

Jute... 8

Lath Yarn... 9 1/2

New Zealand Rope... 10

RULES.

Boxwood, dis. 75 and 10 p.c.

Ivory, dis. 37 1/2 to 40 p.c.

SAD IRONS.

Mrs. Potts, No. 55, polished... 62 1/2

" No. 50, nickel-plated... 67 1/2

SAND AND EMERY PAPER.

Dominion Flint Paper, 47 1/2 p.c.

B & A. sand, 40 and 5 per cent.

Emery, 40 per cent.

Garret (Rutten's), 5 to 10 p.c. advance on list.

SAP SPOUTS.

Bronzed iron with hooks, per doz... 9 50

SAWS.

Hand Disston's, dis. 12 1/2 p.c.

S. & D., 40 per cent.

Crosscut, Disston's, per ft... 35 0 55

S. & D., dis. 35 p.c. on Nos. 2 and 3.

Hack, complete, each... 0 75 2 75

" frame only... 0 75

SASH WEIGHTS.

Sectional, per 100 lbs... 2 75 3 00

Solid... 2 00 2 25

SASH CORD.

er lb... 0 23 0 30

SAW SETS.

" Lincoln" and 1 Whiting, per doz... 6 10

Hand Sets No. 1 Woodyatt (Morrill)

X-cut sets, No. 3 Woodyatt (Morrill)

SCALES.

Standard, 45 p.c.

Champion, 65 p.c.

Spring Balances, 10 p.c.

STANDARD CHAIN CO., PITTSBURGH, U. S. A.

MANUFACTURERS OF CHAIN OF ALL KINDS.

Proof Coil, B.B., B.B.B., Crane, Dredge Chain, Trace Chains, Cow Ties etc.

ALEXANDER GIBB,
Montreal.

For Provinces of Ontario and Quebec.

—Canadian Representatives— A. C. LESLIE & CO.,
Montreal.

For other Provinces.

Lining tacks, in bulk	15
" solid heads, in bulk	75
Saddle nails in papers	10
" in bulk	15
Tufting buttons, 22 line, in dozens only	60
Tin capped trunk nails	15
Zinc glazier's points	5
Double pointed tacks, papers	90 and 10
" bulk	40

TAPE LINES.

English, ass skin, per doz	2 75	5 00
English, Patent Leather	5 50	9 75
Chesterman's each	0 30	2 35
" steel, each	0 80	8 00

THERMOMETERS.

Tin case and dairy, dis. 75 to 75 and 10 p.c.

TRAPS. (Steel.)

Game, Newhouse, dis. 25 p.c.	
Game, H. & N., P. S. & W., 65 p.c.	
Game, steel, 72½, 75 p.c.	

TROWELS.

Diston's discount 10 per cent.	
German, per doz	4 75
S. & D., discount 35 per cent.	6 00

TWINES.

Bag, Russian, per lb.	0 27
Wrapping, cotton, 3-ply	0 18½
" 4-ply	0 23½
Mattress, per lb.	0 33
Staging, "	0 27

VICES.

Wright's	0 13¼
Brook's	0 12¼
Pipe Vise, Hinge, No. 1	3 50
" No. 2	5 50
Saw Vise	4 50

ENAMELLED WARE.

White, Princess, Turquoise, Blue and White, discount 50 per cent.
Diamond, Famous, Premier, 50 and 10 p.c.
Granite or Pearl, Imperial, Crescent, 50, 10 and 10 per cent.

WIRE.

Brass wire, 50 to 50 and 2½ per cent. off the list.
Copper wire, 45 and 10 per cent. net cash 30 days, f.o.b. factory.
Smooth Steel Wire, is quoted at the following net selling prices:

No. 6 to 8 gauge	\$2 90
" 9	2 80
" 10	2 87
" 11	2 90
" 12	2 95
" 13	3 15
" 14	3 37
" 15	3 50
" 16	3 65

Other sizes of plain wire outside of Nos. 9, 10, 11, 12 and 13, and other varieties of plain wire remain at \$2.80 base with

extras as before. The prices for Nos. 9, to 13 include the charge of 1 c. for oiling. Extras net per 100 lb.:
Coppered wire, 60c.—tinned wire, \$2—oiling, 10c.—special hay-baling wire, 30c.—spring wire, \$1—best steel wire, 75c.—bright soft drawn, 15c.—in 50 and 100-lb. bundles net, 10c.—in 25-lb. bundles net 15c.—packed in casks or cases, 15c.—bagging or papering, 10c.

Fine Steel Wire, dis. 17½ per cent. List of extras: In 100-lb. lots: No. 17, \$5—No. 18, \$5.50—No. 19, \$6—No. 20, \$6.65—No. 21, \$7—No. 22, \$7.30—No. 23, \$7.65—No. 24, \$8—No. 25, \$9—No. 26, \$9.50—No. 27, \$10—No. 28, \$11—No. 29, \$12—No. 30, \$13—No. 31, \$14—No. 32, \$15—No. 33, \$16—No. 34, \$17. Extras net-tinned wire, Nos. 17-25, \$2—Nos. 26-31, \$4—Nos. 32-34, \$6. Coppered, 5c.—oiling, 10c.—in 25-lb. bundles, 15c.—in 5 and 10-lb. bundles, 25c.—in 1-lb. hanks, 50c.—in ½-lb. hanks, 75c.—in ¼-lb. hanks, \$1—packed in casks or cases, 15c.—bagging or papering, 10c.

Galvanized Wire, per 100 lb.—Nos. 6, 7, 8, \$3.50 to \$3.87—No. 9, \$2.85 to \$3.15—No. 10, \$3.60 to \$3.95—No. 11, \$3.70 to \$4.10—No. 12, \$3 to \$3.30—No. 13, \$3.10 to \$3.40—No. 14, \$4.10 to \$4.50—No. 15, \$4.60 to \$5.05—No. 16, \$4.35 to \$5.35. Base sizes, Nos. 6 to 9, \$2.57½ f.o.b. Cleveland.
Clothes Line Wire, solid 7 strand, No. 17,

\$4.25; No. 18, \$2.65; No. 19, \$2.35, f.o.b. Hamilton, Toronto, Montreal.

WIRE FENCING.

Galvanized barb	3 65
Galvanized, plain twist	3 65
Galvanized barb, f.o.b. Cleveland, \$2.82½ in less than carlots, and \$2.73 in carlots.	

WIRE CLOTH.

Painted Screen, per 100 sq. ft., net... 1 35

WASTE COTTON.

Colored	4½ to 5
White, according to quality	6½ to 7½

WRENCHES.

Acme, 35 to 37½ per cent.	
Agricultural, 60 p.c.	
Coe's Genuine, dis. 20 to 25 p.c.	
Towers' Engineer, each	2 00
" S., per doz	5 80
G. & K's Pipe, per doz	3 40
Burrell's Pipe, each	3 00
Pocket, per doz	0 25

WRENCHES.

Leader	per doz	\$30 0	33 00
Royal Canadian	"	26 00	28 00
Royal American	"	26 00	28 00
Sampeon	"		30 00

Terms 4 months, or 3 p.c. 30 days.
WROUGHT IRON WASHERS.
Canadian make, discount, 40 per cent.

Standard Paint & Varnish Works Limited
Makers of High Grade Varnishes, Lacquers, Paints, Colors & Enamels Windsor, Ont.

TORONTO EXHIBITION

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\$65,000 PREMIUMS and ATTRactions \$65,000

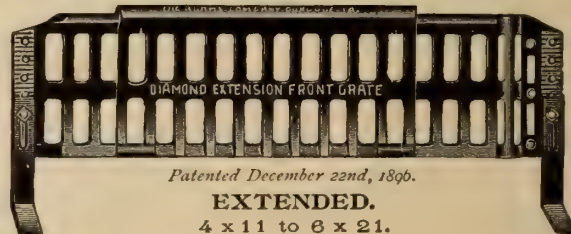
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Great Reunion of Canadian Old Boys and Old College Students
TUESDAY, SEPTEMBER 3rd
Reduced Rates All Lines of Travel
ANDREW SMITH, F.R.C.V.S. President
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TORONTO

DIAMOND EXTENSION FRONT GRATE.

Ends Slide in Dovetails similar to Diamond Stove Back.

Diamond Adjustable Cook Stove Damper

Patented March 14th, 1893.



Patented December 22nd, 1896.

EXTENDED.

4 x 11 to 8 x 21.

For Sale by Jobbers of Hardware



Manufactured by THE ADAMS COMPANY, Dubuque, Iowa, U.S.A.
A. R. WOODYATT & CO., Guelph, Ontario.

Established Cable Address, 1832, "BLISS."
MANUFACTURERS
Wood Turnings, Hand Bench and other Screws
Mallets, Handles, Vises
Clamps, Tool Chests
Croquet, Lithographs
Wood Toys, Novelties
and also the celebrated
Wood's Patent Car Gate
For Street and Steam Railroad Cars.
The R. BLISS MFG. CO.
Pawtucket, R.I., U.S.A.

"THE EMLYN" SAW BENCH

Made in 6 sizes. Best value obtainable. Specially designed for export. With or without "Emlyn" Patent Guard. Sole maker—

CHARLES D. PHILLIPS,

Cables— "Machinery," Newport. Emlyn Engineering Works, NEWPORT, MON., ENGLAND.

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"Dundas Axe"

are stamped on an Axe, you can rely on its being the best that can be made.

DUNDAS AXE WORKS

Dundas, Ont.

Buy the Best.



HERCULES

Sash Cord.

Star Brand Cotton Rope
Star Brand Cotton Clothes Lines
Star Brand Cotton Twine

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of any kind that is of value to business men supplied by our Bureau. We can give you market quotations from any town in Canada, reports from the city markets, stock quotations, etc. You can get commercial news from any Canadian paper through us.

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75 YEARS.

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HEINISCH

SHEARS.

Tailors' Shears,
Trimmers, Scissors,
Tinnern's Snips, etc.



ACKNOWLEDGED THE BEST.

R. HEINISCH'S SONS CO.

NEW YORK OFFICE, 90 Chambers St.
NEWARK, N.J., U.S.A.

Not connected with any Shear Combination.

CHAS. F. CLARK, President.

JARED CHITTENDEN, Treasurer.

...ESTABLISHED 1849...

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O. White for Inside,
Indian White—Outside
for
Decorators' Use.
Imperial Gallons
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Free from Poisonous White Lead. Colours Perfect. The original English make as supplied to Royalty.

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Twelve

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GARDEN HOSE.

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We manufacture the most popular and best selling lines of Garden Hose in Canada. Our "Maltese Cross" brand we confidently recommend as the finest Garden Hose on the market.

We have other grades not quite so expensive, but good reliable brands, viz.: "Lion" (the popular medium-priced hose), "King" "Sun" and "Leader."

Our "Kinkproof" (wire wound) hose is wired by a special process controlled solely by ourselves, and is so constructed that it may be cut at any wind of the wire without loosening or uncoiling, the wire being self-gripping throughout each length.

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ALL KINDS AND FOR ALL PURPOSES.

Manila Rope
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"RED THREAD" Transmission Rope from the finest quality Manila hemp obtainable, laid in tallow.

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27 Front St. West, TORONTO.

MONTREAL, QUE.

HARDWARE

AND METAL
MERCHANT

The Weekly Organ of the Hardware, Metal, Heating, Plumbing and Contracting Trades in Canada.

VOL. XIII.

MONTREAL AND TORONTO, AUGUST 3, 1901.

NO. 31

"TANDEM" ANTI-FRICTION METAL.

The Most Economical.
The Least Wearing.
The Most Durable.
Friction Preventing.



A QUALITY

For Heaviest Pressure and Medium Speed
or Heavy Pressure and High Speed.

B QUALITY

For Heavy Pressure and Medium Speed
or Medium Pressure and High Speed.

C QUALITY

For Medium Pressure and High Speed
or Low Pressure and Highest Speed.

Sole Agents:

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THE TANDEM SMELTING SYNDICATE, LIMITED

The largest smelters of Anti-Friction
Metals in Europe.

Queen Victoria St., London, E.C.

"Tandem" Metals are better than
any other for their purpose,
and are, therefore:

Resistance Reducing.
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Power Increasing.
Lubricant Saving.

A Simple Proposition.

If the object of galvanizing Sheet Iron is to
protect from rust, it pays to get the fullest
protection. In other words, it pays to use
"Queen's Head" brand, which is un-
equalled by any on the market.

JOHN LYSAGHT, Limited, Makers,
BRISTOL, ENG.

A. C. LESLIE & CO., MONTREAL,
Managers Canadian Branch,



GOOD POINTS. The Safford Radiator

has a score of them, but there is one which success has accentuated—
it's simplicity. Like all other great inventions, the "SAFFORD"
is ingeniously simple. It is connected at the joints by patent
screw nipples. That's what made the "SAFFORD" suc-
cessful—no bolts, no packing—just a plain screwed
connection. This means that the "SAFFORD" is posi-
tively non-leakable—positively durable. Of all Radiators
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The "SAFFORD" is made in many designs and
heights, and is always graceful in its lines and bulk. It
is made to fit in corners, to circle pillars, and for bay
windows.

We will be pleased to give you any information you desire. Remember, we are the
Largest Radiator Manufacturers under the British Flag.

THE DOMINION RADIATOR COMPANY, Limited, TORONTO.

Lawn Mowers

... AND ...

Garden Hose

LAWN SEATS
AND
VASES.

Special Mowers
FOR
Golf Grounds and
Tennis Courts.

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Antimony, Copper, Lead, Tin, Zinc.

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LONDON AND LIVERPOOL, ENGLAND

M. & L. Samuel, Benjamin & Co.

General Importers and Exporters and Metal Merchants

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While you are WELL, STRONG and INSURABLE.

THE Confederation Life

ASSOCIATION issues policies on all approved plans of insurance, and is a prosperous and progressive Canadian Company.

PROTECTION FOR YOUR FAMILY.

PROFITABLE INVESTMENT FOR YOURSELF.

Pamphlets and full information sent on application.

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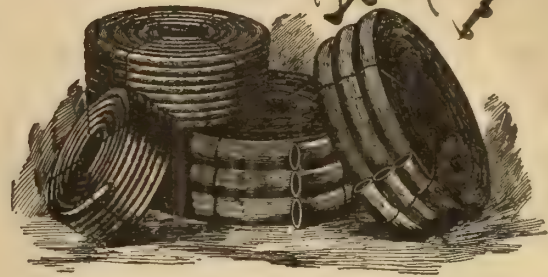
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WATER
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SUCTION
ACID
OIL
SODA WATER
HIGH-PRESSURE

Our Patent Seamless Tube is, without doubt,
the only perfect construction.

The Canadian Rubber Co.,

CAPITAL - - - \$1,500,000.00.

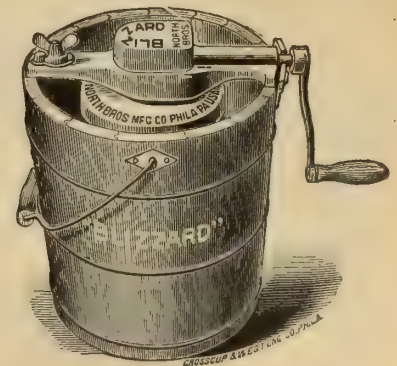
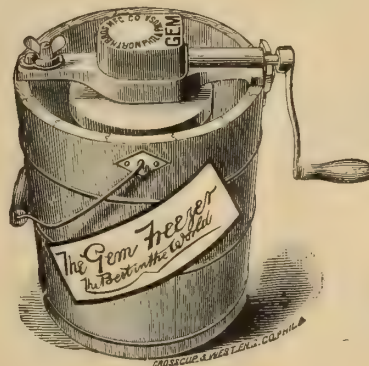
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Lightning, Gem Blizzard . . .

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Well Advertised
In Demand
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Satisfactory in Use
Of Known Reputation

HAVE

Cedar Pails with Electric Welded Wire Hoops
Cans of Heavy Tin with Drawn Steel Bottoms
AUTOMATIC Twin Scrapers
"The Ice Cream Freezer Book" tells all about
these and our other Freezers, mailed free

EXCEL IN

Easy Running
Quick Freezing
Economy
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Practical Results

North Bros. Mfg. Co., Philadelphia, Pa., U.S.A.

FOR WARM AIR HEATING.

Our many lines of coal and wood furnaces offer a range of sizes and styles that afford complete satisfaction—everywhere.

OUR LATEST CONSTRUCTION

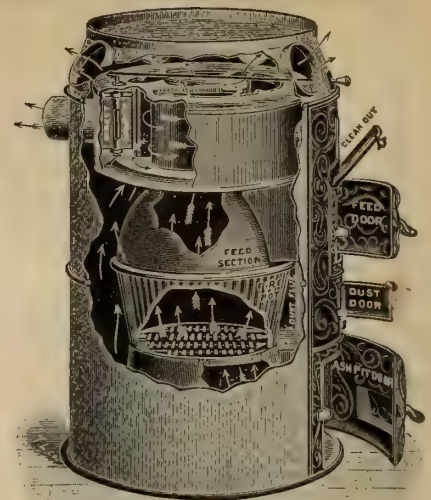
"The Oxford 400 Series"

are unequalled in excellence—combining enormous power with gratifying economy. Their improved points of construction will interest every practical dealer or buyer.

They are made with Steel Plate Radiators, and supplied either portable, as shown, or stationary for brick setting.

Our **Little Ox** and **Oxford Furnaces** for wood are already in favorable use all over the country, their incomparable popularity having been gained by superior merit.

Consult our catalogue for full information about these splendid lines—to handle them will insure the most satisfying trade possible.



Oxford 400 Series, Portable.

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Manufacturers of

Wire Nails

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THE NEW BALDWIN DRY AIR CLEANABLE REFRIGERATOR.

135 Modern Varieties.

Ash, Oak and Soft-wood Finishes

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BALDWIN

Positive Circulation—
Sanitary—Odorless.

Latest Cleanable Features—The Strongest
and Best System of
Patent Removable
Metal Air-Flues.

Air-Tight Lever Locks
Ball-Bearing Casters.
Swing Base—in and
out.

Rubber around Doors
and Lids, making
them doubly air-tight.

Handsome Designs.
Moderate Prices.



Built in the newest, largest and best equipped refrigerator plant in the East, run all the year round on refrigerators exclusively; stock goods; special refrigerators and coolers in sections.

Handsome Trade Catalogue Ready.

Baldwin Refrigerator Co.,
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Wholesale
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MONTREAL.

HEADQUARTERS FOR SPORTING GOODS OF ALL KINDS.



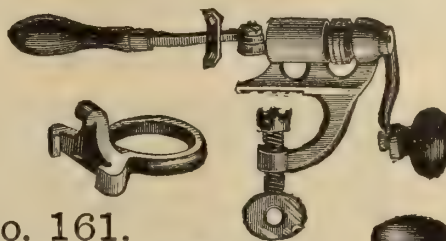
Tomlinson's Gun Cleaner.



With Brass Wire Cloth for Removing Lead.



Ready for Cleaning or Oiling Cloth.
BLUE ROCK GUN CLEANER.



All kinds
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of Gun Wads.

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IMPROVED.

IMPLEMENT SET.



Nos. 159, 160 and 161 Gun Implement Sets.



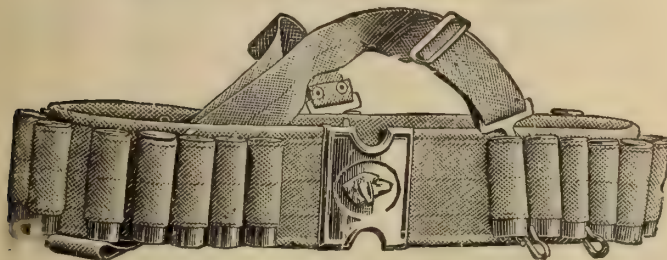
Percussion Caps and Primers of all kinds.



No. 467 Gun Cover.



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Mill's Woven Cartridge Belt No. 200.



Cartridge Bags.



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WRITE FOR 56 PAGE GUN AND AMMUNITION CATALOGUE.

Mail Orders shipped same day as
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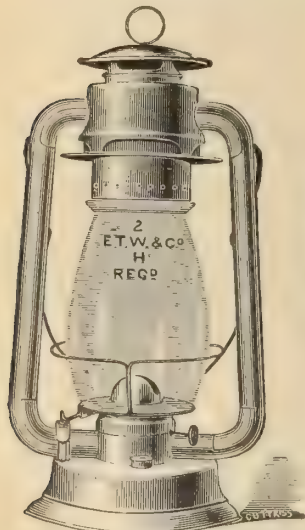
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Canada and Tin Plates
Black Sheets
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If you want the BEST

COLD BLAST LANTERN

in the world, get WRIGHT'S,

GET THE ORIGINAL.

We lead, others imitate.

E. T. WRIGHT & CO.

Manufacturers, HAMILTON, ONT.

KNOX HENRY

Heavy Hardware and Metal Broker
Room 32, Canada Life Bldg., MONTREAL.

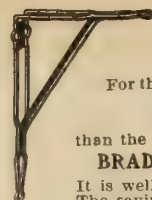


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"BRASSITE" GOODS - Gunn Castor Co.
Limited, Birmingham, Eng.

McLaskill, Dougall & Co
Fine Varnish & Japan
Manufacturers
Montreal
Price Lists on application



Will Hold Up a Shelf!

That's what a shelf bracket is for.
For this purpose there can be

**NOTHING BETTER
NOTHING CHEAPER**

than the . . .

BRADLEY STEEL SHELF BRACKET

It is well Japanned, Strong and Light.
The saving in freight is a good profit, aside
from the lower price at which the goods are sold.
Order direct or through your jobber.

ATLAS MFG. CO., New Haven, Conn., U.S.A

CANADIAN ADVERTISING is best done by THE
E. DESBARATS ADVERTISING AGENCY
MONTREAL.

ALEXANDER GIBB

Manufacturers' Agent and Metal Broker,

13 St. John Street, Montreal

Representing British and American Manu-
facturers. Correspondence invited from firms
wishing to be represented in Canada.

STEVENS ALL STEEL TOOLS

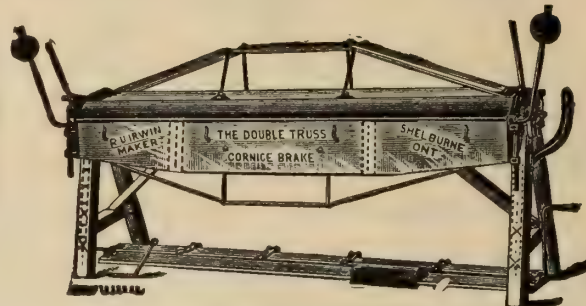
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STANDARD FOR QUALITY.

Your stock is not complete without a full line of our Rifles, Shotguns, Pistols, Tools
and Victor Bicycles.

Handled by the Leading Jobbers.

J. Stevens Arms & Tool Co., P.O. Box 217 Chicopee Falls, Mass., U.S.A.



This eight-foot Brake bends 22-gauge iron
and lighter, straight and true.

Price, \$60

Very handy beader attachment, \$15 extra
if required.

Send for circulars and testimonials to

The Double Truss Cornice
Brake Co. SHELburne, ONT.

The Latest and Best.

H. & R. Automatic Ejecting Single Gun.

Steel and Twist Barrels
in 30 and 32-inch.
12 Gauge.

Model
1900.



Harrington & Richardson Arms Co.

Worcester, Mass., U.S.A.

Descriptive Catalogue on request.

We want progressive, hustling dealers to make

...THE...

"London" Fence Machine

a specialty. It is just what the farmers are
looking for.

WOODSTOCK, ONT., July 27th, 1901.

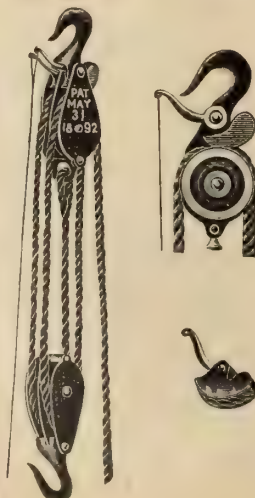
THE LONDON FENCE MACHINE CO.

Gentlemen,—We beg to report that the "London" Fence Machine seems to
be exactly what the farmers have been looking for, for some considerable time. It
appears to do most excellent work and has given our customers universal satisfac-
tion. We are very much of the opinion that the sales of your machine will
necessarily grow to large proportions. Yours very truly,

J. H. BUCHANAN & CO.

High-Grade High Carbon Coiled Spring Wire. "London" Pulley
Stretchers, Reels, Steel Gates, Soft Galvanized Wire, Barb Wire and
Plain Twist. Special prices on cars of wire f.o.b. London or Cleveland.

London Fence Machine Co., London, Can.



*The***WATSON FOSTER CO.**

LIMITED

MONTREAL**SILVER MEDAL
PARIS 1900
CHICAGO 1893****WALL PAPERS**1901-1902.

SPECIAL REPORTS FROM A
MAJORITY OF OUR TRAVELLERS
TO DATE SHOW THAT IN NO IN-
STANCE HAVE THEY FAILED TO RETAIN
AND GENERALLY INCREASE OUR TRADE
WITH EVERY DEALER VISITED * * *

* * * PROVING OUR LINE OF WALL
PAPERS, FROM BLANKS TO VARNISHED
GILTS, TO BE THE MOST COMPRE-
HENSIVE, WELL COLORED, AND

BEST VALUE***IN THE MARKET.***

The **PENINSULAR** line ...of **STOVES and RANGES**

is now the most complete on the Canadian market. It comprises a full line of Four and Six Hole Ranges for coal and wood; Coal and Wood Cooks, Base Burners, and Heating Stoves.



The accompanying cut is of our "Home Peninsular" Four-Hole Range and is an example of what we have to offer. It has a Steel Oven and all modern improvements. During the Spring of 1901 we sold more of these stoves than we made all last year, giving evidence of their increasing popularity.

Send for our catalogue and discounts and special advertising booklets
with which we supply the trade.

Clare Bros. & Co., Preston, Ont., and
Winnipeg, Man.

ESTABLISHED 1860.

INCORPORATED 1895.

COAL HODS

and . . .

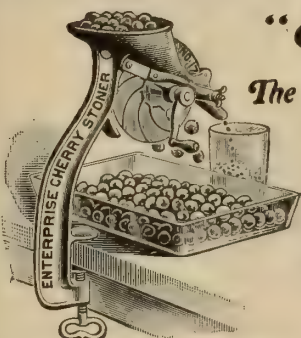
All Other Fall Lines.

Stove Boards,
Fire Shovels,
Elbows, etc.

We will be pleased to quote.

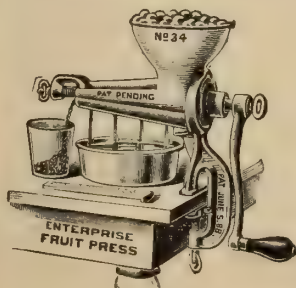
THE THOS. DAVIDSON MFG. CO., Limited, MONTREAL, QUE.

"Enterprise" Cherry Stoners



No. 17, Japanned *per doz.* \$9.00
No. 18, Tinned 10.00

Fruit, Wine & Jelly Press



No. 34, \$3.00

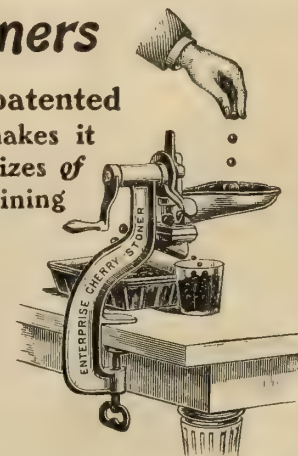
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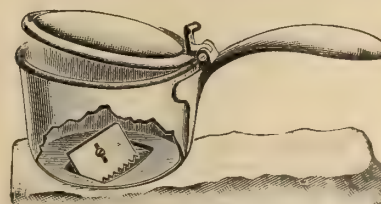
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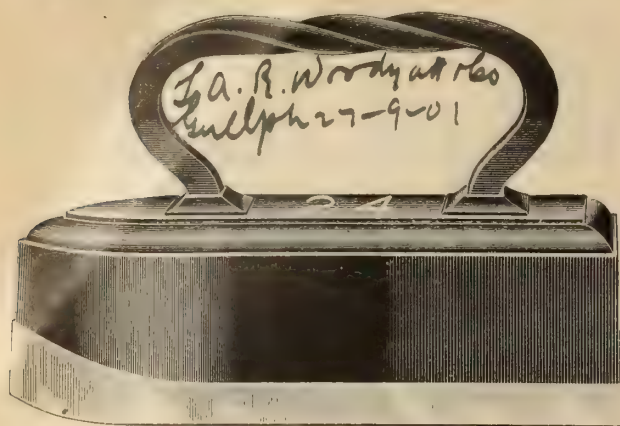


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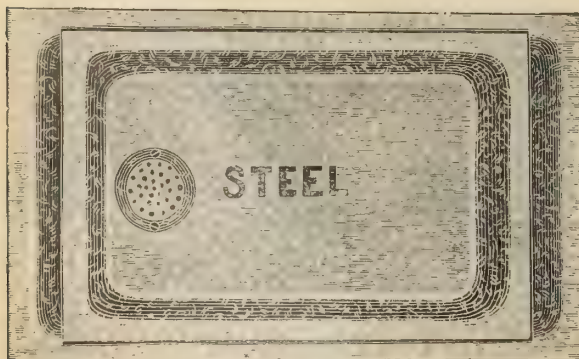
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VOL. XIII.

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AN INTERESTING CASE AT LAW.

JUDGMENT in a case that cannot fail to be interesting to business men was handed down in the trial court, Toronto, on Tuesday last. The case was the outcome of the sale of the assets of the estate of The Hamilton Hardware Co., that assigned two years ago, and were bought by The Dominion Radiator Co., Limited, to recover the amount owing to it at the time of the failure.

When The Hamilton Hardware Co. became insolvent, an assignment was made to one Bull, who subsequently transferred to Mr. Hersee, the president, the assets of the company in consideration of the latter paying a composition of 40c. on the dollar

to the creditors. The Dominion Radiator Co. and one or two other creditors refused to accept the composition.

Both Bull and Hersee were made defendants, and before the court it was held that the defendant Hersee, at the time of the execution of the bill of sale transferring the assets to him, knew that all the creditors had not accepted the composition, and that the plaintiffs by letter had withdrawn from the agreement authorizing the composition; that the agreement is not binding upon the plaintiffs, but that the defendant, Hersee, in accepting the bill of sale and entering into the trusts and covenants therein contained with the knowledge that he had made himself liable to the plaintiffs for the full amount of their claim; that the defendant Bull, having refused to take or to allow the use of his name to take proceedings on behalf of the plaintiffs, the plaintiffs were justified in bringing this action in their own name and were entitled to recover from the defendant Hersee. It was also held that the defendant Hersee is bound under the covenant to pay in full, where the creditors who have not signed the agreement are not willing to take less; and, having taken and disposed of all the property, and having thereby taken it out of the control of the creditors, must be held to all the consequences.

Judgment was given against defendant Hersee for \$1,514.47, but Bull, having, as assignee, refused to take proceedings against Hersee, and joining the latter in the defence, was ordered by the court to share in the costs of the case. Stay of proceedings have, however, been allowed until September 17, 1901.

A LATE PARIS-GREEN SEASON.

ABOUT June 1, the manufacturers of paris green were beginning to think that they would have to carry over a heavy surplus from last winter's manufactures to next year.

The month of May, which generally sees a big sorting trade in the potato bug poison, had furnished almost none of its regular quota of business. The weather had been damp and cold, and the potato-bug seemed to be no more.

But the reaction came, and the fears of the manufacturers were speedily dispelled. The hot weather of June produced the bug in myriads, and orders for paris green came in faster than they could be filled, until the fear of surplus stocks gave place to that of underproduction. To check the demand, manufacturers added 2c. per lb. to the price; the only responses they got were in the shape of telegrams to "ship in any shape you have." Some manufacturers have been compelled to make two or three new lots of green.

And the demand is not over yet, although now there are more supplies available, and the stringency is not so severe. Ontario still takes some, while goods cannot be shipped to New Brunswick, Nova Scotia or Prince Edward Island in too large quantities.

In the memory of paris green manufacturers, there has been only one "potato-bug-killer" season so late as this, when the demand ran on into the first week in August, a record likely to be equalled this year.

Tombstone advertising is doubtless done with a view to enlivening business.

ST. LAWRENCE ROUTE AND SIR LOUIS DAVIES' RESPONSIBILITY.

THERE no longer seems to be any doubt about the retirement of Sir Louis Davies from the portfolio of Marine and Fisheries. When he is gone the Government will be relieved of one of its weak members.

At the time he was taken into the Government it was generally thought that the Premier had made a wise choice. He had a good reputation, as far as any man in politics can have a good reputation. It is possible he might have been over-rated. There might have been portfolios for which he was better qualified. But as Minister of Marine and Fisheries he has certainly proved a lamentable failure.

Under his regime marine disasters on the St. Lawrence route have multiplied, with the result that the travelling public fear it and the discrimination of marine insurance companies against it is more decided. And what has been done in this way will, we fear, take a long time to undo. In the meantime the trade and commerce of the country has to suffer.

Sir Louis is not to be blamed for storms that arise, for currents that prevail, or for rocks that abound. His sins are the sins of omission. Not at any time since becoming a member of the Government has he shown by any act of his that he fully grasped the importance of the duties devolving upon him, in as far as the St. Lawrence route is concerned. Less than a week ago, in an interview with a newspaper reporter in regard to marine disasters on that route, he said: "I have been so far unable to discover that the routes are to blame or that the aids to navigation are seriously at fault." What nonsense! If we had never anything else to judge him by, he has by his latest statement out of his own mouth proved his unfitness for the Department upon whose proper administration largely depends the reputation of our waterways to and from the sea.

Something certainly has been done under his regime for the improvement of the St. Lawrence route; but a great deal more should have been done. There has been too much of "soul take thy ease" about

Sir Louis. What is wanted in the Department of Marine and Fisheries is an aggressive, not a passive, policy. Sir Louis Davies, like Sir Richard Cartwright, does not seem to know what this means. And when he does do anything he magnifies its importance beyond all sense of proportion. The stress which he lays on the \$40,000 spent on the new light at Belle Isle is an evidence of that.

If ever good judgment was demanded in the appointment of a Minister of Marine and Fisheries it is now. We fully realize the difficulties with which the Premier has to contend in making the appointment. Provincial jealousies crop up and sectarian influences arise. But, if the right kind of man is to be secured, none of these should be factors.

Sir Wilfrid Laurier was wise in his appointments to several of the portfolios, such for instance, as that of Public Works, Post Office, Customs, Justice, and Agriculture. These are all occupied by men of a practical turn of mind and men who when they realize what ought to be done have the perseverance and ability to do it.

There is no finer or more delightful route to the sea than the St. Lawrence. It is not devoid of dangers; but where is there a route that is? There are none in this world. And properly buoyed and lighted it will be as safe as any other, while at the same time possessing scenic attractions that are equal to any and unsurpassed by no other route on this side of the Atlantic. But we must have a Minister of Marine and Fisheries with an aggressive policy before we can hope to have the St. Lawrence route put in the condition it ought to be in.

THE NEW ASSAY OFFICE AND TRADE

THE Dominion Government assay office, legislation to start which was passed at the last session of Parliament, was opened on Monday. The plant, which is said to be the most modern and up to date on the continent, has a capacity of about \$16,000,000 to \$20,000,000 per annum.

It is to be hoped that the establishment of the office will have the desired effect of attracting a large portion of the Yukon gold to Vancouver that has hitherto gone to Seattle. And as the Government has decided to refund 1 per cent. of the royalty the possibilities of gold being brought to Vancouver are thereby increased. The action of the Government in regard to the rebate has given a great deal of satisfaction to the business men of Vancouver, but it is the opinion of some that the rebate should have been made $2\frac{1}{2}$ per cent. And we are inclined to endorse that opinion, for it is worth something to divert to Canadian territory the large trade on Yukon account that now goes to Seattle. Still, a rebate of 1 per cent. is not insignificant, meaning as it does that a miner can get \$100 more for every \$10,000 worth of gold than he can elsewhere, unless, of course, the United States Government should offer a similar inducement on gold brought to Seattle. With this rebate of 1 per cent. the net royalty on gold produced in the Yukon will be 4 per cent. And it is estimated that the rebate will be sufficient to enable miners to pay their expenses out of Dawson.

We understand that it is possible the Dominion Government may buy the gold outright that is brought to Vancouver, and some, at least, of the bankers have expressed themselves in favor of the proposal.

At the last session of the House of Commons, a Bill was also adopted authorizing the Government to establish at Ottawa a branch of the Imperial mint. We believe it would have been more to the interest of Canada if the Bill had authorized the establishment of the mint at either Vancouver or Victoria, for Yukon gold will still go to the mint at Seattle, according to the statements of Vancouver bankers, after being assayed in Canadian territory.

THE INDIGNITY OF LABOR.

The dignity of labor is all right. What is all wrong is the indignity of laboring long hours in badly ventilated stores with the temperature around 90 degrees, and not enough business to stir the atmosphere.

If common interests will not hold business men together, rules and regulations or financial penalties never will.

BRITISH PESSIMISM ON TRADE MATTERS.

Andrew Carnegie, in "The Nineteenth Century and After," Holds that while British Trade has Reached its Limit it is not Declining—No Other Nation Compares with Her in Steel, even in the Aggregate—Great Britain can Work out Her Own Salvation by Adopting the Changes Required both by Employer and Workman.

FOR thirty odd years the writer has been visiting his native land, but never to find such despondency among his friends of the industrial world as this year. Even those are now pessimistic who have hitherto been staunch optimists, sound in the faith that the Motherland would "somehow or other muddle through" and brilliantly emerge from threatened disaster, as she often has before in her long, chequered and illustrious history.

There is obviously much in the present situation calculated to depress; but whether the true plucky Briton falls from optimism—his normal condition—to pessimism depends upon whether he looks backward or forward, as, when human society is viewed as a whole, a look forward to ideal conditions turns us to pessimists, bewailing its manifest short-comings, failures and proofs of barbarism; while the look backward reassures us that humanity has crawled upward, and must continue to rise, that all goes well, though slowly, and we are again healthily optimistic.

So with the anxious Briton just now in regard to industrialism. What a picture he gazes upon as he looks backward! He sees his country not only the greatest of all, but in many of the elements of power—in finance, in commerce, manufacturing, mining, weaving and shipping—contending successfully with all other nations combined. Britain in the one scale and the world in the other. It is only fifty-five years since she ceased to mine more coal than the rest of the world, and men still in active life have seen her manufacturing more iron and steel, weaving by machinery more cotton, woollen and linen cloth, owning more ships, and making more machinery than all others, and first in wealth and credit. The steam engine, bringing steamship navigation and railway transportation; the hot-blast and puddling furnace—the roots of modern ironmaking; the Bessemer, Siemens-Martin and Thomas processes—the foundations of steelmaking; Arkwright and Hargreaves, the founders of machine weaving—all these, and others of like importance in other branches of production, the work of this land alone, no other making any considerable contribution to manufacturing progress: Britain, the lonely pioneer who guided the world and led her to modern industrialism.

Turn now from the view backward, and behold present conditions, and, presto! What a change! the optimist exclaims. No longer Briton versus the world in anything, no longer even first among nations in wealth or credit, in manufacturing, mining, weaving, commerce. Primacy lost in all. In seagoing ships still foremost, but even there our percentage of the world's shipping growing less every year. It only increased 46,000 tons in five years from 1894 to 1899, and was 9,000 tons less in 1898 than in 1896. Worse than all, supremacy lost upon the sea in fast monster steamships—those unequalled cruisers in war, which now fly the German flag, all built in Germany; not one corresponding ship built or building in Britain, the field entirely surrendered to her rival. In ironmaking Germany has risen from 1,500,000 to 7,000,000 tons per year, while Britain has stood still, her

highest product being 9,500,000 tons. The United States made 13,500,000 tons last year, to be exceeded this year, while we are making less than last.

In steel, the United States made 10,638,000 tons last year, and have made this year, so far, more than last, while we are falling back from our maximum of 5,000,000 tons of last year.

In textiles, Lord Mashman tells us in *The Times* that we are exporting less and importing more. In 1891 we exported 106 millions, in 1899, 102 millions sterling; in 1891 imported of textiles 28 millions, and in 1899, 33 millions sterling. His Lordship avers that Great Britain has not increased her export trade one shilling for thirty years.

Financially we are also rapidly losing primacy. The daily operations of the New York Exchange exceed those of London. Our loans at a discount find investors in the United States, which, so long our greatest debtor, is becoming our chief creditor nation. We offer everyone who has confidence to subscribe our national note for £100 if he will give us £93 14s. cash; Consols were at 113, and are now below 95; we spend in two years as much upon what was expected to be a mere parade as the reductions made in the National Debt for fifty years; and the war is still costing one and one-half million sterling per week, soon to be increased by new levies at increased pay. We have just added 11 millions per year to our taxes when America, by a singular coincidence, has just reduced taxes by that amount. Britain thus handicapped more, and our rival's weight lessened for the industrial race.

We shall not very long be allowed even the boast of having the largest city of the world, since New York has to-day three and one-half against London's four and one-half millions; and the population of the area now New York increased last decade 35 per cent., while London's increase is only one-fourth as great. At the rate of the increase for the last five years New York in 1910 will almost equal London—in 1915 outstrip her.

While we have stood still, United States exports of manufactured articles have trebled in five years, and now reach 80 millions sterling. Our total exports in 1890 were £263,531,800, and never again reached that sum until 1899, when by adding 6 millions for ships built for foreigners, not hitherto included, the exports were £264,660,000. Our imports increased during that period 65 millions, partly because we became more dependent upon foreign nations for food.

Until recently foremost in machinery making, our tramways and subways are now equipped not only with electrical devices, but with the huge steam engines required, imported from America. France shows exports of motor cars, etc., last year valued at one million sterling; we export none, and even buy from France.

The former optimist, now a miserable pessimist, continues his lament. As for ship-building, how long is primacy even in that to be left us when shipplates from America reach Belfast and Glasgow by the thousands of tons, and to-day America is building two 18,000-ton ships? The cable announces the launch of the first, and two

others are contracted for, of 20,000 tons, equal to the monster Celtic.

Our industrial army proves as much out of date as our war army is acknowledged to be; our railways at home and in our colonies order their rails, bridges and steel cars from America. Our men either cannot or do not work like the American, as *The Times* Special Commissioner has proved, neither do our captains of industry compare with those in America.

Our military army system, having broken down, is to be reconstructed. *The Times* publishes a letter from Capt. Lee, M.P., ex-Military Attaché at Washington, and editorially says Capt. Lee

declares that the American recruits are immeasurably superior to our ordinary recruits, both in physique and intelligence. Their average age is nearly 23; average height of infantry five feet eight and a half inches; all of them can read and write; special inquiries are made into their character; and Capt. Lee affirms that in peace and war they are practically free from serious crime, and that he has never seen an American soldier drunk. Lord Lansdowne finds 42,000 of our recruits unfit.

Such the choice morsels from press and magazine upon which the discouraged Briton feeds. There are many others of similar import; but having now quoted from a recent issue of *The Times*, we shall close the list, although the pessimist no doubt continues to dwell upon the contrast presented between the backward and the present view, meeting all that is offered in mitigation or explanation with Hamlet's exclamation, "Look here, upon this picture, and on this." He will not be comforted. Yet comfort is near, which, with your readers' permission, we shall venture to offer; but before the proper stage of receptivity can be reached by our pessimistic friend one step is indispensable. He must adjust himself to present conditions, and realize that there is no use in these days dwelling upon the past; and especially must he cease measuring his one country with the forty-five countries of the American Union, *E pluribus unum*. It is out of the question to compare 41 millions of people upon two islands, 127,000 square miles in area, with over 500 people per square mile (England and Wales), with 77 millions upon three and one-half million square miles, unequaled in natural resources, with only 30 people per square mile.

Let us proceed, therefore, upon the only reasonable basis, that of man for man, and see what follows, taking up the pessimistic points in order.

First, loss of wealth and credit. Primacy of the world is gone in aggregate wealth only if the pessimist persists in measuring Britain and the American Union, which does not approach Great Britain in wealth man for man; with nearly double the population it has only one-fifth more wealth in the aggregate. No other nation is in the race for primacy with Britain, even in aggregate wealth. Not much cause for pessimism here, surely.

Loss of credit is serious; but what national credit except Britain's could stand an expenditure of four times more than its increase of revenue from the same taxes for twenty years up to 1896, and on top of that, for five years succeeding up to 1901,

increased expenditure of no less than 28 millions sterling per year, when the taxes yielded only 16 millions increase. The strongest proof of British credit is that it is not destroyed; no other nation could have so recklessly disregarded the plainest dictates of sound finance, in the face of the warnings of successive authorities, none more stern than those of the present able and courageous Chancellor of the Exchequer. No matter how a loyal press may claim unimpaired credit, the lender says that six and one-half per cent. of the amount advanced must be deducted because credit is impaired. The Chancellor tells the world that the limit of present taxes is about reached, and that trade is not expanding.

The final reply to the pessimist here is that the British people will soon be compelled to change the policy of seeking increased responsibilities throughout the world, of provoking wars, and antagonizing not only the Governments, but—a new and portentous fact—the peoples of other countries, a policy which inevitably demands the increased expenditures which have already lost for Britain her proud boast of supremacy in credit—a loss of genuine prestige.

The back of the weary Titan was already bent when he decided to increase his burden by acquiring acknowledged paramountcy in South Africa. Two young republics certified to be dead were annexed, but the Titan still finds them struggling on his back. Whether the present war was inevitable or not is not here in question. If it were inevitable, so much more chary should Britain be in assuming responsibilities hereafter in distant parts of the world which carry in their train such tasks; for all must see that it is exposing Britain to dangers from other quarters which may at any time reverse the present figures of Consols. The wonder is not that these have fallen to 95, but that they have remained so high. With a return to the policy of peace and good-will towards other nations, and ordinary prudence in not awakening sleeping dogs, and also in expenditure, credit will soon be regained. No irretrievable disaster has yet occurred, but the danger signal is up.

Even in credit there is only the United States whose credit is better, as shown by the prices of its bonds; but were it to go one-half the distance on the road to financial troubles which Britain for years has traversed, it is improbable that even she could borrow upon the terms of the last addition to the British debt. Primacy in credit may yet be regained.

In mining, weaving, commerce and manufactures primacy has gone only if the pessimist persists, as before, in measuring Britain against the whole American Union. No other nation robs her of primacy in either of these departments, nor is likely to do so. She has still primacy in the aggregate, even against the Union, in weaving and foreign commerce, and in exports she is not much behind. Not much cause for discontent here, since against a Union of forty-five States she still holds first place in two, and is abreast in another department.

In foreign shipping, it is true, Britain's former huge percentage of the world's shipping declines. How could it be otherwise? But it still exceeds that of any nation twice over. Her lead is so decided that no man living is likely to see it overcome. She had 9 million tons of shipping in 1898; the American Union had less than 5 millions, Germany, 1,700,000, and France less than a million. No cause for lying awake o' nights mourning over the position of Britain in shipping.

So with the ship-building industry. It is true America is fast increasing, and is building monster war and merchant ships, and that Germany is also, and that both will prove competitors; but when Britain builds 865,000 tons per year (1898), and America only 249,000, and Germany—although figures are not at hand—certainly much less, probably not half, it is rather premature to take alarm. Britain needs and uses more ships than any other nation, having coal and manufactures to export and bulky food products and raw materials to import. She need not be pushed out of primacy in ship-owning, for, not needing to import so much, America is at a disadvantage with Britain, who has better loads for foreign ports throughout the world, out and home for her ships. Therefore, if Britain loses primacy in ship-owning, she will well deserve to lose it. In ship-building before long it is to be another matter. She must not fall asleep, for America, with her cheap steel and timber and surprising workmen, is finely equipped. Here, if Britain hold supremacy, she will richly deserve the prize.

As for the serious loss of the Atlantic express travel, a few words will explain why this was inevitable, keeping in view Britain's environment. The British steamship lines sailing between Liverpool and New York convey passengers to and from Britain only, with her 41 millions of people. The German lines sailing from Bremen, Hamburg, to New York, draw first from the whole of Northern Europe, then touch at Southampton, and draw part of the British travel, and, not content with this augmentation, crossing to Cherbourg, they draw from Paris and all Southern Europe. Thus three fine streams of travel feed their enormous fast ships; the 300 millions of Europe are tributary to them; and homeward from America to Germany they draw all who wish or have business with any of these millions, for the homeward ships touch also at Cherbourg, Southampton or Plymouth, and land passengers. Against this the British lines have only tributary to them forty-one and one-half millions of people who desire passage to New York, and, returning from America to Britain, only those Americans who desire to visit the forty-one and one-half millions for pleasure or business. It goes without saying that the German lines must inevitably lead in large fast steamers. But no cause for pessimism here, because British ship-owners are neither unenterprising nor inefficient; they only show their good sense by recognizing the situation, and will hold more of the profit of Atlantic travel for Britain than if they attempted the impossible.

In ironmaking, Germany's fifty-six and one-half millions of people may probably be long equal Britain's make, as Germany is gaining in population rapidly. But this does not mean any reduction of Great Britain's output; it may even increase somewhat. Her make, man for man, will remain greater than that of any other country except the United States. What more can be expected. So with steel. Britain's 5 million tons product last year was nearly half as much as that of the United States, and not much behind, man for man, a remarkable fact taking conditions into account, showing the little giant that Great Britain is. No other nation compares with her in steel, even in the aggregate. No cause for pessimism here; but an unreasonable man can, of course, easily lament his country's decadence, because it produces 5 millions instead of ten and one-half, which half a continent produces.

We now come to the question, "Is British foreign trade declining?" This has been the subject of much discussion of late, without result, because the question has two parts, which disputants usually ignore. Exports are one branch, imports another; the former has decreased per capita, and the latter increased. The two combined show that British foreign trade is not declining. From 1889-98, ten years, exports per head declined from £6 13s. 11d. to £5 16s. 2d., and imports increased from £11 10s. 1d. to £11 14s. 1d. These were mostly years of low prices; quantities did not decrease materially. The recent rise in prices has swollen the value of both imports and exports, but as a rule material increase of quantities is not shown, except in greater imports of foreign food supplies. Even in these, however, higher prices account for some part of the increase.

Studying the subject carefully, and avoiding the tendency to generalize from temporary causes and values covering only this year or that, the writer is satisfied that the true answer to the question, "Is British trade declining?" is that it cannot be affirmed to be either declining or increasing, imports and exports combined. It has apparently reached its limit, and is not expanding, having remained practically stationary for, say, ten years.

It surprises the writer that so much importance is attached in Britain to the monthly statement of exports and imports, as if increase or decrease in these were conclusive proof of prosperity or otherwise. Decreased exports may prove that home consumption is greater—the best of all conditions. Thus the steel exports of America this year will be less than last, because her own demands are greater. Happy country that can use its productive capacity for its own further development! Every ton used for additions or new undertakings is productive of more productive wealth. Exports decrease, but what goes abroad permanently develops directly the receiving nation, and only benefits the exporting nation temporarily by its manufacture. What is used at home develops the producing nation, and benefits it permanently. So with imports. A decrease in these may prove that the nation is more and more supplying its own wants. Happy nation that can do so! American imports are growing less and less for this reason, and reducing the volume of her foreign trade, a sign of continued development at which she rejoices. Last year was one of great prosperity for British manufactures. Exports of these in many lines declined, but the decrease in quantities of exports was the best proof of prosperity. There is another point often overlooked in considering exports, viz., that these are in the aggregate not to be compared with the amounts consumed at home. It is estimated that only one-eighth of Britain's production is exported. But if we consider only manu-

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HAMILTON, ONT.

factured articles, we find that in pig iron 9 million tons are made and only 1 million exported. In coal, less than one-sixth goes abroad; 220 million tons produced, 36 million tons (average) exported. In textiles, of linen, one-fourth exported, £20,000,000 produced, £5,000,000 exported; in woollen goods, product £50,000,000, £14,000,000 only exported. In cotton goods alone does the amount exported reach the amount consumed at home. The total annual exports average £235,000,000; if we estimate 12 per cent. profit upon these, the gain is £28,000,000. The increase in national expenditures during five years, not including the present war cost, is just this figure; therefore, should such expenditure become permanent, the gain arising from all the exports of Britain has been absorbed chiefly in supposed Empire-making and its inevitable armaments. "The vast interests of Britain in China" are much in evidence at present, but shrink upon examination. The amount that China takes of British products is only £5,000,000 per annum. Little Holland takes one-half more, and so does Little Belgium; and the Brazilian and the Venezuelan republics each take more. A very big war can easily be stirred up there, costing thousands of lives and a hundred millions or two, which cannot well be spared, all in the cause of protecting a paltry five millions worth of trade, yielding perhaps, £600,000 to £700,000. per annum profit. Nor is Chinese trade likely to increase much, for the Chinese need little that is made by Western nations. Great increase of her consumption of British goods is not probable, in the opinion of the writer, who has some knowledge of that strange land.

It is pitiable to see so many lives lost and so much money squandered in pursuit of shadowy dominion over barren territory in far-off, sparsely populated lands, ostensibly to secure new markets for British products. The markets of uncivilized lands amount to so little, and Britain has no advantages from her nominal sway under the policy of free trade; for trade does not follow the flag—it follows the lowest price current. Loyal Canada buys three times as much from the United States as from Britain. Even her Union Jacks she buys in New York. If 2s. 6d. per year were added to the purchasing power of the British people for home products, the market would be enlarged to the extent of all its exports to China; less than 6d. per head would equal the profit. One pound per head would give Britain more new trade than her total exports to India and South and East Africa combined; or to Canada and Australia, China and Japan combined; to Germany, Italy and France combined; or to the United States, Brazil, Argentine and Canada combined, and equal to one-half of the total export trade to all British possessions, which is £80,000,000 per year. If the £28,000,000 of increased Government expenditure per year incurred during the past five years were stopped, and spent by the people at home upon British products, this would give a new market equaling that of Canada, South and East and West Africa, Foreign Africa, South and East, and the West Indies, Ceylon and Hong Kong. Conquering new territory for markets abroad is dropping the substance for the shadow—chasing rainbows. The case against this policy is closed. Trade has not increased. The true statesman will soon turn his attention to the bettering of conditions at home, for it is here that the greatest increase for British trade can most easily be effected.

Prominent speakers sometimes state that Britain is lightly taxed. Compared with

It's Good Business Policy

to put lead and oil in the background and S-W.P. up in front.

It's a policy that pays in every sense of the word. It's the only policy that can put you on top in the paint business.

The men who are making the best paying investment out of the paint business are S-W.P. dealers, who aim to sell nothing but

THE SHERWIN-WILLIAMS PAINT

It is poor judgment to push lead and oil—in which there is no profit, no chance to build reputation, and less value and satisfaction to your customers than in S-W.P.



THE SHERWIN-WILLIAMS Co.

PAINT AND VARNISH MAKERS.

CHICAGO,
NEW YORK,

NEWARK,
MONTREAL,

CLEVELAND,
BOSTON,
TORONTO,

SAN FRANCISCO,
KANSAS CITY.



Germany and the American Union this is certainly incorrect, and it is these countries which Britain has most to fear industrially.

The British Government's expenditure is now close upon £3 per head; that of the United States is £1,* the cost of the Spanish and South-African Wars being each included. Here is a load of about £80,000,000 per year for the United Kingdom, nearly \$2 per head with which the forty-one and one-half millions of Britons are handicapped. This is nearly three times the total direct profit made at 12 per cent. upon Britain's entire exports. The German only pays £1 7s. 6d. per head.

The last fiscal year left the Republic with a surplus of sixteen millions sterling after paying ordinary expenditures and the Philippine War also. Hence the remission of taxes to the extent of eleven millions sterling. The Secretary of the Treasury is buying up Government bonds with his surplus revenues. The amount of gold in the Treasury was never so great—it recently approached a hundred millions sterling. After British employers and employed reach the American standard of economical production, Britain will still remain heavily handicapped in the industrial race by the enormous load of taxation under which her producers labor as compared with America.

The debt of the States of the American Union is now only 202 million dollars in the aggregate, having fallen from 298 million dollars in 1880. This is less than a

million sterling per State, and takes no account of the sinking funds, which in many cases almost equal the debt. The American is surprisingly careful about incurring debts, the States and cities being constitutionally prohibited from exceeding certain percentages upon the property assessment. He is a strong contrast to the Canadian and Australian in this respect.

The backwardness of Britain in electrical machinery and equipment, motor cars, etc., is due to the natural conservatism of the race. The French are more disposed to experiment with novelties, and the maker there sees a home demand, which is, as just stated, the surest foundation for capturing the foreign market. Britain may still overtake her quicker neighbor—her new plants should soon drive out the latest industrial invader: then exports will begin. It is not always he who starts first who ends first. The writer expects Britain soon to be in the front rank here.

Thus the industrial situation, sombre as it is, and dangerous as it might readily become, is not the chief source of danger to Britain to-day, because, after an awakening more or less rude, and in all respects salutary, it can well be left to work out its own salvation by adopting the changes required both by employer and workman, and which are quite within their power, to enable the country to maintain its trade in competition with others. It is the financial and political situation which is alarming, for it needs no prophet to foretell that a continuance of the aggressive temper which alienates other Governments and peoples, and which has mistaken territorial acquisition for genuine Empire-making must soon strain the nation's power and lay upon its productive capacity such burdens as will

* In giving the expenditure of the United States Government at £1 per head the years previous to the Spanish War are taken. Taxes to the extent of £11,000,000 have since been abolished, equal to 3s. per head. It is but fair, however, to say that last year's permanent appropriations were greater than before the war, and annual expenditure will be somewhat over £1 to-day, notwithstanding the reduction of taxes named.

render it incapable of retaining the present volume of trade, which is essential to the preservation of Britain's position as foremost in the world, financially, commercially, and industrially (American Union, hors concours).

If ever a nation had clear and unmistakable warnings, as the writer thinks, that the time has arrived when it should henceforth measure its responsibilities and ambitions throughout the world with its resources, and cut its garment according to its cloth, it is the dear old Motherland of the race, with its trade stationary, an army of thirty thousand or more to be provided for in South Africa, even after peace comes, its expenditures and taxation increasing, and its promises to pay already at such a discount as to attract capital across the Atlantic. Rocks ahead, sure enough; but this does not mean that the officers of the ship of State are to drive it full steam upon them. On the contrary, it should mean that the rocks, being now in sight, will be avoided.

The prime quality of the race—its "saving common-sense," inherent in men of all parties—may be trusted to see that the good ship Britannia so steers her course hereafter as to insure her safety and to keep her strong for the many long and prosperous voyages she is destined yet to sail, not only for her own advantage, or that of the English-speaking race, but, as the writer has never ceased to believe, for the advantage of the world as a whole.

ANDREW CARNEGIE.

NEW YORK METAL MARKET.

There was a marked decline in the London copper market this morning which, in the absence of particulars, is thought to have been due to the weaker tone developed here. There were quite free sales of spot at £67 6s. 3d., or 7s. 6d. below last night's quotation. Comparatively little business was done in the English market in futures, which closed 6s. 3d. lower than yesterday. In the New York market we heard of no business of consequence, although Lake was said to be procurable at 16.50c. The market closed dull at 16.50 to 17c. for Lake Superior and 16.37½ to 16.62½c. for electrolytic and casting.

PIG TIN—There was practically no change in the New York market, which is in a state of waiting for the result of to-morrow's Banca auction sale. There was a sale of five tons spot at 27.75c., which was the market at the close. For first half of August delivery 25 tons sold at 27.35c., while August regular was quoted at 26.75c. bid and 27c. asked. Futures were neglected, and the only month on which there was a quotation was November, which was offered at 26.62½c. Spot declined in London £1, and the movement in it was freer, which was taken here as an indication that the principal holders are letting go their stocks. Three months' tin advanced 2s. 6d. this morning, but later fell back to last night's quotation. The feeling at the close in the English market was reported to be easy.

PIG LEAD—This market remains quiet, with business of the hand-to-mouth order.

Prices remain steady, however, on the basis of 4.37½c. for lots of 50 tons or more. St. Louis was steady at 4.25c. for soft Missouri. A few cars of chemical hard sold at 4.40c. In London a new low record for the year was established on soft Spanish, the market having declined to £11 17s. 6d.

SPELTER—The market is still very dull, with prices easy at 3 90 to 3.95c. The tone of the market in St. Louis also is easy, the quotation there being 3 80c. No change in the London market was reported.

OLD METALS—Trade is dull and prices nominal and unchanged.

IRON AND STEEL—The iron market was quiet to-day pending the settlement of the strike which, it is generally thought, is close at hand. Trade in finished material continues on a liberal scale, and the outlook is favorable for a free movement into consumption for some months to come.

TINPLATE—There were no fresh developments, and there are none expected until the negotiations, looking to the settlement of the strike, are completed. Meanwhile, buyers are inclined to hold off, and very few orders are being placed.—New York Journal of Commerce, July 31.

When you buy THE IVER JOHNSON Top Snap Single Gun

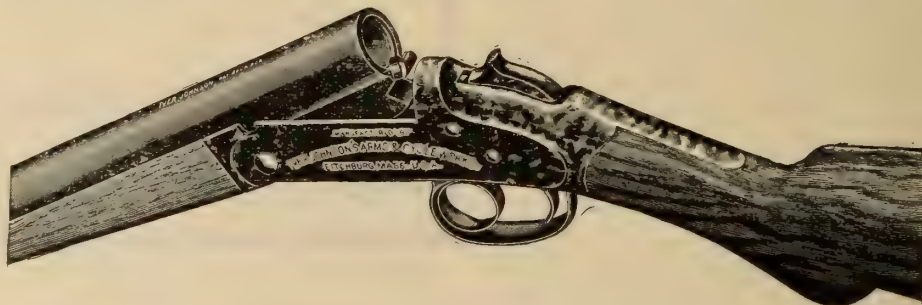
YOU GET A GUN THAT IS

POSITIVE, DURABLE, QUICK

No better is made, so no better can be bought.

Automatic Ejector or Non-Ejector

(At option of user.)



Improved 1901 Model—12 and 16 Gauge— 30 and 32-inch Barrel.

Sold Everywhere by Leading Dealers.

Send for Catalogue.

Iver Johnson's Arms & Cycle Works,

Branches—New York—99 Chambers St.
Boston—165 Washington St.
Worcester—364 Main St.

FITCHBURG, Mass.

STANLEY RULE & LEVEL CO.,

NEW BRITAIN, CONN., U.S.A.

IMPROVED CARPENTERS' TOOLS

SOLD BY ALL HARDWARE DEALERS.



E. B. SALYERDS

Manufacturer of

Hockey Sticks

PRESTON,

Ontario, - Canada.

The Best Stick.

Made of Rock Elm.

Wholesale Trade Only Supplied.

Ask your Wholesale House for the Preston make of Stick.

Write for Prices.

H. S. HOWLAND, SONS & CO.

WHOLESALE
ONLY

37-39 Front Street West, **Toronto.**

ONLY
WHOLESALE

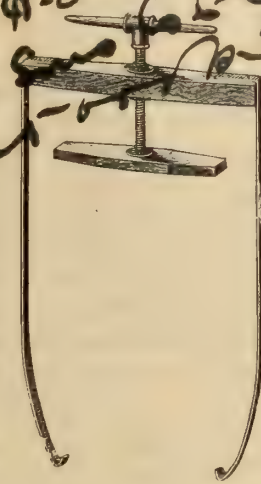
FRUIT PICKERS' SUPPLIES.



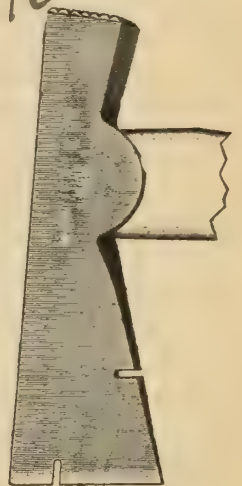
**Fruit-Packers'
Nippers, with Spring.**



Fruit Pickers.



Fruit-Barrel Headers.

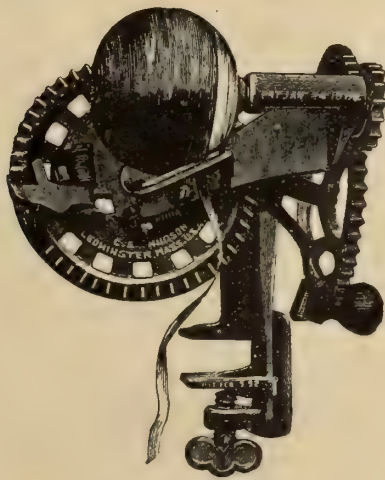


Barrel Hatchets.
Improved Pattern, Bright.

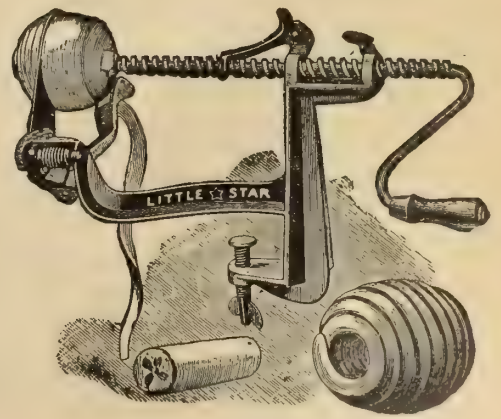
APPLE PARERS.



"Lightning."



"Hudson."



"Little Star."

H. S. HOWLAND, SONS & CO., Toronto.

WE SHIP
PROMPTLY

Graham Wire and Cut Nails are the Best.

Factory: Dufferin Street, Toronto.

OUR PRICES
ARE RIGHT

BUSINESS CHANGES.**DIFFICULTIES, ASSIGNMENTS, COMPROMISES.**

VLEBLANC & CO., general merchants, Hull, Que., have made an abandonment.

G. Poboin, general merchant, St. Gedeon, Que., has assigned.

V. Leblanc & Co., general merchants, Hull, Que., have made an abandonment.

E. Soucy, general merchant, Rimouski, Que., has made a judicial assignment.

The creditors of Henry Head, general storekeeper, Cloyne, Ont., met on August 2.

Folland & Co., dealers in stoves and tinware, Sarnia, Ont., have assigned in trust.

V. E. Paradis has been appointed curator of J. C. Gagnon, general merchant, St. Flavie Station, Que.

A meeting to appoint a curator for Dionne & Co., general merchants and lumbermen, Ste. Moise, Que., is called for August 5.

Honore Thauvette, general merchant, St. Lagare de Vaudreuil, Que., has assigned to Chartrand & Turgeon.

Honore Thauvette, general merchant, St. Lazare de Vaudreuil, Que., has assigned to Chartrand & Turgeon.

A statement of the affairs of Honore Thauvette, general merchant, St. Lazare de Vaudreuil, Que., is prepared.

PARTNERSHIPS FORMED AND DISSOLVED.

J. Hebert & Co., general merchants, Drummondville, Que., have dissolved.

A. Jennings & Co., wheelwrights, Montreal, have dissolved.

Joseph Bourgeois & Cie., general merchants, St. Angele de Laval, Que., have dissolved.

R. G. Gilliland, general merchant, Carievale, Man., has admitted W. J. Gilliland into partnership.

R. G. Gilliland, general merchant, Carievale, N.W.T., has admitted W. J. Gilliland as partner.

G. D. Campbell and G. D. Campbell, jr., have registered a partnership as G. D. Campbell & Co., general merchants, Weymouth Bridge, N.S.

A partnership has been registered by G. D. Campbell and G. D. Campbell, jr., as G. D. Campbell & Co., general merchants, Weymouth Bridge, N.S.

SALES MADE AND PENDING.

The Gurney Scale Co., Hamilton, Ont., have sold out to J. P. Steedman.

T. A. Picard, sawmiller, Mar, Ont., advertises his business for sale.

The assets of O. St. Jean, hardware dealer, Montreal, have been sold.

J. W. Jack, stove dealer, Truro, N.S., has sold his tinware business to W. R. Eaton.

The assets of K. W. A. Debel, department storekeeper, Three Rivers, Que., have been sold.

The assets of Verance Taillefer, general merchant, Hawkesburg, Ont., have been sold.

The assets of J. J. Brownley, tinware dealer, Halifax, N.S., are advertised for sale by sheriff.

The assets of Venance Taillefer, general merchant, Hawkesbury, Ont., have been sold.

The assets of G. Rioux, general merchant, Trois Pistoles, Que., were sold on July 31.

The stock of J. Chaurette, general merchant, St. Marie de Blandford, Que., has been sold at 75% c. on the dollar.

The stock and book debt of G. Rioux, general merchant, Trois Pistoles, Que., have been sold to Joseph Rioux.

The stock of the estate of Albert Payne, stove dealer, etc., Millbrook, Ont., is advertised for sale by auction on August 7.

J. & H. Field, hardware merchants, Teeswater, Ont., have sold out to Mann & Ewing, who take possession on October 1.

CHANGES.

Swail Bros. have registered as sign painters, etc., Montreal.

The Strathcona Coal Co., Limited, Moncton, N.B., has been incorporated.

V. Voisson, general merchant, Teeswater, Ont., is retiring from business.

J. F. McBeath, general merchant, Underwood, Ont., is removing to Teeswater.

V. Voison, general merchant, Teeswater, Ont., is retiring from business.

A. Cameron, gunsmith, Edmonton, N.W.T., has gone out of business.

Murphy, Brown & Co., hardware dealers, Wellwood, Man., are adding a general stock.

The Dominion General Engineering Co., Limited, Montreal, have applied for a charter.

The Bradley, Levy & Weston Machinery Co., Limited, Toronto, have obtained a charter.

J. G. McBeath, general merchant, Underwood, Ont., is removing to Teeswater, Ont.

P. A. McLaurin, general merchant, Vankleek Hill, Ont., has been succeeded by Geo. Chalmers.

P. A. McTaurin, general merchant, Vankleek Hill, Ont., has been succeeded by Geo. Chalmers.

Mrs. W. G. Murdock has registered as proprietress of W. G. Murdock & Co., confectioners, etc., Montreal.

FIRES.

Hubert Malo, blacksmith, Laprarie, Que., has been burned out.

The premises of Alphonse Bonnetteue, tinsmith, Laprarie, Que., were damaged by fire.

Howes & Lighton, sawmillers and electric light proprietors, Harriston, Ont., have been burned out.

Aime Bourassa, general merchant, Laprarie, Que., was burned out last week; partially insured.

Arthur Beauvais, agent for agricultural implements; Aime Bourassa, general merchant, and Arsene Bourdon, saddler, Laprarie, Que., have been burned out; all partially insured.

DEATHS.

J. J. Melanson, general merchant, Bathurst, N.S., is dead.

J. J. Melanson, general merchant, Bathurst, N.B., is dead.

S. R. Rootham, of Rootham & Pollard, dealers in agricultural implements, Churchbridge, N.W.T., is dead.

CATALOGUES, BOOKLETS, ETC.**A CHART OF THE METRIC SYSTEM.**

The publishers of The Canadian Engineer, Toronto, have issued a chart of the metric system of weights and measures, which will be studied with increased interest at the present time, when there is so much agitation for the adoption of this system. Great Britain, Russia and the United States are the only great nations which are not using it, and Russia is about to adopt it. In the United States a Bill will shortly be brought before Congress, and, in all probability, be passed, making the metric system compulsory in that country, so the subject is one in which Canadians may soon feel the necessity of taking a much deeper interest.

The Canadian Engineers' chart illustrates the entire metric system of weights and measures, and shows the relations of the different proportions to their English equivalents. Two or three full-sized diagrams give a clearer idea of the extent of the principal measures.

The employes of Cowan & Co., Galt, Ont., will spend that city's civic holiday in an excursion to Burlington Beach.

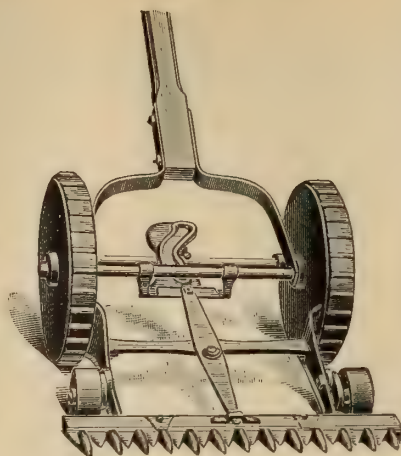
As a result of the Mayor's agitation the coal ring in Ottawa is broken, and coal is now offered at \$5.25 per ton, a reduction of \$1.75 from recent prices.

The employes of The Burrow, Stewart & Milne Co., Hamilton, held their fourth annual picnic on July 27 at the East End Incline Park. Games, races, baseball and a concert by the Sons of England Band were among the features.

The Mower

THAT WILL KILL
ALL THE WEEDS
IN YOUR LAWNS

If you keep the weeds cut so they do not go to seed, and cut your grass without breaking the small feeders of roots, the grass will become thick and weeds will disappear. **The Clipper will do it.**



CANADIAN PATENT FOR SALE.
SEND FOR CATALOGUE AND PRICES.

Clipper Lawn Mower Co.
NORRISTOWN, Pa.

BUTLER'S

FAMOUS

Sheffield Cutlery.

Fish and Dessert Knives; Spoons and Forks;
Cabinets and Cases of Cutlery and Plate.

“BUTLER” was registered as a
Trade Mark, A.D. 1768.

Sole Makers of the celebrated
“KEEN” Razors, “CAVENDISH”
brand of Table Knives and Carvers.

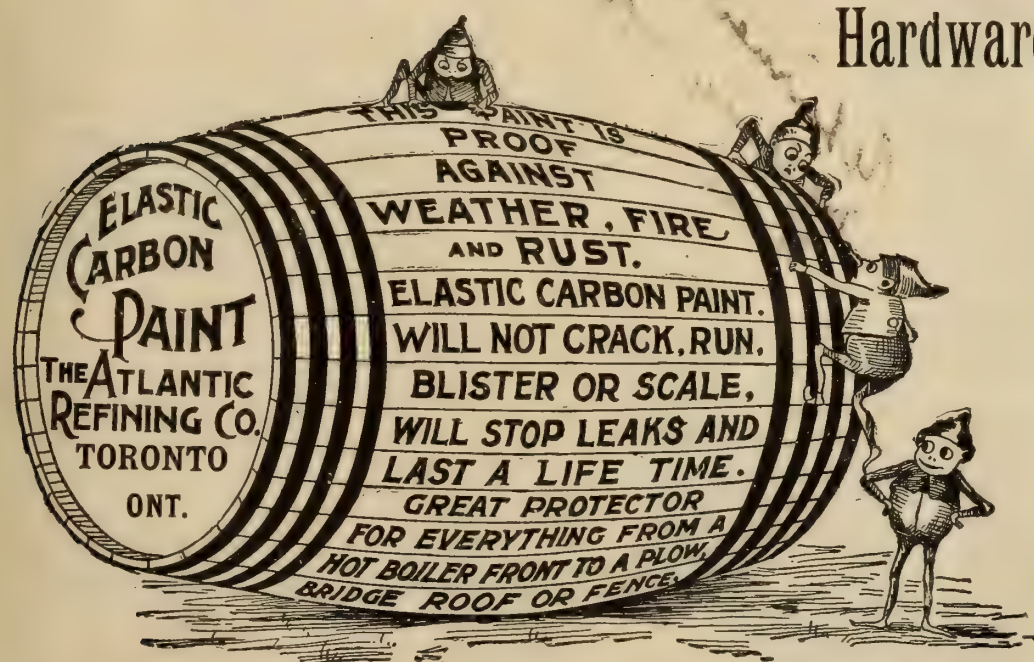
HIGHEST AWARDS. SPECIAL MENTION.

—Full Line of Samples and stock at—

GEORGE BUTLER & CO.'S

LONDON SHOWROOM: 62 HOLBORN VIADUCT, E.C.
(Over Snow Hill Station.)

MANUFACTORY:
Trinity Works, SHEFFIELD, ENG.



Hardware Merchants,
Tinsmiths and
Roofers.

There is both profit and satisfaction in pushing the sale of

**Elastic
Carbon
Paint.**

If you have not handled any, write us for prices, circulars, etc. It's the only paint sold with a guarantee attached for 5 years.

The Atlantic Refining Co.
TORONTO.

Jarvis and Esplanade Streets.

MARKETS AND MARKET NOTES

QUEBEC MARKETS

Montreal, Aug. 2, 1901.

HARDWARE.

ALTHOUGH trade is quite satisfactory for this time of year, the market is rather featureless. The chief interest hangs about sheet metals, which are extremely scarce on the local market and difficult to import before the close of navigation. Wires are not moving very freely just now, the season's business being about over. Nails are still in fair request, as are screws, bolts and rivets. Large stocks in wholesale hands across the border are said to be the only thing that is keeping the price of screws down. Binder twine is selling well, but trade in harvest tools is about over with. Cordage is still an active line. It is now said that wringers are more plentiful in wholesale hands, but washing machines are still unprocurable in any quantity, and will be for two or three weeks. Paris green is again reported active, something quite phenomenal.

BARB WIRE—There is but little demand

for wire from the country. Stocks in wholesalers' hands are of fair size. The price is unchanged at \$3.05 per 100 lb. f.o.b. Montreal.

GALVANIZED WIRE—A moderate business is passing. We quote: No. 5, \$4.25; Nos. 6, 7 and 8 gauge, \$3.55; No. 9, \$3.10; No. 10, \$3.75; No. 11, \$3.85; No. 12, \$3.25; No. 13, \$3.35; No. 14, \$4.25; No. 15, \$4.75; No. 16, \$5.

SMOOTH STEEL WIRE—The demand has pretty well petered out. We quote oiled and annealed as follows: No. 9, \$2.80; No. 10, \$2.87; No. 11, \$2.90; No. 12, \$2.95; No. 13, \$3.15 per 100 lb. f.o.b. Montreal, Toronto, Hamilton, London, St. John and Halifax.

FINE STEEL WIRE—A small trade in this line is reported. The discount is 17½ per cent.

BRASS AND COPPER WIRE—The regular orders keep coming in, but business is not of large proportions. The discount is 55 and 2½ per cent. on brass, and 50 and 2½ per cent. on copper.

FENCE STAPLES—But few orders have been received this week, and this line is now almost stationary. We quote: \$3.25 for bright, and \$3.75 for galvanized, per keg of 100 lb.

WIRE NAILS—There is a fair demand for wire nails, with a full supply to meet it. We quote: \$2.85 for small lots and \$2.77½ for carlots, f. o. b. Montreal, London, Toronto, Hamilton and Gananoque.

CUT NAILS—Dealers report quite a number of small sales. We quote: \$2.45 for small and \$2.35 for carlots; flour barrel nails, 25 per cent. discount; coopers' nails, 30 per cent. discount.

HORSE NAILS—As yet the demand is not heavy, yet there are a few lots moving out. The discounts are unchanged. "C" brand is held at a discount of 50 and 7½ per cent. off the new list. "M" brand is quoted at 60 per cent off old list on oval and city head and 66½ per cent. off countersunk head. Monarch's discount is 66½ per cent., and 70 per cent. in 25 box lots.



"Famous" Cornwall Steel Range.

Made in 6 styles and 4 sizes.

Burns coal, coke or wood.

Coal and wood linings always sent.

Highly polished hammered steel body makes a beautiful contrast with its profusely nickeled parts.

The "Cornwall" is the best cooking, the most economical, durable and handsome steel range made in Canada.

Write for free booklets, just printed, which include all our steel ranges.

The M^cClary Mfg. Co.

LONDON, TORONTO, MONTREAL,
WINNIPEG, VANCOUVER,
and ST. JOHN, N.B.

THE PAGE-HERSEY IRON & TUBE CO.

Limited

MONTREAL

Manufacturers of

Wrought Iron Pipe

For Water, Gas, Steam, Oil,
Ammonia and Machinery.

**DRAIN PIPES,
PORTLAND CEMENTS,
FIRE BRICKS AND CLAY
SILICA AND MAGNESIA
BRICKS,**

with specially prepared mortar.

Contractors' and Founders'
Supplies.

F. HYDE & CO.

31 WELLINGTON ST., MONTREAL

... FULL STOCK ...

Salt Glazed Vitrified



Double Strength Culvert Pipe
a Specialty.

THE CANADIAN SEWER PIPE CO.

HAMILTON, ONT. TORONTO, ONT.
ST. JOHNS, QUE.

Deseronto Iron Co.

LIMITED

DESERONTO, ONT.

Manufacturers of

Charcoal Pig Iron

BRAND "DESERONTO."

Especially adapted for Car Wheels, Malleable Castings, Boiler Tubes, Engine Cylinders, Hydraulic and other Machinery where great strength is required; Strong, High Silicon Iron, for Foundry Purposes.

HORSESHOES—Horseshoes are in small request at this season of the year. We quote: Iron shoes, light and medium pattern, No. 2 and larger, \$3.50; No. 1 and smaller, \$3.75; snow shoes, No. 2 and larger, \$3.75; No. 1 and smaller, \$4.00; X L steel shoes, all sizes, 1 to 5, No. 2 and larger, \$3.60; No. 1 and smaller, \$3.85; feather-weight, all sizes, \$4.85; toe weight steel shoes, all sizes, \$5.95 f.o.b. Montreal; f.o.b. Hamilton, London and Guelph, 10c. extra.

POULTRY NETTING—Business is rather slow in this line. The discount is 55 per cent.

GREEN WIRE CLOTH—The demand for this article has dropped off, but there are still some lots moving. We quote \$1.35.

SCREEN DOORS AND WINDOWS—Fair quantities are still selling at former prices. We quote: Screen doors, plain cherry finish, \$7.30 per doz. do. fancy, \$11.50 per doz.; walnut, \$7.30 per doz., and yellow, \$7.45; windows, \$2.25 to \$3.50 per doz.

SCREWS—There is a regular sorting demand for screws. The market is firm and prices only restrained, it is said, by large stocks in wholesale hands in the United States. Discounts are: Flat head bright, 87½ and 10 per cent. off list; round head bright, 82½ and 10 per cent.; flat head brass, 80 and 10 per cent.; round head brass, 75 and 10 per cent.

BOLTS—Bolts are in regular request. Discounts are as follows: Norway carriage bolts, 65 per cent.; common, 60 per cent.; machine bolts, 60 per cent.; coach screws, 70 per cent.; sleigh shoe bolts, 72½ per cent.; blank bolts, 70 per cent.; bolt ends, 62½ per cent.; plough bolts, 60 per cent.; tire bolts, 67½ per cent.; stove bolts, 67½ per cent. To any retailer an extra discount of 5 per cent. is allowed. Nuts, square, 4c. per lb. off list; hexagon nuts, 4¼c. per lb. off list. To all retailers an extra discount of ¼c. per lb. is allowed.

BUILDING PAPER—There is hardly as much being shipped now as some weeks ago, still there are fair amounts moving at unchanged prices. We quote as follows: Tarred felt, \$1.70 per 100 lb.; 2-ply ready roofing, 80c. per roll; 3-ply, \$1.05 per roll; carpet felt, \$2.25 per 100 lb.; dry sheathing, 30c. per roll; tar sheathing, 40c. per roll; dry fibre, 50c. per roll; tarred fibre, 60c. per roll; O.K. and I.X.L., 65c. per roll; heavy straw sheathing, \$28 per ton; slaters' felt, 50c. per roll.

RIVETS AND BURRS—Fair quantities are wanted. Discounts on best iron rivets, section, carriage, and wagon box, black rivets, tinned do., coopers' rivets and tinned swedes rivets, 60 and 10 per cent.; swedes iron burrs are quoted at 55 per

CANADA PLATES,

Half Bright.

RUSSIA IRON,

Genuine and
Imitation.

INGOT TIN,

"Straits"
and "L. and F."

SHEET ZINC,

"V. M."
Brand.

In stock at Montreal. Low prices to
wholesale trade.

A. C. LESLIE & CO.

MONTREAL.



**IRON AND
BRASS**

Pumps

Force, Lift and Cistern
Hand and Power.

For all duties. We can
supply your wants with
—quality the best and
prices right. Catalogues
and full information for a
request.

THE R. McDOUGALL CO., Limited
Manufacturers, Galt, Canada.

ADAM HOPE & CO.

Hamilton, Ont.

We offer from stock

Coke Tin Plates 1 C 14 x 20,

" " 1 C 20 x 28,

Galvanized Sheet Iron,

"Comet" and American Brands.

L. and F. Ingot Tin,

Straits Tin,

Ingot Copper,

Pig Lead, Spelter and Antimony.

NOVA SCOTIA STEEL CO.

Limited

NEW GLASGOW, N.S.

Manufacturers of

Ferrona Pig Iron

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Open Hearth Steel

ELASTILITE HAS BECOME FAMOUS

BECAUSE

We know how to make good Varnish.

We have the Capital and proper facilities for ageing the Varnish.

Having an expert to test it, we know when it is thoroughly ripened and ready to send out.

It is put up in neater packages than any other.

No other Varnish has such attractive and useful advertising matter.

Elastilite is always good.

MANUFACTURED ONLY BY

The Imperial Varnish & Color Co. LIMITED
TORONTO, ONT., CANADA.

Binder Twine Binder Twine

**The John Bowman
Hardware & Coal Co.,
London, Ont.**

We can supply for immediate shipment :

Peoria Standard Twine, 500 feet.

Consumers Cordage Co.'s Red Cap, 600 feet.

Consumers Cordage Co.'s Blue Ribbon, 650 feet.

Shipment guaranteed day order is received.

Binder Twine Binder Twine

cent. off ; copper rivets, 35 and 5 percent. off ; and coppered iron rivets and burrs, in 5-lb. carton boxes, are quoted at 60 and 10 per cent. off list.

BINDER TWINE—A good business is being done and there are "scare" reports of a coming shortage. How true they are remains to be seen. We quote as follows : Blue Ribbon, 11½c. ; Red Cap, 9¾c. ; Tiger, 8¾c. ; Golden Crown, 8c. ; Sisal, 8¼c.

CORDAGE—Cordage is still one of the active lines. Manila is worth 13½c. per lb. for 7-16 and larger ; sisal brings 10c. and lath yarn, 10c.

HARVEST TOOLS—The season's trade is now about over. The discount is 50, 10 and 5 per cent.

SPADES AND SHOVELS—Inquiries are not numerous yet. The discount is 40 and 5 per cent.

FIREBRICKS—Little new business has come to hand this week. The local trade is fair. We quote : Scotch at \$17.50 to \$22 and English at \$17 to \$21 per 1,000 ex wharf.

CEMENT—There is no change worthy of mention in the cement market, which is steady under a moderate demand. We quote as follows : German cement, \$2.25 to \$2.40 ; English, \$2.20 to \$2.35 ; Belgian,

\$1.65 to \$1.95 per bbl. ex wharf, and American, \$2.15 to \$2.30, ex cars.

METALS.

The sheet metal market is decidedly strong at the moment, due not only to the American strike and the buoyant feeling in England, but also to the scarcity of goods on the Montreal market. Black sheets are almost unobtainable, while Canada plates, tinplates and terne plates are in light supply. Arrivals are very slow and it is now difficult to get new orders filled before the close of navigation.

PIG IRON—Foundrymen are not inclined to buy pig iron very freely, as they believe the heavy production in Canada will mean low prices. Summerlee is worth \$20 to \$20.50 ex wharf and Canadian pig \$17.50 to \$18 per ton.

BAR IRON—Bar iron is firm and selling freely at \$1.85 for merchants' bar and \$2.10 to \$2.15 for horseshoe.

BLACK SHEETS—Black sheets are hard to find on the local market, and what there are bring heavy premiums. Shipments are expected, but how soon goods will arrive no one seems to know. The demand is brisk. We quote : 28 gauge, \$2.70 to \$2.80 ; 26 gauge, \$2.65 to \$2.75, and 8 to 16 gauge, \$2.60 to \$2.70

GALVANIZED IRON—The market is firm

under a brisk demand. We quote as follows : No. 28 Queen's Head, \$4.40 ; Apollo, 10¾ oz., \$4.40 ; Comet, \$4.15, with 25c. extra in less than case lots.

COPPER—Is steady at 17¾ to 18c.

INGOT TIN—Prices are steady at 32 to 33c. The demand is good.

LEAD—There has been no change from our quotations of last week, \$3.40 to \$3.50.

LEAD PIPE—There is still a good trade doing. We quote : 7c. for ordinary and 7½c. for composition waste, with 30 per cent. off.

IRON PIPE—The market is firm and active. We quote : Black pipe, ¼, \$2.80 per 100 ft. ; ¾, \$2.80 ; ½, \$3 ; ¾, \$3.30 ; 1-in., \$4.75 ; 1¼, \$6.45 ; 1½, \$7.75 ; 2-in., \$10.35. Galvanized, ½, \$4.60 ; ¾, \$5.25 ; 1-in., \$7.50 ; 1¼, \$9.80 ; 1½, \$11.75 ; 2-in., \$16.

TINPLATES—The English manufacturers say they cannot undertake contracts for September or October shipment. Goods here are in light supply and supplies coming forward are not heavy. We quote : Coke plates, \$3.75 to \$4 ; charcoal, \$4.25 to \$4.50, extra quality, \$5 to \$5.10.

CANADA PLATE—English quotations are bullish and early shipments are being contracted for at a premium. Stocks here are light and goods seem to be urgently needed. We quote as follows : 52's, \$2.55 ;

60's, \$2.65; 75's, \$2.70; full polished, \$3.10, and galvanized, \$4.00.

STEEL—Unchanged. We quote: Sleigh-shoe, \$2; tire, \$2.05; bar, \$2; spring, \$2.75; machinery, \$2.75, and toe-calk, \$2.50.

SHEET STEEL—We quote: Nos. 10 to 20, \$2.50.

TOOL STEEL—Black Diamond, 8c. and Jessop's, 13c.

TERNE PLATES—This is another line that is in light supply. Prices have been raised 25 to 50c. during the week. Dealers are now asking \$7.75 to \$8.

COIL CHAIN—Some varieties are in moderate request, but the general movement is not heavy. We quote: No. 6, 12½c.; No. 5, 10½c.; No. 4, 10c.; No. 3, 9½c.; ¼-in., 7¼c. per lb.; 5-16, \$4.75; 5-16 exact, \$5.20; ¾, \$4.20; 7-16, \$4; ½, \$3.80; 9-16, \$3.70; ⅝, \$3.50; ¾, \$3.45; ⅞, \$3.40; 1-in., \$3.40. In carload lots an allowance of 10c. is made.

SHEET ZINC—Unchanged at \$5.75 to \$6.

ANTIMONY—Quiet, at 10c.

ZINC SPELTER—Is worth 5c.

SOLDER—We quote: Bar solder, 18½c.; wire solder, 20c.

GLASS.

The regular trade is being done in glass. The market is steady. We quote as follows: First break, \$2.10; second, \$2.20 for 50 feet; first break, 100 feet, \$3.90; second, \$4.10; third, \$4.60; fourth, \$4.85; fifth, \$5.35; sixth, \$5.85, and seventh, \$6.35.

PAINTS AND OILS.

The feature continues to be the call for paris green. Even in the West there is a stray request heard for the poison, which shows that the general season has been very late. Dealers now seem to have enough goods to meet any demand that may come upon them. The Maritime Provinces have received good quantities by express. Linseed oil is a little weak for future delivery, but steady and firm on spot. Paints continue in good request. We quote as follows:

WHITE LEAD—Best brands, Government standard, \$6.25; No. 1, \$5.87½; No. 2, \$5.50; No. 3, \$5.12½, and No. 4, \$4.75 all f.o.b. Montreal. Terms, 3 per cent. cash or four months.

DRY WHITE LEAD—\$5.25 in casks; kegs, \$5.50.

RED LEAD—Casks, \$5.00; in kegs, \$5.25.

DRY WHITE ZINC—Pure, dry, 6¼c.; No. 1, 5¼c.; in oil, pure, 7¼c.; No. 1, 6¼c.; No. 2, 5¼c.

PUTTY—We quote: Bulk, in barrels, \$1.90 per 100 lb.; bulk, in less quantity, \$2.05; bladders, in barrels, \$2.10; bladders, in 100 or 200-lb. kegs or boxes, \$2.25; in tins,

THE METALLIC ROOFING COMPANY LIMITED

"EASTLAKE"



STEEL SHINGLES

TORONTO, CANADA.

FOR
THE ROOF

There's truest economy
in choosing

"EASTLAKE"

STEEL...
SHINGLES

They last indefinitely.

Are fire, lightning, rust and leak-proof.

Fit together perfectly by means of their special patented side lock, can't possibly work apart.

GALVANIZED "EASTLAKES" are heavily coated on both sides with all the galvanizing material that will adhere to them.

PAINTED "EASTLAKES" are thoroughly covered on both sides with Sherwin-Williams best paint.

"Eastlakes" have been tested by years of service in all climates, everywhere giving thorough, lasting satisfaction.

Write and let us give you further information.

\$2.55 to \$2.65; in less than 100-lb. lots, \$3 f.o.b. Montreal, Ottawa, Toronto, Hamilton, London and Guelph. Maritime Provinces 10c. higher, f.o.b. St. John and Halifax.

LINSEED OIL—Raw, 83c.; boiled, 86c. in 5 to 9 bbls., 1c. less, 10 to 20 bbl. lots, open, net cash, plus 2c. for 4 months. Delivered anywhere in Ontario between Montreal and Oshawa at 2c. per gal. advance and freight allowed.

TURPENTINE—Single bbls., 55c.; 2 to 4 bbls., 54c.; 5 bbls. and over, open terms, the same terms as linseed oil.

MIXED PAINTS—\$1.20 to \$1.45 per gal. CASTOR OIL—8¼ to 9¼c. in wholesale lots, and ½c. additional for small lots.

SEAL OIL—47½ to 49c.

COD OIL—32½ to 35c.

NAVAL STORES—We quote: Resins, \$2.75 to \$4.50, as to brand; coal tar, \$3.25 to \$3.75; cotton waste, 4½ to 5½c. for colored, and 6 to 7½c. for white; oakum, 5½ to 6½c., and cotton oakum, 10 to 11c.

PARIS GREEN—Petroleum barrels, 18¼c. per lb.; arsenic kegs, 19c.; 50 and 100-lb. drums, 19½c.; 25-lb. drums, 20c.; 1-lb. packages, 20½c.; ½-lb. packages, 22½c.; 1-lb. tins, 21½c.; ½-lb. tins, 23½c. f.o.b. Montreal; terms 3 per cent. 30 days, or four months from date of delivery.

SCRAP METALS.

No stir has entered into the scrap metal market this week and things are drifting along. Dealers are now paying the following prices in the country: Heavy copper and wire, 13½ to 14c. per lb.; light copper, 12 to 12½c.; heavy brass, 12 to 12½c.; heavy yellow, 9c.; light brass, 6½ to 7c.; lead, 2½ to 2¾c. per lb.; zinc, 2½ to 2¾c.; iron, No. 1 wrought, \$14 to \$15 per gross ton f.o.b. Montreal; No. 5 cast, \$13 to \$14; stove plate, \$8 to \$9; light iron, No. 2, \$4 a ton; malleable and steel, \$4; rags, country, 60 to 70c. per 100 lb.; old rubbers, 6¼ to 7¼c. per lb.

HIDES.

The increased prices are well maintained under active trading. We quote as follows: Light hides, 7½c. for No. 1; 6½c. for No. 2, and 5½c. for No. 3. Lambskins, 20c.; sheepskins, \$1; calfskins, 10c. for No. 1 and 8c. for No. 2.

ONTARIO MARKETS.

TORONTO, Aug. 2, 1901.

HARDWARE.

THE week has not been characterized by any particularly new features, as far as the wholesale hardware trade is concerned. Business, for this time of the year, keeps good and prices rule steady to firm. Wire nails are going out well in small quantities. Bolts, rivets and burrs and screws continue in good demand. Very little is being done in fence wires. The demand for rope shows signs of being fairly well satisfied for the time being. Quite a little binder twine has been moving, particularly on Northwest account and stocks are getting pretty well reduced. Business is opening up in such fall goods as horse blankets, cow chains, sleigh bells, etc.

BARB WIRE—An odd half ton and ton lot is going out, but business is not large. We quote: \$3.05 per 100 lb. from stock Toronto; and \$2.82½ f.o.b. Cleveland for less than carlots, and \$2.70 for carlots.

GALVANIZED WIRE—There is very little call for this line. We quote as follows: Nos. 6, 7 and 8, \$3.50 to \$3.85 per 100 lb., according to quantity; No. 9, \$2.85 to \$3.15; No. 10, \$3.60 to \$3.95; No. 11, \$3.70 to \$4.10; No. 12, \$3 to \$3.30; No. 13, \$3.10 to \$3.40; No. 14, \$4.10 to \$4.50; No. 15, \$4.60 to \$5.05; No. 16, \$4.85 to \$5.35. Nos. 6 to 9 base f.o.b. Cleveland are quoted at \$2.57½ in less than carlots and 12c. less for carlots of 15 tons.

SMOOTH STEEL WIRE—Quite a little demand is being experienced for hay-baling wire. Net selling prices for oiled and annealed are as follows: Nos. 6 to 8, \$2.90; 9, \$2.80; 10, \$2.87; 11, \$2.90; 12, \$2.95; 13, \$3.15; 14, \$3.37; 15, \$3.50; 16, \$3.65. Delivery points, Toronto, Hamilton, London and Montreal, with freights equalized on those points.

WIRE NAILS—Business is keeping up well. Orders are for small lots. The base price is \$2.85 for less than carlots, and \$2.77½ for carlots. Delivery points Toronto, Hamilton, London, Gananoque and Montreal.

CUT NAILS—Very little doing, and the demand has even fallen off for shingle nails. Base price is \$2.45 per keg for less than carlots, and \$2.35 for carlots. Delivery points: Toronto, Hamilton, London, Montreal and St. John, N.B.

HORSE NAILS—Business is still of small proportions. Discount on "C" brand, oval head, 50 and 7½ per cent. off new list, and on "M" and other brands, 50, 10 and 5 per cent. off the old list. Counter-sunk head 60 per cent.

HORSESHOES—Trade continues seasonably quiet. We quote f.o.b. Toronto: Iron

shoes, No. 2 and larger, light, medium and heavy, \$3.60; snow shoes, \$3.85; light steel shoes, \$3.70; featherweight (all sizes), \$4.95; iron shoes, No. 1 and smaller, light, medium and heavy (all sizes), \$3.85; snow shoes, \$4; light steel shoes, \$3.95; featherweight (all sizes), \$4.95.

SCREWS—A steady and satisfactory trade continues to be done. Discounts are: Flat head bright, 87½ and 10 per cent.; round head bright, 82½ and 10 per cent.; flat head brass, 80 and 10 per cent.; round head brass, 75 and 10 per cent.; round head bronze, 65 per cent., and flat head bronze at 70 per cent.

RIVETS AND BURRS—Trade is quite brisk, with prices steady. We quote: Iron rivets, 60 and 10 per cent.; iron burrs, 55 per cent.; copper rivets and burrs, 25 and 5 per cent.

BOLTS AND NUTS—A large business is still being done. We quote: Carriage bolts (Norway), full square, 65 per cent.; carriage bolts full square, 65 per cent.; common carriage bolts, all sizes, 60 per cent.; machine bolts, all sizes, 60 per cent.; coach screws, 70 per cent.; sleighshoe bolts, 72½ per cent.; blank bolts, 60 per cent.; bolt ends, 62½ per cent.; nuts, square, 4c. off; nuts, hexagon, 4½c. off; tire bolts, 67½ per cent.; stove bolts, 67½; plough bolts, 60 per cent.; stove rods, 6 to 8c.

ROPE—The season is pretty well over for rope for hay-fork purposes, although there is still some movement. The base price of manila is unchanged at 13½c. per lb. and sisal at 10c.

BINDER TWINE—A fair sorting up trade is being done, and stocks are getting pretty well reduced. The demand is chiefly on Northwest account. We quote: Pure manila, 650 ft., 12c.; manila, 600 ft., 9½c.; mixed, 550 ft., 8½c.; mixed, 500 ft., 8 to 8½c.

SPORTING GOODS—There is a good movement in metallic cartridges, loaded shells, guns and rifles.

CUTLERY—A small sorting up trade only is being done.

ENAMELLED WARE AND TINWARE—A brisk demand is being experienced for preserving kettles of all sizes, and a fairly good trade is being done in tinware.

MECHANICS' TOOLS—A good movement is reported.

GREEN WIRE CLOTH—An odd roll is going out at \$1.35 per 100 square ft.

SCREEN DOORS AND WINDOWS—Quite a good movement is still being experienced for screen windows, particularly for this late in the season. Very little is being done in doors. We now quote as follows: Screen doors, 4 in. styles, \$7.20 to \$7.80 per doz.; ditto, 3 in. styles, 20c. per doz.

OAKLEY'S

The original and only Genuine Preparation for Cleaning Cutlery. 6d. and 1s. Canisters.

'WELLINGTON' KNIFE POLISH

JOHN OAKLEY & SONS, LIMITED


MANUFACTURERS OF

Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England.

Agent:

JOHN FORMAN, 644 Craig Street MONTREAL



COVERT MFG. CO.
West Troy, N.Y.
Steel Carriage and Wagon Jacks,
Harness Snaps, Chain, Rope and Web Goods, etc.
FOR SALE BY JOBBERS AT MFRS. PRICES.



PRIEST'S CLIPPERS
Largest Variety
Toilet, Hand, Electric Power
ARE THE BEST.
Highest Quality Grooming and Sheep-Shearing Machines.
WE MAKE THEM.
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NEWMAN'S PATENT INVINCIBLE FLOOR SPRINGS
Combine all the qualities desirable in a Door Closer. They work silently and effectually, and never get out of order. In use in many of the public buildings throughout Great Britain and the Colonies. MADE SOLELY BY
W. NEWMAN & SONS, Birmingham.

Oneida Community Goods
HALTERS, COW TIES, SNAPS, etc., etc.,
in all sizes and styles. May be had of all jobbers throughout Canada.
Factory—NIAGARA FALLS, ONT.

MACKENZIE BROS.
HARDWARE
MANUFACTURERS' AGENTS,
Travellers covering Manitoba, Northwest Territories and British Columbia. ; **WINNIPEG MAN.**
CORRESPONDENCE SOLICITED.

THE PULLMAN PNEUMATIC
Combined
Door Check and Spring.



for Screen Doors. Small, Simple, Strong, Perfect and Ornamental. Low in Price.
PULLMAN SASH BALANCE CO.,
ROCHESTER, N.Y., U.S.A.

less; screen windows, \$1.60 to \$3.60 per doz., according to size and extension.

BUILDING PAPER — A fair trade is being done. We quote: Building paper, 30c.; tarred paper, 40c., and tarred roofing, \$1.65.

HARVEST TOOLS — The season is pretty well over, but there is still some demand, particularly from the northern part of the country. Discount, 50, 10 and 5 per cent.

SPADES AND SHOVELS—Small lots only are moving. Discount, 40 and 5 per cent.

FALL GOODS—A good many orders are being taken for horse blankets, cow chains, sleigh bells, axes, snow shovels, cross-cut saws, for fall delivery.

HINGES—There is quite a good movement in barn door hinges, barn door tracks and barn door hangers.

CEMENT — Prices remain firm at last week's quotations. The demand is good. We quote barrel lots as follows: Canadian portland, \$2.25 to \$2.75; German, \$3 to \$3.15; English, \$3; Belgian, \$2.50 to \$2.75; Canadian hydraulic, \$1.25 to \$1.50.

METALS.

A fairly brisk trade is being done in most lines of metals in the way of prompt shipment.

PIG IRON—Very little is being done and the tone of the market is rather easy. No. 2 Canadian iron is quoted at from \$17.50 to \$18 on track, Toronto.

BAR IRON — A brisk business is still being done, and the mills are so pressed with work that they cannot fill orders. The ruling price is \$1.85 per 100 lb.

STEEL—A stiff market is still the feature. We quote: Merchantable cast steel, 9 to 15c. per lb.; drill steel 8 to 10c. per lb.; "B C" and "Black Diamond" tool steel, 10 to 11c.; Jessop's, Morton's and Firth's tool steel, 12½ to 13c.; toe calk steel, \$2.85 to \$3; tire steel, \$2.30 to \$2.50; sleighshoe steel, \$2.10 to \$2.25; reeled machinery steel, \$3; hoop steel, \$3.10.

GALVANIZED SHEETS—The demand for shipment from stock has been brisk during the week. The ruling quotation on 28 gauge is \$4.50 for English, and \$4.40 for American.

BLACK SHEETS—Business is good. We quote: Common, \$3.15 for 28 gauge and dead flat \$3.50 for 26 gauge.

CANADA PLATES—A little better movement has been experienced during the past week, and stocks are light. We quote all cold, \$2.90; half polished, \$3; and all bright, \$3.50.

TIN—While the market has not been marked by nearly as sharp fluctuations as a week ago, it is still rather easy. Locally, trade is confined to small lots at 31½ to 32c. per lb.

FILES

7 FACTORIES
9 BRANDS

RASPS



NICHOLSON FILE CO., Providence, R.I., U.S.A.

BRITISH PLATE GLASS COMPANY, Limited.

Established 1773

Manufacturers of **Polished, Silvered, Bevelled, Chequered, and Rough Plate Glass.** Also 5" a durable, highly-polished material called "**MARBLETTE**," suitable for Advertising Tablets, Signs, Facias, Direction Plates, Clock Faces, Mural Tablets, Tombstones, etc. This is supplied plain, embossed, or with incised gilt letters. **Benders, Embossers, Brilliant Cutters, etc., etc.** Estimates and Designs on application.

Works: Ravenhead, St. Helens, Lancashire. Agencies: 107 Cannon Street, London, E.C.—128 Hope Street, Glasgow—12 East Parade, Leeds, and 36 Paradise Street, Birmingham. Telegraphic Address: "Glass, St. Helens." Telephone No. 68 St. Helens.

FOR SALE

RE-LAYING RAILS

350 tons 56. rail and fastenings.
75 tons 50. " " "
20 tons 14. " " "

Prompt Deliveries. Also Logging and Pit Rails.

SESSENWEIN BROS., 101 Shannon Street, MONTREAL.

TINPLATES—A fair amount of business is being done for this time of the year. The mills in Great Britain are reported to be well booked with orders till the fall. Stocks of tinplates in Swansea on July 13 were only 40,368 boxes, against 212,620 boxes the corresponding date last year.

TINNED SHEETS—A good trade has been done during the past week. We quote 8½c. as the ruling price for 28 gauge.

TERNE PLATES—Trade is quiet, with I.C. quoted at \$9.

COPPER — A fair trade has been done in ingot copper and a good trade in sheet copper. We quote ingot at 17¾c., bars at 23 to 25c., sheet at 24 to 24½c., and planished at 32c. The outside markets are easier.

BRASS—A moderate business is being done at 10 per cent. discount for rod and sheet.

SOLDER — Business is good and prices unchanged. We quote: Half-and-half, guaranteed, 19½c.; ditto, commercial, 19c.; refined, 18½c., and wiping, 17c.

IRON PIPE — Business is fairly good. Black pipe is quoted at \$5.40 for 1 in. and galvanized at \$7.95 per 100 feet.

BOILER TUBES—The demand is good, and, as it is difficult to get supplies on account of the strike in the United States, prices are firmer. Business is now practically confined to merchants who have stock.

LEAD—Trade is quiet and prices unchanged at 4¼ to 4½c. per lb.

ZINC SPELTER—A little more activity is to be reported this week. We still quote 5½ to 6c. per lb.

ZINC SHEETS—A fair demand is being experienced. We quote cask lots at 6½c. and smaller quantities at 6¾c. per lb.

ANTIMONY—Trade is quiet at 10½ to 11c. per lb.

PAINTS AND OILS.

Trade remains quiet, and no change in prices are to be noted. Prices are firm on oils, and linseed may possibly reach a high figure before long. We quote as follows:

WHITE LEAD—Ex Toronto, pure white lead, \$6.37½; No. 1, \$6; No. 2, \$5.67½; No. 3, \$5.25; No. 4, \$4.87½; genuine dry white lead in casks, \$5.37½.

RED LEAD—Genuine, in casks of 560 lb. \$5.25; ditto, in kegs of 100 lb., \$5.50; No. 1, in casks of 560 lb., \$4.50; ditto, kegs of 100 lb., \$4.75.

LITHARGE—Genuine, 6¼ to 6½c.

ORANGE MINERAL—Genuine, 7½ to 8c.

WHITE ZINC—Genuine, French V.M., in casks, \$7 to \$7.25; Lehigh, in casks, \$6.

PARIS WHITE—90c. to \$1 per 100 lb.

WHITING — 65c. per 100 lb.; Gilders' whiting, 80c.

GUM SHELLAC — In cases, 22c.; in less than cases, 25c.

PARIS GREEN—Bbls., 18¾c.; kegs, 19c.; 50 and 100 lb. drums, 17½c.; 25-lb. drums, 20c.; 1-lb. papers, 20½c.; 1-lb. tins, 21½c.; ½-lb. papers, 22½c.; ½-lb. tins, 23½c.

PUTTY — Bladders, in bbls., \$2.10; bladders, in 100 lb. kegs, \$2.25; bulk in bbls., \$1.90; bulk, less than bbls. and up to 100 lb., \$2.05; bladders, bulk or tins, less than 100 lb., \$2.90.

PLASTER PARIS—New Brunswick, \$1.90 per bbl.

PUMICE STONE — Powdered, \$2.50 per cwt. in bbls., and 4 to 5c. per lb. in less quantity; lump, 10c. in small lots, and 8c. in bbls.

LIQUID PAINTS—Pure, \$1.20 to \$1.30 per gal.

CASTOR OIL — English, in cases, 9½ to 10c. per lb. and 10 to 10½c. for single tins.

LINSEED OIL—Raw, 1 to 4 barrels, 84c.; boiled, 87c.; 5 to 9 barrels, raw, 81c.;

boiled, 84c., delivered. To Toronto, Hamilton, Guelph and London, 1c. less.

TURPENTINE—Single barrels, 55c.; 2 to 4 barrels, 54c., delivered. Toronto, Hamilton and London 1c. less. For less quantities than barrels, 5c. per gallon extra will be added, and for 5-gallon packages, 50c., and 10-gallon packages, 80c. will be charged.

GLASS.

There is a moderate trade at firm, but unchanged prices. Arrivals are still rather trifling. We quote: Under 26 in., \$4.15; 26 to 40 in., \$4.45; 41 to 50 in., \$4.85; 51 to 60 in., \$5.15; 61 to 70 in., \$5.50; double diamond, under 26 in., \$6; 26 to 40 in., \$6.65; 41 to 50 in., \$7.50; 51 to 60 in., \$8.50; 61 to 70 in., \$9.50, Toronto, Hamilton and London. Terms, 4 months or 3 per cent. 30 days.

OLD MATERIAL.

Trade is still quiet and on many lines prices are only nominal. We quote jobbers' prices as follows: Agricultural scrap, 60c. per cwt.; machinery cast, 60c. per cwt.; stove cast, 40c.; No. 1 wrought 50c. per 100 lb.; new light scrap copper, 12c. per lb.; bottoms, 11c.; heavy copper, 12½c.; coil wire scrap, 12½c.; light brass, 7c.; heavy yellow brass, 10c.; heavy red brass, 10½c.; scrap lead, 2¾c.; zinc, 2c.; scrap rubber, 6½c.; good country mixed rags, 65 to 75c.; clean dry bones, 40 to 50c. per 100 lb.

HIDES, SKINS AND WOOL.

HIDES—The expected decline has arrived, and, influenced by the United States markets, cowhides are all ½c. lower. We quote as follows: Cowhides, No. 1, 7½c.; No. 2, 6½c.; No. 3, 5½c. Steerhides are worth 1c. more. Cured hides are quoted at 8½ to 9c.

SKINS—A moderate demand continues, with steady and unchanged prices. We quote as follows: No. 1 veal, 8-lb. and up, 9c. per lb.; No. 2, 8c.; dekins, from 55 to 60c.; culls, 20 to 25c.; sheepskins, 90c. to \$1; lambs and pelts, 35c.

WOOL—There is a good demand. Combining fleece, washed, has declined ½ to 1c., and unwashed is ½c. lower. Our quotations are: Combining fleece, washed, 12 to 12½c., and unwashed, 7½ to 8c.

COAL.

Egg size in anthracite coal is somewhat scarce and others of about that size. There is no trouble in obtaining other sizes. We quote as follows at international bridges: Grate, \$4.75 per gross ton; egg, stove and nut, \$5 per gross ton with a rebate of 10c. off for August shipments.

PETROLEUM.

There is a good movement considering that the present is always the dull season,

and prices remain steady and unchanged, as follows: Pratt's Astral 16 to 16½c. in bulk (barrels, \$1 extra); American water white, 16½ to 17c. in barrels; Photogene, 15½ to 16c.; Sarnia water white, 15 to 15½c. in barrels; Sarnia prime white, 14 to 14½c. in barrels.

MARKET NOTES.

Boiler tubes are firmer.

H. S. Howland, Sons & Co. have taken into stock a shipment of Knoll's washing machines. These machines have not heretofore been sold through the wholesale trade, business having been done through agents.

McCLARY'S ANNUAL PICNIC.

THE McCLARY MFG. CO., of London, held their employees' annual picnic and excursion to Port Stanley on Saturday last. The morning of the day opened in a threatening manner in London, but this did not dampen the eagerness and enthusiasm with which the numerous employees of this large concern look forward to their annual day's outing, en masse. While the rain was pouring down in London, telephone communication with Port Stanley gave out the gratifying news that the weather there was bright and clear, showing very little signs of rain. With this assurance, over 1,200 people, employees and their families, boarded a special train for the Port.

The McClary picnic is the largest held from London in the season, and it can be taken for granted that among 500 or 600 able-bodied men and boys a goodly number of athletes, comic singers and generally funny fellows can be found, to say nothing of a couple of hundred jolly, laughing girls, all of whom gave themselves over to the enjoyment of the day, entertaining and being entertained.

Committees had been struck off over a month ago, and their members had taken a great deal of care and spent a lot of time in planning out a good list of races, contests and sports of various kinds, so that every one of the 700 employees would have a chance of winning a prize under equal conditions.

The executive committee was composed of Col. W. M. Gartshore, vice-president and manager of the company, as president; Jas. Nicholson, superintendent of the tinware and enamel departments, as chairman; John Barned as secretary-treasurer, and Messrs. Fred. Bailey, Geo. Tapp, John Walcott, Wm. Yelland, M. G. Delaney and Misses Porter and Graham. On the music committee were Messrs. C. Donovan, D. Wilson, H. Woodman, S. Milliken, T.

Couke, C. Manning and Misses Selkirk and Ramsay. The committee responsible for the sports was made up of Messrs. Lehman, R. Spencer, J. Head, J. M. Pirie, J. Bailey, E. Wingett and Misses Cotter and Porter. To the untiring efforts and hearty cooperation of these three committees must be attributed the success of the picnic and the carrying out of many laughable and difficult feats.

One noteworthy feature in connection with the annual picnic of this large manufacturing concern is the good-natured rivalry which exists among the different departments, and also the harmony which is so apparent between the business management of the company and their many employees, all of which bespeaks the contentedness of the men, their interest in their work and an appreciation of the confidence placed in them.

The programme was started on the arrival of the first train at Port Stanley, by a half-hour fishing contest, but the finny inhabitants of Lake Erie must have been forewarned that the "famous" fishermen were coming, as they kept very shy of the delicacies offered them, resulting in only one being landed. This prize was carried off by Mr. C. Proctor. The next event was a baseball match between the tin and iron departments, umpired by Col. W. M. Gartshore, resulting in a score of 14 to 8 in favor of the tin department. The Colonel, while not being versed in modern baseball, ruled fairly, and always adhered to his decisions, even though approached by a grim ironworker in a threatening manner.

The long list of games was brought to a close by a stump speech competition, first prize being carried off by Mr. L. Sage.

DEATH OF R. S. DAVIDSON.

By the death on Thursday, August 1, of Mr. R. S. Davidson, of The Peterboro' Hardware Co., Limited, Peterboro' loses one of its most esteemed substantial citizens. He was a son of the late James Davidson, of Smith township, and settled in Peterboro' over 40 years ago, being first in the employ of Nicholls & Hall. In April 1861 he entered into partnership in the hardware trade with Mr. R. B. McKee, with whom he has been actively associated since. For many years Mr. Davidson was chairman of the finance committee of the town, and rendered good municipal service. He was a prominent Mason.

PERSONAL MENTION.

Mr. Stanley, president of the Stanley Rule and Level Co., New Britain, Conn., and Mr. Thompson, of the same firm, were in Toronto on Thursday visiting the hardware trade.

CANADA AND THE WEST-INDIAN TRADE.

HARDWARE AND METAL had an interesting chat a few days ago with Mr. Charles Pickford, who has just returned from a six months' sojourn in the British West Indies in the interest of Pickford & Black, owners of the well known steamship line that bears their name.

"Are the people in the British West Indies taking an increasing interest in the question of trade with Canada?" he was asked.

"Yes, they are. They want to do business with us. Our people here should take more interest in the West-Indian trade. They should, for instance, keep hammering away at the trade all the time, and not merely try to sell their products there when business is dull at home. Exporters in the United States keep steadily after the trade."

"What about the flour trade?"

"The Canadian flour trade with the West Indies is growing. During the first six months of 1899 our steamers carried 2,737 bbls. of Canadian flour to the British West Indies. During the corresponding period in 1900 we took 5,591 bbls., and this year 16,500 bbls."

"To what do you ascribe the fact?"

"I ascribe it to the fact that the people here are taking more interest in the trade, and also to the fact that the prejudices against Canadian flour are disappearing. The idea that Canadian flour will not keep in the West Indies is exploded. It will keep as good as any flour," declared Mr. Pickford, with some vigor.

Mr. Pickford deprecated the fact that a great many buyers in Canada of West-Indian products placed their orders through New York houses. Another thing that he spoke disapprovingly of was the methods by which some Canadian firms were represented in the West Indies. Some of the so-called representatives of Canadian houses actually did their business through New York commission houses. "What Canadian houses should do who want to do business with the West Indies," said Mr. Pickford, "is to send a special traveller and do business direct."

A number of Canadians had visited the West Indies during the past summer, but he regretted to say that the most of them went by way of New York, when they could have obtained equally as good service on the boats running out of Halifax.

In July, 1900, Messrs. Pickford & Black doubled the number of their steamers running to the West Indies, but notwithstanding this increase their boats have had full cargoes both ways. The service is a fortnightly one to the Winward Islands and

Demerara, and a monthly one to Bermuda, Turk's Island and Jamaica.

Mr. Pickford, who will make Toronto his headquarters till September, when he again leaves for the West Indies, will have on exhibition at the rooms of the Canadian Manufacturers' Association samples of agricultural implements, nails, spikes and various kinds of tools such as are used in Demerara and other parts of the West Indies. The object is to allow manufacturers of these lines in Canada to inspect them and excite their interest in the West-Indian market.

EARLY CLOSING IN ST. JOHN.

ANOTHER large and enthusiastic gathering was at the Currie Business University last night. The committee reported that the movement was at last crowned with success far in excess of their greatest anticipations. They reported that the number of groceries closed last night exceeded 115; in other words, in the short space of two weeks the number jumped from 5 to 115.

W. E. Nobles, of the McAlary Company, Limited, said he was in sympathy with the movement and happy over the result. He stated that it struck the north end like a whirlwind, only three stores in north end being open when he started for the meeting.

T. J. McPherson noted the fact that there was a large gathering of dry goods clerks present and wished them success in their Saturday half-holiday movement.

"The clergy," said Mr. McPherson, "are complaining that the pews are not filled on Sunday mornings. If the hours were shortened it would be the means of bringing a large number to church where they would be glad to be. He favored the agitation of workmen being paid earlier in the week and thought it would be a step towards temperance as a number of the workmen are more inclined to carouse on Saturday knowing that they had Sunday as a day free from work. He felt positive that the grocers' success was assured.

James Williams stated that in the city proper only three small shops on City Road were open, and, at his suggestion, it was resolved to keep up the agitation through the press. The grocers then gave way to the dry goods clerks.

There was a large number of dry goods clerks present. It was decided by them to appeal to the ladies, also to the hardware clerks and their wives. It was the feeling of the meeting that the proprietors might be induced to make a trial of closing on Saturday afternoons for the month of August and a plan is expected to be suggested at a meeting to be called next week, of which due notice will be given through the papers. —Telegraph, St. John, N.B., July 26.

CONDENSED OR "WANT" ADVERTISEMENTS.

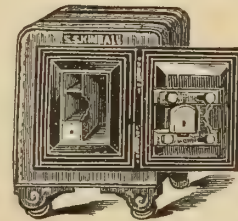
Advertisements under this heading, 2c. a word each insertion; cash in advance. Letters, figures, and abbreviations each count as one word in estimating cost.

SITUATION VACANT.

AN ASSISTANT IS WANTED IN THE ADVERTISING Department of **HARDWARE AND METAL**, Toronto. Preference will be given to a bright young man, full of ideas, who has had a successful experience in a general hardware store. Apply, with references, experience and salary expected, to **HARDWARE AND METAL**, Toronto. (31)

CHAMPION FIRE and SAFES
BURGLAR-PROOF . . SAFES

ESTABLISHED HERE SIXTEEN YEARS.



We sell direct to the user, and save all commissions.

SIXTEEN SIZES IN STOCK.

Our small Safe is the best low-priced safe in the market.

GET PRICES, ETC.

BEFORE BUYING.

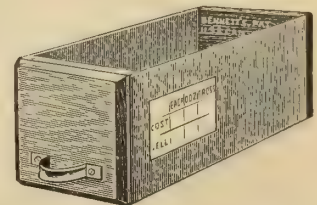
S. S. KIMBALL,
577 Craig Street, - Montreal.

"KEY CABINET" to hand and we are pleased with it." **JOHN MILLEN & SON,**
Montreal.

Cabinets for all kinds of goods fitted with

BENNETT'S PATENT SHELF BOX

MADE TO ORDER.



For particulars apply to the patentee and manufacturer.

J. S. BENNETT, 20 Sheridan Ave., TORONTO

AXE HANDLES

Very heavy stocks
Thoroughly seasoned goods
We make a specialty of . . . Can ship promptly and supply the very best

"Hand Shaved"

**Octagon
Axe Handles**

Made by
Indians

being the largest dealers in Canada in this line
Can give exceptional value.

Have 5,000 dozen of these handles

on hand ready for polishing.

Write for prices.

Eastern Agent—W. B. Murdock, Amherst, N.S.
Western Agent—Jno. Burns, Jr., Vancouver, B.C.
Montreal Agent—Alexander Gibb, 22 St. John St.

W. C. CRAWFORD
Tilbury, Ont.

HEATING AND PLUMBING

ADVICE TO USERS OF GASOLINE.

A DETROIT manufacturing firm has recently prepared an article in regard to the use of gasoline from which we take the following :

"It is impossible to make a gasoline fire-pot or torch that will do first-class work for years without any attention. Even a wheelbarrow needs oiling occasionally, or you will hear from it. There is no mystery about building gasoline fires; they all work on the same principle, although it may be applied a little differently.

"The tanks for all gasoline fire-pots or torches are made to hold the gasoline, and must be constructed so that they will hold an air pressure, as air is used to force the gasoline up to the burner. If the tank leaks air the fire will not work well and it will be necessary to pump it up often. The tanks are usually supplied with an opening for filling; some kind of pump or bulb for putting in the air pressure, and a supply pipe that carries gasoline from the bottom of the tank to the burner. When the fire-pot or torch is right side up, the air pressure forces the gasoline up this supply pipe to feed the burner. If the air pressure escapes, the gasoline will gradually fall back out of the pipe and the fire will go out. Remember that with nearly all burners the heavier the air pressure is the better the fire will be.

"Now about the burner. All gasoline burners depend upon heat to make the gas they burn. It is, therefore, necessary to heat the burner first when starting a fire. This is usually done by burning gasoline in the drip cup provided for that purpose. The burner on any gasoline fire gets dirty from sediment formed by heating gasoline, and if this sediment is not removed the veins of the burner gradually fill up and finally the burner won't work. Nearly all burners are fitted with cleanout plugs, so that they may be easily cleaned.

"Examine your fire-pot or torch carefully; try to understand how it is made and the object in having everything just as it is; don't be afraid of it.

"If your fire pot or torch doesn't work, first see that the tank is nearly full of gasoline, and then screw the filler-plug tight. If the washer is old or worn, replace with new, made of leather (never use rubber), or, if leather is not handy, take a piece of cotton string and soap it, using the soap as you would wax in waxing a thread.

Then wind the string to the right, so that when the plug is screwed to place it will tighten the string. See that there is no leak around the pump-collar. If this washer is old, renew as described above. Now see that the pump works right. All air pumps need oiling often, as they heat in use, and this dries the cup leathers. A dry cup-leather means a poor pump; therefore, oil the pump often. A few drops at a time and often will make a pump last many years. After pumping in a good heavy pressure of air, and before trying to light the fire, turn it upside down. This brings the gasoline in the top part of the tank, and should there be a leak you will soon find it. If it leaks, repair it. A leaky tank means a poor fire. If the tank is tight, turn the fire right side up, and, if the burner is mounted on a swivel, see that it is in position, so that the gasoline will fill the drip-cup and also stand in the iron plate under the flat part of the burner. If the burner is rigid, it will be in the right shape.

"To fill the drip-cup open the needle point slightly, and when full close the needle point. Light with match and let it burn out; then open needle a little and light again, letting it burn low until the burner is thoroughly hot. Then you should have a good flame that will do good work. If the burner smokes or does not give a blast when the tank is tight and the air pressure good, it will indicate that the burner is dirty and needs cleaning. To do this, take the burner and swivel off the fire-pot and take out all clean-out plugs. (If they stick tap them lightly with a hammer and they will unscrew easily.) After forcing out all dirt with a fine wire, wash the burner in gasoline, soap the plugs and screw them to place. Don't take the swivel apart. Remove the wire strainer cloth from little end of swivel (the best way to do this is with a small drill), and replace it with new, made of No. 60 strainer cloth, rolled up tight and forced into the hole. This keeps out lint and dirt, saves cleaning burner as often as would be necessary if it were not used, and it also helps vaporize the gasoline.

"Remember the gasoline tank must be air tight; the filler plug and pump must be screwed down so air does not escape; the pump must be oiled often and a good pressure of air put in the tank; the burner must be kept clean. Use leather or cotton string for washers. Don't use rubber;

gasoline dissolves it. Use 74 per cent. stove gasoline, and be sure that the measures or cans in which it is handled are used for nothing else. A teaspoonful of kerosene, or any oil or paint, would ruin a gallon of gasoline, as it would quickly clog burners."

THE PROVINCIAL CONSTITUTION.

A sub-committee of the National Plumbers' Association met on Friday night to revise the constitution of the Provincial associations and to prepare the report of the convention for printing. The committee is composed of Messrs. W. H. Meredith, J. H. Wilson and Wm. Mansell.

PLUMBING EXAMINATIONS.

The plumbing board recently constituted in Montreal is about to begin the examination of plumbers. The members of the board are Sanitary Engineer Dore, Building Inspector Chausse and J. W. Hughes, a practical plumber.

PLUMBING AND HEATING CONTRACTS.

The James Smart Manufacturing Co., Brockville, Ont., have recently secured contracts for warming and ventilating the following buildings, using their celebrated "Kelsey" warm air generators for the purpose: Residence of Dr. Caldwell, Peterboro', Ont.; residence of Miss J. J. Kingan, Peterboro', Ont.; new hotel being erected at Rapid City, Man.; public school building, Arthur, Ont.; a block of three stores at Gore Bay; Bonar Presbyterian Church, Toronto; Norfolk Street Methodist Church, Guelph.

Elliott Brothers, Kingston, have been awarded the contract for the plumbing work in connection with the new insane asylum for women.

SOME BUILDING NOTES.

A new church will shortly be erected in Digby, N.S.

A new court house has just been built in Bathurst, N.B.

A new sawmill is in construction at St. Justin, Que.

A Roman Catholic church is building in London, Ont.

A Presbyterian church is being built at Grand Valley, Ont.

A new Roman Catholic hospital is being erected at Glace Bay, N.S. It will be 160

ADVERTISING in WESTERN CANADA

will be Carefully Efficiently, and Promptly
attended to, by

The Roberts Advertising Agency,
WINNIPEG CANADA.

1879 ESTABLISHED 1879

Essex Handle and Wood Turning Works

Late of Essex, now LEAMINGTON, ONT.

Makers of Axe, Fork, Rake, Hoe, Sledge, Broom, Hammer and all kinds of Handles. Neck Yokes, Singletrees and Doubletrees, Bench Saws, Exercise Clubs, Baseball Bats, etc., etc. Do you sell any Shaved Pattern and Octagon Axe Handles? The largest and best trade in Canada does, because they give best satisfaction. All stock air-dried, not kiln-dried. If you are going to be in it, place your order with

GARDNER BROS. & CO.



**LOW TANK
WATER CLOSET
COMBINATIONS
THE MOST PER-
FECT ON THE
MARKET
NOISELESS IN
ACTION
BEAUTIFUL
DESIGNS.**

Write for Catalogue.
**The James Morrison
Brass Mfg. Co.**
Limited
TORONTO, ONT.

PAINT THE BARN \$1.00 A GALLON.



Thousands of barns are unpainted, thousands of bridges, fences, outhouses. Unpainted because farmers cannot afford or won't afford to pay the price of our high-grade house paints. But they don't need high-grade house paints for this work. There is an immense trade awaiting merchants who will suggest to farmers to use

RAMSAYS OUTSIDE PAINTS

guaranteed nothing better in the world for the farmers' barns. Adds a double term of years to the barn. Keeps the sun away from the wood, protects the roof from rains, and you sell it for a dollar, reap a handsome profit and please your customer. That's the heart of business—don't you think so?

A. Ramsay & Son

PAINTMAKERS,

Est'd 1842.

MONTREAL.

ONTARIO SILVER CO.,

Limited,

NIAGARA FALLS, CANADA.

Manufacturers of **FLATWARE, CUTLERY and
ELECTRO PLATE.**
Ask for our Catalogue and Quotations.



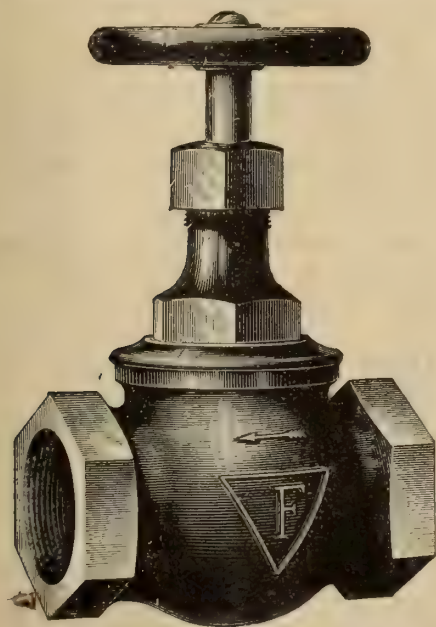
Ontario Nut Works, Paris
BROWN & CO.

Manufacturers of

All sizes of Hot Pressed
Nuts, Square and Hexagon.

The Renewable Disc of the Fairbanks Valve

LOOKS LIKE THIS:



It consists of a "**VULCANIZED**" asbestos ring permanently fixed in a metal holder. The highly elastic "Vulcabeston" saves the seat of the valve from injury by closing around any particle of scale which may be caught between the seat and the Disc while the valve is being shut.

The metal supports it, and is the means of its attachment to the spindle.

The whole Disc is interchangeable and renewable at a slight cost, and with less work than any valve made.

For Prices and Catalogue :

THE FAIRBANKS COMPANY

749 Craig Street

- Montreal.

feet long, 50 feet wide and 56 feet high; lighted by electricity and heated by steam.

Kingston is likely to have a new theatre shortly.

A Roman Catholic church will soon be built at Quyon, Que.

A Lutheran church is being erected in Middle la Have, N.S.

St. Paul's Hospital, Vancouver, B.C., is to be enlarged to over twice its present size.

A church is being built in Winnipeg by the Swedish Lutherans, to cost about \$7,000. It will be 20 x 38 ft., and will seat 500 persons.

There is a building boom on in Dundas, Ont. James Watson, Harry Argold and Arthur Mason are each building a dwelling; and Peter Westphall and Joseph Reid are building two houses each.

In Fredericton, N.B., houses are being built for Dr. Barbo and O. S. Crockett; and, it is understood, that others will shortly be commenced for Geo. F. Wilkes and Judge Gregory.

The Modern Flat Building Co. has been incorporated in Toronto, and will build their first apartment house there very shortly. It will be six storeys high, and will have eight suites of rooms on each flat. Each suite will comprise a drawing-room, three bedrooms, kitchen, pantries and closet, and a first-class lavatory. The building will be steam heated.

BUILDING PERMITS ISSUED.

BUILDING permits have been issued in Toronto for a \$1,200 frame dwelling on St. Helen's avenue for Mrs. Tracey; a two-storey brick dwelling on Scarth road for Thos. Thompson, to cost \$4,500; a pair of semi-detached dwellings on Wilton avenue for the Toronto General Hospital, to cost \$2,000; a \$5,000 addition to the offices on King street of the North American Life Insurance Co.; a \$2,500 dwelling on Wright avenue for Wm. Maywood; a pair of semi-detached houses on Withrow avenue for James Dale, to cost \$3,000; a pair of semi-detached dwellings on Hallam street for Saunders & Crottie, to cost \$3,000; a two-storey house on Albany avenue for W. F. Langlois, to cost \$2,000; a pair of dwellings on Hallam street for John Dibbs, to cost \$1,400, and for a \$6,000-pair of semi-detached dwellings on Cawthra Square for Thomas Bryce.

VANCOUVER.

Addition to Mount Pleasant Methodist church, \$1,000; C. Dougherty, frame store, Front street, Mount Pleasant, \$300; W. T. Farrell, three frame houses, corner Davie and two frame dwellings, Comox street, \$1,600 each; Geo. Treory, two frame

houses, Barclay, \$800 each; Wm. Bailey, frame dwelling, Burnaby street, \$4,000; A. C. Young, frame dwelling, Cordova street, east, \$800; C. F. Perry, frame dwelling, corner Bridge street and Sixth avenue, Fairview, \$850; T. C. Hillbank, frame dwelling, Second avenue, Fairview, \$800; E. Choate, frame dwelling, corner Eighth and Willow street, \$900; C. V. Knowdell, frame dwelling, Haro street, \$1,200; J. G. Johnstone, frame dwelling, Pendrill street, \$1,400; B. Davidson, frame dwelling, corner Georgia and Broughton streets, \$1,800; J. Coleman, frame dwelling, Davie street, \$1,700.

OTTAWA.

J. F. Maunders, lot 28, Fourth avenue, frame dwelling, \$1,800; Ex-Ald. S. J. Davis, lots 44 and 45, Jane street, brick veneered double tenement, \$2,500; Sir Sandford Fleming, lots 31 and 32 Daly avenue, stone addition to residence, \$4,000.

THE FAMOUS STYRIAN.

AWAY in Styria, in the Southern Alpine region of Austria, rises the famous Erzberg or Ore Mountain, one of the most interesting geological features of the world. This mountain, which reaches the height of 4,800 feet above the sea level and nearly 3,000 feet above the little town of Eisenerz nestling at its feet, presents a most striking appearance and consists entirely of Spathic iron ore.

From the earliest antiquity this huge store of iron ore has served to provide man's most useful metal. It was quarried by the original inhabitants of the country, the Celts, and iron was smelted in a crude fashion in the surrounding valleys. Later on in history, when the Romans took possession of the country which formed part of their Province "Noricum," they soon found out the great value of this treasure of iron ore so near at hand, and began to produce therefrom the famous "Noric Steel" which furnished their conquering legions with their swords, spears and shields.

Ever since those remote times the work of quarrying from the mountains has been going on, and it still offers inexhaustible treasures. Unfortunately a fire that occurred in Eisenerz in 1819 destroyed many valuable documents, carrying back the history of the manufacture to A.D. 712, which, early as it may seem, is still late in the history of the "Erzberg."

The ore from this Erzberg mountain forms the basis of the famous Styrian tool steel. In early times, the manufacturing process was carried on by a number of ironmasters dotted all over the adjacent valleys, which, later, were combined into a kind of cooperative society and then into

the Iron, Steel and Mining Society of the Austrian Alps. It was from this last-named concern that the famous tool steel works at Kapfenberg passed into the hands of Bohler Bros. & Co., Sheffield, England, who, under the brand of "Styrian" steel, may justly lay claim to having revived the ancient fame of the old Noric steel. This Styrian steel is not only made in the various grades of crucible cast steel, but the manufacturers have the reputation of making the finest self-hardening steel produced.

Users of steel in Canada will be all the more interested in Styrian steel from the fact that Rice Lewis & Son, Limited, of Toronto, are placing it on this market, having obtained, after many months of negotiations, the sole agency for the Dominion. Although for the first time introduced to the Canadian trade, the reputation of the steel is so well known among many consumers of steel in this country that large orders have already been booked for it by the firm's travellers.

It might be noted that Bohler Bros. & Co. melt the pig in their blast furnaces at Vordernberg, refine the raw material at numerous charcoal raw steel fineries, and eventually cast the steel in Kapfenberg and their various branch works in Europe, chief of which are at Sheffield in England and Ratibor in Silesia.

"SUNSHINE" FURNACE PATTERNS SOLD.

Last week, The McClary Mfg. Co., of London, Ont., sold duplicate iron patterns of the "Sunshine" furnace to The Summit Foundry Co., of Geneva, N.Y., for territory east of the Mississippi, and are now negotiating with two large American concerns for the sale of the patterns for territory west of the Mississippi.

Mr. Reid, of The Summit Foundry Co., when examining the "Sunshine" in London, declared that it was built on the most commonsense lines of any furnace he ever saw, which speaks volumes for Canadian talent and the "Sunshine" furnace.

The "Sunshine" is one of the most popular furnaces in Canada, and evidently our friends across the border appreciate a good article when they see it.

WESTERN ASSURANCE COMPANY

Incorporated
1851.

Fire and Marine

Capital, subscribed \$2,000,000.00
Capital - - - 1,000,000.00
Assets, over - - 2,340,000.00
Annual Income - 2,290,000.00

Head Office: TORONTO, ONT.

Hon. Geo. A. Cox, President. J. J. Kenny, Vice-President.
C. C. Foster, Secretary.

MANITOBA MARKETS.

WINNIPEG, July 29, 1901.

HARDWARE AND PAINTS, OILS
AND GLASS.

A FAIRLY active trade has been maintained throughout the week on a steady market, not a single change in price being reported. The scarcity of barb wire continues. Paints and oils hardly show the activity that might be expected; still, a good volume of business has been done.

Binder twine is a live subject now. Nearly all local dealers have shipped out their entire stocks, and the question is being mooted as to whether there is enough to go around. Sisal continues firm at 9c. and manila at 12 3/4c.

Quotations for the week are as follows:

Barbed wire, 100 lb.	\$3 45
Plain twist	3 45
Staples	3 95
Oiled annealed wire	3 95
"	4 00
"	4 05
"	4 20
"	4 35
"	4 45
Wire nails, 30 to 60 dy, keg.	3 50
" 16 and 20	3 60
" 10	3 60
" 8	3 70
" 6	3 75
" 4	3 90
" 3	4 15
Cut nails, 30 to 60 dy.	3 10
" 20 to 40	3 15
" 10 to 16	3 20
" 8	3 25
" 6	3 30
" 4	3 40
" 3	3 75
Horsenails, 45 per cent. discount.	
Horseshoes, iron, No. 0 to No. 1	4 65
No. 2 and larger	4 40
Snow shoes, No. 0 to No. 1	4 90
No. 2 and larger	4 40
Steel, No. 0 to No. 1	4 95
No. 2 and larger	4 70
Baf iron, \$2.60 basis.	
Swedish iron, \$5.00 basis.	
Sleigh shoe steel	3 25
Spring steel	3 25
Machinery steel	3 75
Tool steel, Black Diamond, 100 lb.	8 50
Jessop	13 00
Sheet iron, black, 10 to 20 gauge, 100 lb.	3 50
20 to 26 gauge	3 75
28 gauge	4 00
Galvanized American, 16 gauge	2 54
18 to 22 gauge	4 50
24 gauge	4 75
26 gauge	5 00
28 gauge	5 25
Genuine Russian, lb.	12
Imitation	8
Tinned, 24 gauge, 100 lb.	7 75
26 gauge	8 00
28 gauge	8 50
Tinplate, IC charcoal, 20 x 28, box	10 75
" IX	12 75
" IXX	14 75
Ingot tin	33
Canada plate, 18 x 21 and 18 x 24	3 25
Sheet zinc, cask lots, 100 lb	7 00
Broken lots	7 50
Pig lead, 100 lb.	6 00
Wrought pipe, black up to 2 inch.	50 an 10 p.c.
Over 2 inch	50 p.c.
Rope, sisal, 7-16 and larger	\$11 00
" 3/4	11 50
" 1/2 and 5-16	12 00
Manila, 7-16 and larger	14 00
" 3/4	14 50
" 1/2 and 5-16	15 00
Solder	20
Cotton Rope, all sizes, lb.	17
Axes, chopping	\$ 7 50 to 12 00
" double bits	12 00 to 18 00

Screws, flat head, iron, bright.	87 1/4
Round " "	82 1/4
Flat " brass	80
Round " "	75
Coach	57 1/2 p.c.
Bolts, carriage	55 p.c.
Machine	55 p.c.
Tire	60 p.c.
Sleigh shoe	65 p.c.
Plough	40 p.c.
Rivets, iron	50 p.c.
Copper, No. 8	35
Spades and shovels	40 p.c.
Harvest tools	50, and 10 p.c.
Axe handles, turned, s. g. hickory, doz.	\$2 50
No. 1	1 50
No. 2	1 25
Octagon extra	1 75
No. 1	1 25
Files common	70, and 10 p.c.
Diamond	60
Ammunition, cartridges, Dominion R.F.	50 p.c.
Dominion, C.F., pistol	30 p.c.
" military	15 p.c.
American R.F.	30 p.c.
C.F. pistol	5 p.c.
C.F. military	10 p.c. advance.
Loaded shells:	
Eley's soft, 12 gauge black	16 50
chilled, 12 gauge	18 00
soft, 10 gauge	21 00
chilled, 10 gauge	23 00
Shot, Ordinary, per 100 lb	6 25
Chilled	6 75
Powder, F.F.G., keg	4 75
F.F.G.	5 00
Tinware, pressed, retinned	75 and 2 1/2 p.c.
plain	70 and 15 p.c.
Graniteware, according to quality	50 p.c.

PETROLEUM.

Water white American	25 1/4 c.
Prime white American	24 c.
Water white Canadian	22 c.
Prime white Canadian	21 c.

PAINTS, OILS AND GLASS

Turpentine, pure, in barrels	\$ 61
Less than barrel lots	66
Linseed oil, raw	92
Boiled	95
Lubricating oils, Eldorado castor	25 1/2
Eldorado engine	24 1/2
Atlantic red	27 1/2
Renown engine	41
Black oil	23 1/2 to 25
Cylinder oil (according to grade)	55 to 74
Harness oil	61
Neatsfoot oil	\$ 1 00
Steam refined oil	85
Sperm oil	1 50
Castor oil	11 1/2
Glass, single glass, first break, 16 to 25	
united inches	2 25
26 to 40	2 50
41 to 50	5 50
51 to 60	6 00
61 to 70	6 50
Putty, in bladders, barrel lots	2 1/2
kegs	2 1/4
White lead, pure	7 00
No. 1	6 75
Prepared paints, pure liquid colors, according to shade and color, per gal.	\$1.30 to \$1.90

NOTES.

W. Bristow has purchased the hardware business formerly carried on by C. C. Baker & Co., Neepawa.

HAD A GOOD HOLIDAY.

Messrs. Geo. U. Desroches, E. Lusignan and Lucien Roy, of The Canada Hardware Co., Montreal, have just returned from a 10 days' fishing and hunting excursion. They encamped at Ile-aux-Noix, on the banks of the Richelieu, and report having had a first-class holiday.

V. E. Paradis has been appointed provisional guardian of Dionne & Co., general merchants, etc., St. Moise, Que.

DIAMOND
GRAPHITE
PAINT

The very best covering and ANTI-RUST
Paint for all Metallic structures.

THE
CANADA
PAINT
COMPANY
LIMITED
MONTREAL



For MACHINES,
BRIDGES and
GIRDERS.

Resists
Corrosion

and gives a beautiful finish. The IDEAL
Paint for economy and durability.

Correspondence invited.

THE
CANADA
PAINT
COMPANY
LIMITED
TORONTO

HINTS FOR MEN WHO ADVERTISE.

ADVERTISING FOR MAIL-ORDER BUSINESS

DOING business through the mails is reaching proportions in these days that makes valuable any suggestion as to better methods of management, remarks Business. It is not alone the houses that are known distinctively as "mail-order houses," but almost every merchant is striving in this age to reach beyond his local surroundings, and to a large number the mail-order system proves the open door.

Advertising must necessarily play an important part in the expansion of mail-order business in whatever line. For this reason the following from a contemporary will prove of interest to the many concerned:

The element of persistency is the one essential to ultimate success in the mail-order business. There is little or no use in the new man in this field of action reaching down into his pocket and saying to himself: "Here's so much money; I will invest it in space to advertise my wares. All the results I obtain through the instrumentality of this ad. I will turn back into more advertising and gradually build up a business." A business cannot be established on this basis for the simple reason that one advertisement, even though it may be inserted in the strongest medium in the United States, will not bring in enough returns the first time to give sufficient capital to continue advertising upon a respectable basis. The reason for this is plain. Not one in one thousand of the readers of your ad. will investigate. It is simply read and left go over. In the next issue it is missing and the man you are after never thinks of it more, simply because the one reading has not fixed it upon his mind. You can safely count upon a large percentage of your money invested as lost on your first effort.

Start in, however, to make a success of the mail-order business by being prepared to spend a sum calculated to give you a lasting publicity. Make your advertisements pull by reason of the frequency with which they appear. Give your prospective customer some reasons for believing that you are a permanent fixture in the mail-order business by keeping before him persistently. Make him believe that you are doing a big business by reason of the stability of your advertisements; then if the articles you are selling have real merit and deserve public confidence, rest assured that you will have your returns a hundred fold increased.

A man (one of the "get rich quickly" stamp) once said: "I don't see how the numberless people advertising in the big mail-order monthlies ever stand the pace. I am sure they don't get returns for the amount they invest. I speak from a positive knowledge of facts, because I have tried the experiment."

"How much did you put up to prove this business a failure?" queried a friend.

"Well," he answered, "I blew \$20 in on a so-called successful mail-order publication and I didn't get more than half my money back."

There is a fellow who would drill a quarter-inch hole in the rock of Gibraltar and try to blow the whole thing up with two ounces of gunpowder, and he would get mad if he were to be hit in the eye with a small piece of stone, and upon opening the other eye find the rest of the rock still standing.

The mail-order business, like every other legitimate one, requires a certain amount of cash capital back of it, coupled with an ordinary amount of brain power and a good medium. Given these three elements and success is sure.

ADVERTISING AND SUCCESS.

Any good store will stand good advertising, no matter whether the store sells dry goods or liquors or cigars or drugs. No store can succeed without advertising of some kind. Do not misunderstand me. Advertising isn't necessarily printed in the paper. It isn't necessarily the distribution of circulars or the painting of signs or the posting of bills. The advertising may be done in the store itself, and this is the best of all advertising. If this kind of advertising isn't done all the other advertising is discounted. Advertising may be gained by the proprietor's large circle of acquaintances. When two men are introduced, the chances are that each will find out the business of the other before they part. If they do not, the friend who introduced them will be asked what business each is in. That is one of the first things a man wants to know about another. It seems easier to take a man's measure when you know what business he is in. You can classify him better.

I want to say again that no business can succeed without advertising of some sort, and the better the advertising the greater the success.—Chas. A. Bates.

MEASLES IN ADVERTISING.

The advertiser's individuality is not often expressed in the design brought in by the artist who has "had an idea" and offers to

sell it for so much, says J. A. Richards in Profitable Advertising.

Designs are many these days. There's an epidemic of them. They are not fatal, but a man with the measles isn't worth much for business.

And an advertisement which is all broken out with an artistic design isn't very valuable for business purposes, either.

And when a lot of these sick-looking advertisements are grouped together in a magazine, why, the entire mass is speckled, spotted, ineffective.

But the advertiser isn't so much to blame for this epidemic as the artists and writers themselves, who have the disease chronically, and who run around and spread it among the unsuspecting.

The average advertiser is so constantly and almost abnormally looking for something to attract that when a man with a design comes along he doesn't see the measliness of it, and before he knows it he's caught the disease.

And this is the way it comes about. The design is attractive as it comes from the artist's hand.

It's more attractive when reproduced in quarter-page magazine size, as it stands all alone, an artist's proof, with a lot of white space all about it.

The next time you see it you know it's a case of measles ward of the magazine.

That is to say, there are scores more of such designs all around it, and instead of being good advertising it's good measles, that is, it's out all right.

You see, it isn't the single case of measles that disturbs the peace of the community, but the epidemic.

So it isn't the single design that offends in the advertising world; it's the multiplicity of such things which renders flat and ineffective the effort of the many.

We have been accustomed to hear of the great variety of talent displayed in the advertising section of the magazines, and it is true enough.

And yet, these epidemics do sweep over the community and paralyze for a time the effectiveness of the expenditure.

Perhaps there's nothing to be done but let the epidemic run its course, and perhaps, if it isn't measles, it's whooping cough or some other malady which simultaneously attacks the advertising community.

We certainly cannot quarantine the advertiser so afflicted. What then?

In the first place, if we were victims let's look at ourselves in the glass when the design disease is on us, and see how like the mischief and how unlike ourselves we look.

And then—

Well, we'll get over it.

If we haven't had the prevailing malady and don't want it, how shall we protect ourselves?

Why let's quarantine ourselves.

Let's not be affected by the prevailing craze for certain styles of advertising copy, but think deeply and clearly.

Write simply and concisely.

Illustrate appropriately.

And so we shall advertise in a healthy manner.

And yet, after all, it isn't every design that is measly.

PORTLAND CEMENTS

Best German, Belgian and English Brands.

Fire Bricks, Fire Clay,
Blue Linings,
Drain Pipes,
Calcined Plaster,
Granite Hard Wall Plaster,
Wheelbarrows,
Mortar Stains.

A full stock of Builders' and Contractors' Supplies. Write for Quotations.

W. McNally & Co.,
MONTREAL.

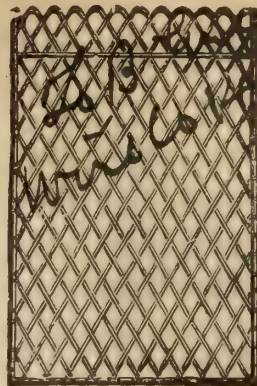
DAVID PHILIP

MANUFACTURERS' AGENT

362½ Main St., - WINNIPEG.

Correspondence invited from manufacturers of Staple or Heavy Hardware, Iron or Steel Bolts and Nuts, etc., either by carrying stock in Winnipeg or by selling direct from factory.

GOOD REFERENCES.



Wire Guards

FOR

Store Fronts
Factory and Mill Windows
Basement Windows

THE B. GREENING WIRE CO., LIMITED
HAMILTON, ONT., AND MONTREAL, QUE.



The New Century Drum.

NEWEST, neatest and best heating drum on the market. Can be used on back of stove, in hall, or in an upper room. Owing to its construction, the heat is forced all around next to outer cylinder, between two cylinders, making it a very powerful heater—a saving of about one-quarter to one-half of fuel—occupying a space of only about 11x27 inches, still having a radiating surface of about 1,000 square inches. Both ends being oval and being made out of polished steel, ready to set up, it makes a very handsome appearance, suitable for any drawing-room. Prices right to Jobbers and Dealers. Write the manufacturers.

THE COLLINS MFG. CO.,

34 Adelaide Street West

TORONTO

The Robin Hood Powder Company

If you want the best Trap or Game load in the world, buy "Robin Hood Smokeless," in "Robin Hood" Shells. It is quick, safe, and reliable. Try it for pattern and penetration from forty to seventy yards against any powder on the market. We make the powder, we make the shells, and we load them. Write for our booklet, "Powder Facts."

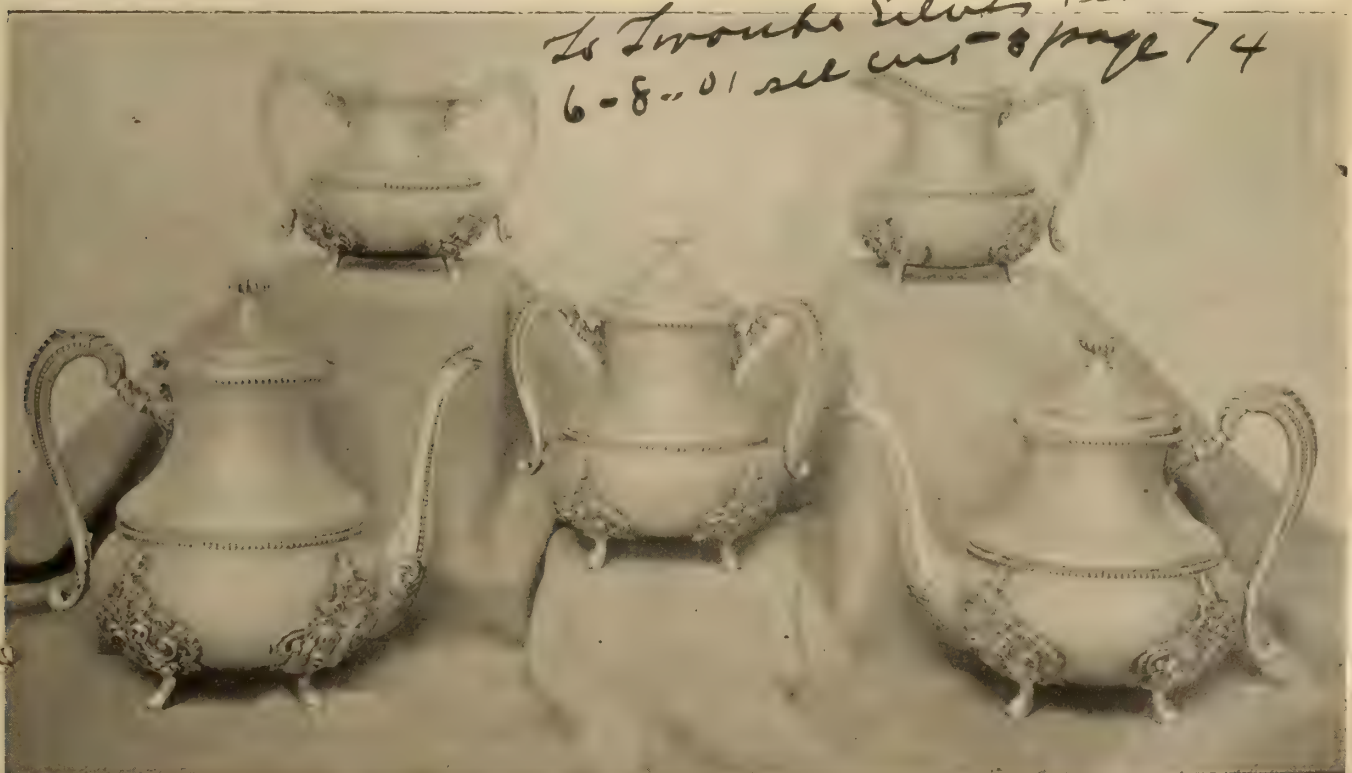
The Robin Hood Powder Company

SWANTON, VT.

"NOT IN THE TRUST OR MEMBERS OF ANY SILVERWARE ASSOCIATION OR COMBINE."

THE TORONTO SILVER PLATE CO., Limited,

Silversmiths and Manufacturers of Electro Silver Plate.



No. 509—5-Piece E. P. Tea Set. Special net price quoted on application.

Factories and Salesrooms, King St. West, Toronto, Canada.

E. G. Gooderham, Managing-Director.

SHORT METHODS IN FIGURES.

BY C. G. AMBLER.

SO many articles of hardware are sold at list and discount that it is desirable to use short methods as much as possible in reckoning the net cost and selling price.

DISCOUNTS.

Every hardwareman knows that the net figures are found quicker by multiplying the list by the net cost per cent. than by subtracting the amount discounted from the list. For example, if we have 60 and 10 per cent., instead of finding 60 per cent. of the list and subtracting that from the list, then deducting 10 per cent. of the remainder, we would say that a discount of 60 per cent. leaves 40 per cent. of the list, and 10 per cent. more discount reduces it to 36 per cent., which is the net cost per cent.

Thus, if we have files listed at \$13.50 per dozen, the net price at the above discount will be 36 per cent. of \$13.50, or \$4.86. Another kind, at \$14.75 list, would net \$5.31. This method is especially helpful in case it is necessary to reckon the prices of a number of articles at the same discount, but listed differently, as when making price-lists or marking goods from the invoice. It is of still greater convenience as a preliminary step in getting the net price of a single article.

DETERMINING THE NET OF A SINGLE ARTICLE.

The net price of a single article listed by the dozen may be found by multiplying the list by one-twelfth of the cost per cent. for a dozen. If it is required to know the net price of one file at \$13.50 per dozen, less 60 and 10, having found that the net cost per dozen is 36 per cent. of the list, it follows that one will be off-twelfth as much, or 3 per cent. of the list, which is 41 cents, taking the nearest whole number, as customary where fractions are small. At 10 and 15 per cent. the result is for a dozen 51 per cent. of the list, or \$6.89; a single article 41.4 per cent., or 58 cents.

Sometimes the net per cent. single cost will be readily converted into a more convenient common fraction. Thus at 10 per cent. discount, the net cost per cent. being 71-2, and as the ratio to the number of dimes to the list price is ten times as great, the equivalent will be 75 per cent., or, expressed in a common fraction, three-fourths of the number of dimes per dozen list. This is the same in effect as taking three-fourths of the list and cutting off the right hand figure, but involves less figures. At \$13.50 list the result would therefore be three-fourths of 135, which is \$1.01. Using the same list in each of the following examples, we find in like manner that with 20 per cent. discount, the net per cent. single cost being 62-3, the result in cents is 66 2-3 per cent., or two-thirds of 135, which is 90 cents.

SOME EXAMPLES.

- At 25 p.c. discount it is $6\frac{1}{4}$ p.c. of list, or $\frac{5}{8}$ of 135, which is 85
 At 40 p.c. discount it is 5 p.c. of list, or $\frac{1}{2}$ of 135, which is 68.
 At 50 and 10 p.c. discount it is $3\frac{3}{4}$ p.c. of list, or $\frac{3}{8}$ of 135, which is 51.
 At 60 p.c. discount it is $3\frac{1}{2}$ p.c. of list, or $\frac{1}{3}$ of 135, which is 45.
 At 70 p.c. discount it is $2\frac{1}{2}$ p.c. of list, or $\frac{1}{4}$ of 135, which is 34.
 At 85 p.c. discount it is $1\frac{1}{2}$ p.c. of list, or $\frac{1}{6}$ of 135, which is 17.

It will be seen that the same common fractions are obtained more quickly by dividing the single cost per cent. by ten. I have introduced the percentage by dimes as an explanation of the principle.

COMBINATION DISCOUNTS.

There are a number of combination discounts which are equivalent to the above and, therefore, will work out the same results. For example, 40 per cent. equals 25 and 20, or 20 and 16 2-3 and 10, or 33 1-3 and 10. They will be recognized as they are used, and a complete list of them will be found in "Ladd's Discount Book." By the use of the above method one can, after a little practice, give the net single price almost instantly upon knowing the list and discount, and usually without the aid of a pencil.

WHERE REPETITIONS OCCUR.

Again, when there occurs in the discount a repetition, as, for example of several tens, it is not necessary to make a complete calculation for each, but by either finding the net cost per cent., or, as in some cases it may be more convenient, having found the first amount to be deducted, each succeeding amount will decrease regularly by the rate per cent. last used. Subtract the sum of the amounts thus found, counting as a cent each fraction exceeding 1-2 cent. Given \$4.58, less three 10's and 5 per cent., we have, first subtraction, 46 cents; second, 10 per cent. less, or 41 cents; third, 37 cents; fourth, (one-half of 37, less 10 per cent.), 17; total, \$1.11, which, being deducted from \$4.58, leaves \$3.17. Another example: \$18.63, less 25 and three 10's, gives, first, \$1.66; second (\$1.86, less 25 per cent.),

\$1.10; third, \$1.26; fourth, \$1.14; total, \$8.16; remainder, \$12.17.

SURFACE MEASURE.

Customers, especially the ladies, when given a price per square foot, frequently ask the price per yard of wire cloth. The answer, which may be given readily, will be, for every cent per square foot one-fourth as many cents as there are inches in width, because each inch of width gives one-fourth of a square foot to the yard of length. Thus, 30-inch wire cloth at 3 cents per square foot would be three-fourths of 30, or 22 1-2 cents per linear or running yard. Of course, in reckoning the value of your sale, some fractions of the yard are not convenient. In such cases find the surface measure, but not as some clerks do, by the long and tedious process of finding the number of square inches and reducing that to feet. The use of duodecimals is much shorter. Clerks who have not learned that method will be well repaid if they spend the little time required in learning it.—Iron Age.

HONESTY AND SAGACITY.

A great broker once told his son that only two things were necessary to make a great financier.

"And what are those, papa?" the son asked.

"Honesty and sagacity."

"And what do you consider the mark of honesty to be?"

"Always to keep your word."

"And the mark of sagacity?"

"Never to give your word."

American Sheet Steel Company

Battery Park Building
New York

Manufacturers of all varieties of
Iron and Steel Sheets
Black and Galvanized
Plain and Painted
Flat, Corrugated and
"V" Crimped

Apollo Best Bloom Galvanized
W. Dewees Wood Company's
Patent Planished Iron
W. Dewees Wood Company's
Refined Smooth Sheets
Wellsville Polished Steel Sheets

Representatives for Canada
B. & S. H. Thompson & Company
26 St. Sulpice Street
Montreal

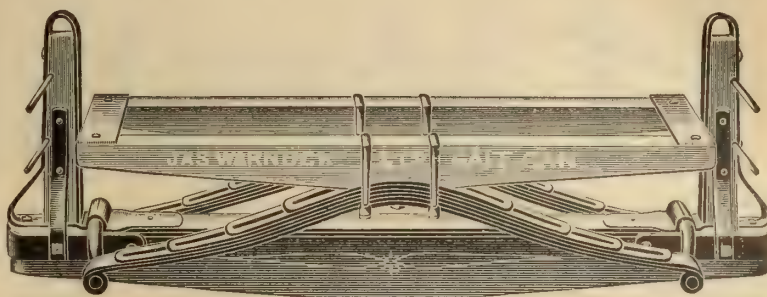
"MIDLAND" BRAND

Foundry Pig Iron.

Made from carefully selected Lake Superior Ores, with Connellsville Coke as fuel, "Midland" will rival in quality and grading the very best of the imported brands.

Write for Prices to Sales Agents:

Drummond, McCall & Co.
or to **MONTREAL, QUE.**
Canada Iron Furnace Co.
MIDLAND, ONT. Limited



James Warnock & Co. = Galt, Ont.

CURRENT MARKET QUOTATIONS

August 2, 1901.

These prices are for such quantities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate.

METALS.

Tin.

Lamb and Flag and Straits—
56 and 28 lb. ingots, per lb. 0 31½ 0 32

Tinplates.

Charcoal Plates—Bright
M.L.S., equal to Bradley. Per box

I.C., usual sizes..... \$6 75
I.X., " "..... 8 25
I.X.X., " "..... 9 75

Famous—
I.C., " "..... 6 75
I.X., " "..... 8 25
I.X.X., " "..... 9 75

Raven & Vulture Grades—
I.C., usual sizes..... 4 75
I.X., " "..... 5 75
I.X.X., " "..... 6 75
I.X.X.X., " "..... 7 75
D.C., 12½x17..... 4 25
D.X., " "..... 5 00
D.X.X., " "..... 5 75

Coke Plates—Bright
Bessemer Steel—
I.C., usual sizes..... 4 25
I.C., special sizes, base..... 4 50
20 x 28..... 9 00

Charcoal Plates—Terne
Dean or J. G. Grade—
I.C., 20x28, 112 sheets..... 9 00
I.X., Terne Tin..... 11 00
I.X.X., Charcoal Tin Boiler Plates.....

Cookley Grade—
X X., 14x56, 50 sheet bxs } Per lb.
" 14x60, " " } 0 06½
" 14x65, " " }

Tinned Sheets
72x30 up to 24 gauge..... 0 07½
" 26 " "..... 0 08
" 28 " "..... 0 08½

Iron and Steel.
Common Bar, per 100 lbs..... 1 85
Refined " "..... 2 35
Horse Shoe Iron " "..... 2 35
Hoop steel, 1½ to 3 in. base,
extras for smaller sizes..... 3 11
Sleigh Shoe Steel " base..... 2 10
Tire Steel..... 2 30 2 50
Reeled Machinery..... 3 00
Toe Calk Steel..... 2 85 3 00
T. Firth & Co's tool steel, per lb 0 12½ 0 13
Jessop's tool steel..... 0 12½ 0 13
Morton's tool steel..... 0 12½ 0 13
Black Diamond and "E.C."
tool steel..... 0 10 0 11
Drill Steel, per lb..... 0 18 0 10

Boiler Tubes.
1½ inch..... 0 12½
2 " "..... 0 13
2½ " "..... 0 15
3 " "..... 0 16
3½ " "..... 0 20
4 " "..... 0 25

Steel Boiler Plate.
¼ inch..... 2 50 2 60
3-16 inch..... 2 60 2 70
½ inch and thick "..... 2 50 2 60

Black Sheets
18 gauge..... 2 85 3 00
20 " "..... 2 85 3 00
22 to 24 " "..... 2 95 3 25
26 " "..... 3 05 3 50
28 " "..... 3 15

Canada Plates.

All dull, 52 sheets..... 2 90
Half polished..... 3 00
All bright..... 3 10

Black pipe—
Iron Pipe.
¼ inch..... 4 65
½ " "..... 3 40
¾ " "..... 3 45
1 " "..... 3 70
1½ " "..... 3 85
2 " "..... 5 40
2½ " "..... 7 70
3 " "..... 9 10
3½ " "..... 12 50
4 " "..... 22 75
5 " "..... 30 0
6 " "..... 37 50
7 " "..... 42 75
8 " "..... 51 50
9 " "..... 57 50
10 " "..... 74 50

Galvanized pipe—
¾ inch..... 5 15
1 " "..... 5 50
1½ " "..... 7 95
2 " "..... 10 80
2½ " "..... 12 95
3 " "..... 17 35

Galvanized Sheets.
G.C. Comet. Amer. Queen's
Head.
16 gauge..... 4 00 3 85 4 00 3 75
18 to 24 gauge..... 4 25 4 10 4 25 4 00
26 " "..... 4 50 4 35 4 40 4 25
28 " "..... 4 50 4 35 4 40 4 50

Case lots 10 to 15c. less.
28 gauge American equals 26 gauge English.

Chain.
Proof Coil, 3-16 in., per 100 lb.....
" ¼ " "..... 8 90 8 50
" 5-16 " "..... 4 70 5 00
" ¾ " "..... 4 05 4 70
" 7-16 " "..... 3 90 4 75
" 1 " "..... 3 40 4 10
" 1½ " "..... 3 65 4 15
" 2 " "..... 3 25 3 90
" 2½ " "..... 3 10 4 10

Halter, kennel and post chains, 40 to 40 and
5 p.c.
Cow ties..... 40 p.c.
Tie-out chains..... 65 p.c.
Stall fixtures..... 35 p.c.
Trace chain..... 45 p.c.
Jack chain, iron, single and double, dis-
count 35 p.c.
Jack chain, brass, single and double, dis-
count 40 p.c.

Copper.
Ingot
English B. S., ton lots..... 0 17½
Lake Superior..... 0
Basis.
Cut lengths round, ½ to ¾ in. 0 23 0 25
" round and square
1 to 2 inches..... 0 23 0 25

Sheet.
Plain, 14 oz., and light, 18
oz., 14x48 and 14x60..... 0 24 0 14½
Plain, 14 oz., and light, 16
oz., irregular sizes..... 0 24½ 0 25
Tinned copper sheets..... 0 26
Planished..... 0 32
Braziers (In sheets.)
4x6ft. 25 to 30 lbs. ea., per lb. 0 25
" 35 to 45 " "..... 0 24
" 50-lb. and above, "..... 0 23

Boiler and T. K. Pitts
Plain Tinned, per lb..... 0 28
Spun, per lb..... 0 32

Brass.
Rod and Sheet, 14 to 30 gauge 10 per cent.
Sheets, hard-rolled, 2x4..... 0 23
Tubing, base, per t..... 0 23

Zinc Spelter
Foreign, per lb..... 0 05½ 0 06
Domestic ".....

Zinc Sheet.

5 cwt. casks..... 00 6¼
Part casks..... 00 6¾

Lead.

Imported Pig, per lb..... 0 04½ 0 04½
Bar, 1 lb..... 0 05½ 0 05½
Sheets, 2½ lbs. sq. ft., by..... 0 06½ 0 06½
Sheet, 3 to 6 lbs., "..... 0 06

NOTE.—Cut sheets ½ cent per lb. extra.
Pipe, by the roll, usual weights per yard, lists
at 7c. per lb. and 30 p.c. dis. f.o.b. Toronto.

NOTE.—Cut lengths, net price, waste pipe
8-ft. lengths lists at 7½ cents.

Shot.

Common, \$6.50 per 100 lb.; chilled, \$7.00
per 100 lb.; buck, seal and ball, \$7.50. Dis-
count, 17½ p.c. Prices are f.o.b. Toronto,
Hamilton, Montreal, St. John and Halifax.

Terms 3 per cent. cash, freights equalized.

Soil Pipe and Fittings.

Discount, 60 and 10 per cent. on medium and
extra heavy, and 60 per cent. on light.

Solder.

Bar half-and-half, guarant'd..... 0 19½
Bar half-and-half, commer'l..... 0 19
Refined..... 0 18½
Wiping..... 0 18

NOTE.—Prices of this graded according to
quantity. The prices of other qualities of
solder in the market indicated by private
brands vary according to composition.

Antimony.

Cookson's, per lb..... 0 10½ 0 11

White Lead.

Pure..... 6 37
No. 1 do..... 6 00
No. 2 do..... 5 82½
No. 3 do..... 5 55
No. 4 do..... 4 87½
Munro's Select Flake White..... 7 37½
Elephant and Decorators' Pure..... 7 12½
Brandram's B. B. Genueine..... 7 50
" Decorative..... 7 00
" No. 1..... 6 50
" No. 2..... 5 75

Red Lead.

Genuine, 560 lb. casks, per cwt..... \$5 50
Genuine, 100 lb. kegs, per cwt..... 5 75
No. 1, 560 lb. casks, per cwt..... 5 25
No. 1, 100 lb. kegs, per cwt..... 5 00

White Zinc Paint.

Elephant Snow White..... 0 08 0 09
Pure White Zinc..... 0 08 0 19
No. 1..... 0 06 0 07½
No. 2..... 0 05 0 06½

Dry White Lead.

Pure, casks..... 5 75
Pure, kegs..... 6 25
No. 1, casks..... 5 50
No. 1, kegs..... 5 00

Prepared Paints.

In ¼, ½ and 1 gallon tins.
Pure, per gallon..... 1 25
Second quality, per gallon..... 1 10
Barn (in bbls.)..... 0 75
The Sherwin-Williams Paints..... 1 45
Canada Paint Co's Pure..... 1 25
Toronto Lead & Chloride Co's Pure..... 1 25
Sanderson Peary's Pure..... 1 20
Stewart & Wood's Champion Pure..... 1 20

Colors in Oil.

25 lb. tins, Standard Quality.
Venetian Red, per lb..... 0 05
Chrome Yellow..... 0 11
Golden Ochre..... 0 06
French..... 0 05
Marine Black..... 0 09
Green..... 0 09
Chrome..... 0 08
French Imperial Green..... 0 09

Colors, Dry.

Yellow Ochre (J.C.) bbls..... 1 35 1 40
Yellow Ochre J.F.L.S. bbls..... 2 75
Yellow Ochre (Royal)..... 1 10 1 15
Brussels Ochre..... 2 00
Venetian Red (best), per cwt. 1 80 1 90
English Oxides, per cwt..... 3 00 3 25
American Oxides, per cwt. 1 75 2 00
Canadian Oxides, per cwt..... 1 75 2 00
Super Magnetic Oxides, 33p.c. 2 00 2 25
Burnt Sienna, pure, per lb..... 0 10
" Umber, "..... 0 10
" Raw, "..... 0 09
Drop Black, pure..... 0 09
Chrome Yellows, pure..... 0 18
Chrome Greens, pure, per lb. 0 12
Golden Ochre..... 0 03½

Ultramarine Blue in 28-lb.
boxes, per lb..... 0 08 0 24
Fire Proof Mineral, per 100 lb 1 00
Genuine Eng. Litharge, per lb 0 07
Mortar Color, per 100 lb..... 1 25
English Vermillion..... 0 80
Pure Indian Red, No. 45 lb. 0 80
Whiting, per 100 lb..... 0 55

Blue Stone.

Casks, for spraying, per b..... 0 07
100-lb. lots, do, per lb..... 0 08

Putty.

Bulk in bbls..... 1 90
Bulk in less quantity..... 2 05
Bladders in bbls..... 2 10
Bladders in kegs, boxes or loose... 2 25
Bladders in 25-lb. tins..... 2 35
Bladders in 12½-lb. tins..... 2 65
Bladders in bu k or tins less than 100 lb 2 90

Varnishes.

In 5-gal. lots.) Per gal.
Carriage, No. 1..... 2 90 3 30
" body..... 8 00 9 00
" rubbing..... 4 00 5 00
Gold Size, Japan..... 3 00 3 40
Brown Japan..... 2 40 2 80
Elastic Oak..... 2 90 3 30
Furniture, extra..... 2 40 2 80
" No. 1..... 1 60 2 00
Hard Oil Finish..... 2 70 3 10
Light Oil Finish..... 3 20 3 60
Demar..... 3 31 3 70
Shellac, white..... 4 40 4 80
" orange..... 4 00 4 40
Furniture Brown Japan..... 1 60 2 00
Black Japan..... 2 40 2 80
" No. 1..... 1 60 2 00

The Imperial Varnish & Color Co's.,
Limited Elastilite Varnish 1 gal. can, each.
\$3.00.

Granite Floor Finish per gal., \$2.75.
Maple Leaf Coach Enamels; Size 1, \$1 20;
Size 2, 70c.; Size 3, 40c. each.

Castor Oil.

East India, in cases, per lb..... 0 10 0 10½
" " small lots..... 0 10½ 0 11

Cod Oil, Etc.

Cod Oil per gal..... 0 50 0 55
Pure Olive..... 1 20
" Neatsfoot..... 90

Glue.

Common..... 0 08½ 0 09
French Medal..... 0 14 0 14½
Cabinet sheet..... 0 12 0 13
White, extra..... 0 18 0 20
Gelatine..... 0 22 0 30
Strip..... 0 18 0 20
Coopers..... 0 19 0 20
Hutner..... 0 18

THOS. GOLDSWORTHY & SONS

MANCHESTER, ENGLAND.

EMERY

Cloth
Corn
Flour

We carry all numbers of Corn and Flour Emery in 10-pound packages, from 8 to 140, in stock. Emery Cloth, Nos. OO., O., F., FF., 1 to 3.

JAMES HUTTON & CO., Wholesale Agents for Canada, **Montreal.**

HARDWARE.

Ammunition.

Cartridges.
R. B. Cap. Dom. 50 and 5 per cent.
Rim Fire Pistol, dis. 40 p. c., Amer.
Rim Fire Cartridges, Dom., 50 and 5 p. c.
Central Fire Pistol and Rifle, 10 p. c. Amer.
Central Fire Cartridges, pistol sizes, Dom.
30 per cent.
Central Fire Cartridges, Sporting and Military, Dom., 15 and 5 per cent.
Central Fire, Military and Sporting, Amer.
add 5 p. c. to list. B. B. Caps, discount 40 per cent. Amer.
Loaded and empty Shells, "Trap" and "Dominion" grades, 25 per cent. Rival and Nitro, 10 p. c. advance on list.
Brass Shot Shells, 55 per cent.
Primers, Dom., 30 per cent.

Wads.

Best thick white felt wadding, in ¾-lb bags, 1 00
Best thick brown or grey felt wads, in ½-lb. bags, 70
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges, 0 99
Best thick white card wads, in boxes of 500 each, 10 gauge, 0 35
Best thick white card wads, in boxes of 500 each, 8 gauge, 0 55
Thin card wads, in boxes of 1,000 each, 12 and smaller gauges, 0 20
Thin card wads, in boxes of 1,000 each, 10 gauge, 0 25
Thin card wads in boxes of 1,000 each, 8 gauge, 0 25
Chemically prepared black edge grey cloth wads, in boxes of 250 each—
11 and smaller gauge, 0 60
9 and 10 gauges, 0 70
7 and 8 gauges, 0 90
5 and 6 gauges, 1 10
Superior chemically prepared pink edge, best white cloth wads, in boxes of 250 each—
11 and smaller gauge, 1 15
9 and 10 gauges, 1 40
7 and 8 gauges, 1 65
5 and 6 gauges, 1 90

Adzes.

Discount, 20 per cent.
Anvils.
Wright's, 80-lb. and over, 0 10 3/4
Hay Budden, 80-lb. and over, 0 09 1/4
Brook's, 0 11 1/4

Augers.

Gilmour's, discount 65 and 5 p. c. off list.

Axes.

Chopping Axes
Single bit, per doz. 5 50 10 00
Double bit, " 11 00 18 00
Bench Axes, 40 p. c.
Broad Axes, 33 1/2 per cent. 5 50 6 00
Hunters' Axes, 5 75 6 75
Boy's Axes, 6 50 12 00
Splitting Axes, 7 00 10 00
Handled Axes, 7 00 10 00

Axle Grease.

Ordinary, per gross, 5 75 6 00
Best quality, " 13 00 15 00

Bath Tubs.

Zinc, 6 00
Copper, discount 15 p. c. off revised list

Baths.

Standard Enameled.
5 1/2-inch rolled rim, 1st quality, 25 00
" 2nd " 21 00

Anti-Friction Metal.

"Tandem" A, per lb. 0 27
" B, " 0 21
" C, " 0 11 1/2
Magnolia Anti-Friction Metal, per lb. 0 25
Frictionless metal, per lb. 0 23
SYRACUSE SMELTING WORKS.
Aluminum, genuine, 0 45
Dynamo, 0 29
Special, 0 25
Aluminum, 99 p. c. pure "Syracuse", 0 50

Bells.

Hand.
Brass, 60 per cent.
Nickel, 55 per cent.

Cow.

American make, discount 68 1/2 per cent.
Canadian, discount 45 and 50 per cent.

Door.

Gongs, Sargent's, 5 50 8 00
" Peterboro', discount 45 per cent.
Farm.
American, each, 1 25 3 00
House.
American, per lb., 0 35 0 40

Bellows.

Hand, per doz., 3 35 4 75
Moulders', per doz., 7 50 10 00
Blacksmiths', discount 40 per cent.

Beltng.

Extra, 60, 10 and 5 per cent.
Standard, 70 per cent.
No. 1, 70 and 10 p. c.

Bits.

Auger.
Gilmour's, discount 60 and 5 per cent.
Rockford, 50 and 10 per cent.
Jennings' Gen., net list.

Car.

Gilmour's, 47 1/2 to 50 per cent.
Expansive.
Clark's, 40 per cent.

Gimlet.

Clark's, per doz., 0 65 0 90
Diamond, Shell, per doz., 1 00 1 50
Nail and Spike, per gross, 2 25 5 20

Blind and Bed Staples.

All sizes, per lb., 0 07 1/4 0 12

Bolts and Nuts.

Carriage Bolts, full square, Norway, 65
" full square, 65
Common Carriage Bolts, all sizes, 60
Machine Bolts, all sizes, 70
Coach Screws, 72 1/2
Sleigh Shoe Bolts, 60
Blank Bolts, 62 1/2
Bolt Ends, 60
Plough Bolts, 60
Nuts, square, 4 c. off
Nuts, hexagon, 4 1/4 c. off
Tire Bolts, 67 1/2
Stove Bolts, 67 1/2
Stove rods, per lb., 5 1/2 to 60.
Nuts, in 5 lb. lots, 1/4 c. per lb. extra in less than 5 lb. lots, 1/4 c. extra.

Boot Calks.

Small and medium, ball, per M., 4 25
Small heel, per M., 4 50

Bright Wire Goods.

Discount, 6 1/2 per cent.

Broilers.

Light, dis., 65 to 67 1/2 per cent.
Reversible, dis., 65 to 67 1/2 per cent.
Vegetable, per doz., dis. 37 1/2 per cent.
Henis, No. 8, 6 00
Henis, No. 9, 7 00
Queen City, 7 50 0 00

Butchers' Cleavers.

German, per doz., 6 00 11 00
American, per doz., 12 00 20 00

Building Paper, Etc.

Plain building, per roll, 0 30
Tarred roofing, per roll, 1 40
Tarred roofing, per 100 lb., 1 65
Coal Tar, per barrel, 3 50
Pitch, per 100-lb., 0 85
Carpet felt, per ton, 45 10

Bull Rings.

Copper, \$2.00 for 2 1/2 in. and \$1.90 for 2 in.

Batts.

Wrought Brass, net revised list
Cast Iron.
Loose Pin, dis., 60 per cent.
Wrought Steel.
Fast Joint, dis. 65, 10 and 2 1/2 per cent.
Loose Pin, dis. 65, 10 and 2 1/2 per cent.
Berlin Bronzed, dis. 70, 70 and 5 per cent.
Gen. Bronzed, per pair, 0 40 0 65

Carpet Stretchers.

American, per doz., 1 00 1 50
Bullard's, per doz., 6 50

Castors.

Bed, new list, dis. 55 to 57 1/2 per cent.
Plate, dis. 52 1/2 to 57 1/2 per cent.

Cattle Leaders.

Nos. 31 and 32, per gross, 50 9 50

Cement.

Canadian Portland, 2 50 2 80
English, 3 00
Belgian, 2 50 2 75
Canadian hydraulic, 1 25 1 50

Chalk.

Carpenters Colored, per gross, 0 45 0 75
White lump, per cwt., 0 60 0 65
Red, 0 05 0 06
Crayon, per gross, 0 14 0 18

Chisels.

Socket, Framing and Firmer.
Broad's, dis. 70 per cent.
Warnock's, dis. 70 per cent.
P. S. & W. Extra 60, 10 and 5 p. c.

Churns.

Revolving Churns, metal frames—No. 0, \$8—No. 1, \$8.50—No. 2, \$9.00—No. 3, \$10.00—No. 4, \$12.00—No. 5, \$16.00 each. Ditto, wood frames—20 c. each less than above. Discounts: Delivered from factories, 58 p. c.; from stock in Montreal, 56 p. c. Terms, 4 months or 3 p. c. cash in 30 days.

Closets.

Plain Ontario Syphon Jet, \$16 00
Emb. Ontario Syphon Jet, 17 00
Fittings net, 1 00
Plain Teutonic Syphon Washout, 10 00
Emb. Teutonic Syphon Washout, 11 00
Fittings net, 1 25
Low Down Teutonic, plain, 16 00
" embossed, 17 00
Plain Richelieu net, 3 75
Emb. Richelieu net, 4 00
Fittings net, 1 25
Low Down Ont. Sy. Jet, plain net, 19 50
" emb'd net, 20 50
Closet connection net, 1 25
Basins, round, 14 in., 1 00
" oval, 17 x 14 in., 2 50
" 19 x 15 in., 3 75
Discount 40 p. c., except on net figures.

Compasses, Dividers, Etc.

American, dis. 62 1/2 to 65 per cent.

Cradles, Grain.

Canadian, dis. 25 to 33 1/2 per cent.

Crosscut Saw Handles.

S. & D., No. 3, per pair, 17 1/2
" 5, " 22 1/2
" 6, " 15
Boynton pattern, " 20

Door Springs.

Torrey's Rod, per doz., (15 p. c.) 2 00
Coil, per doz., 0 88 1 60
English, per doz., 2 00 4 00

Draw Knives.

Coach and Wagon, dis. 50 and 10 per cent.
Carpenters, dis. 70 per cent.

Drills.

Hand and Breast.
Millar's Falls, per doz., net list.
Morse, dis., 37 1/2 to 40 per cent.
Standard dis. 50 and 5 to 55 per cent.

Faucets.

Common, cork-lined, dis. 35 per cent.
ELBOWS. (Stovepipe).
No. 1, per doz., 1 40
No. 2, per doz., 1 20
Bright, 20 c. per doz. extra.

ESCUTCHEONS.

Discount, 45 per cent.

ESCUTCHEON PINS.

Iron, discount 40 per cent.

FACTORY MILK CANS.

Discount off revised list, 40 per cent.

FILES AND RASPS.

Great Western, 75 and 5 per cent.
Disston, 70 " 10 "
Arcade, 75 " 5 "
Kearney & Foot, 70 " 10 "
American, 75 " 5 "
McClellan, 70 " 5 "
Eagle, 70 " 10 "
Nicholson, 70 " 10 "
Royal, 60 " 10 "

Heller & Keystone 80 p. c. and 80 and 10 p. c.
Black Diamond, 60 to 60 and 10 per cent.
Jowitt's, English list, 25 to 27 1/2 per cent.

FORKS.

Hay, manure, etc., dis., 50 and 10 per cent.
revised list.

GLASS—Window—Box Price.

Size United	Per Star	Per D. Diamond
Inches	50 ft.	100 ft.
Under 26.....	2 15	4 15
26 to 40.....	2 30	4 45
41 to 50.....	4 85	5 15
51 to 60.....	5 15	5 50
61 to 70.....	5 50	6 00
71 to 80.....	6 00	6 50
81 to 85.....	6 50	7 50
86 to 90.....	7 50	8 50
91 to 95.....	8 50	10 50
96 to 100.....	10 50	12 00

GAUGES

Marking, Mortise, Etc.
Stanley's dis. 50 to 55 per cent.
Wire Gauges.
Winn's, Nos. 26 to 33, each, 1 65 2 40

HALTERS.

Rope, 3/4 per gross, 9 00
" 1/2 to 3/4, 14 00
Leather, 1 in., per doz., 3 87 1/2 4 00
" 1 1/4 in., 5 15 5 20
Web, — per doz., 1 87 2 45

HAMMERS.

Nail
Maydole's, dis. 5 to 10 per cent. Can. dis.
25 to 27 1/2 per cent.

Tack.

Magnetic, per doz., 1 10 1 20
Canadian, per lb., 0 07 1/2 0 08 1/2

Ball Pean.

English and Can., per lb., 0 22 0 25

HANDLES.

Axe, per doz., net, 1 50 2 00
Store door, per doz., 1 00 1 50

Fork.

C. & B., dis. 40 per cent. rev. list.
Hoe.
C. & B., dis. 40 per cent. rev. list.

Saw.

American, per doz., 1 00 1 25
Plane.
American, per gross, 3 15 3 75
Canadian, 40 per cent.

Cross-Cut Saws.

Canadian, per pair, 0 13 1/2 0 13 1/2
HANGERS, doz. pairs.
Steel barn door, 5 85 6 00
Stearns, 4 inch, 5 00
" 5 inch, 6 50

Lane's covered—

No. 11, 5-ft. run, 8 40
No. 11 1/2, 10-ft. run, 10 80
No. 12, 10-ft. run, 12 60
No. 14, 15-ft. run, 21 00
Lane's O.N.T. track, per foot, 4 1/2

HARVEST TOOLS.

Discount, 50 and 10 per cent.

HATCHETS.

Canadian, dis. 40 to 42 1/2 per cent.

HINGES.

Blind, Parker's, dis. 50 and 10 to 60 per cent.
Heavy T and strap, 4-in., per lb., 0 06 1/2
" 5-in., " 0 06 1/2
" 6-in., " 0 06 1/2
" 8-in., " 0 05
" 10-in., " 0 05 1/2

Light T and strap, dis. 65 and 5 per cent.
Screw hook and hinge.
6 to 10 in., per 100 lbs., 3 90
12 in. up, per 100 lbs., 3 00
Per gro. pairs, 12 00

HOES.

Garden, Mortar, etc., dis. 50 and 10 p. c.
Planter, per doz., 4 00 4 50

HOLLOW WARE.

Discount, 45 and 5 per cent.

Cast Iron.

Bird Cage, per doz., 0 50 1 10
Clothes Line, per doz., 0 27 0 63
Harness, per doz., 0 72 0 88
Hat and Coat, per gross, 1 00 3 00
Chandelier, per doz., 0 50 1 00

Wrought Iron.

Wrought Hooks and Staples, Can., dis.
4 1/2 per cent.

Wire.

Hat and Coat, discount 45 per cent.
Belt, per 1,000, 0 60
Screw, bright, dis. 55 per cent.

Use Syracuse Babbitt Metal

IT IS THE
BEST MADE.



For
Paper and Pulp
Mills, Saw and
Wood Working
Machinery, Cotton
and Silk Mills,
Dynamoes, Marine
Engines, and all
kinds of
Machinery
Bearings.

Wire, Triangular and Bar Solder, Pig Tin, Lead, Ingot Copper, Ingot Brass, Antimony, Aluminum, Bismuth, Zinc Spelter,
Phosphor Tin, Phosphor Bronze, Nickle, etc., always in stock.

Factories: { 332 William St., MONTREAL, QUE.
and SYRACUSE, N.Y.

Syracuse Smelting Works

HORSE NAILS.
"C" brand 50 and 7 1/2 p.c. off new list } Oval-
"M" brand 50, 10 and 5 per cent. } head
Countersunk 60 per cent.

HORSESHOES

F.O.B. Montreal.
No. 2 No. 1.
and and
larger smaller.
Light, medium, and heavy. 3 50 3 75
Snow shoes. 3 75 4 00
Steel Shoes. 3 60 3 85
Light. 4 85 4 85
Featherweight (all sizes). 4 85 4 85
F.O.B. Toronto, Hamilton, London and
Guelph, 10c. per keg additional.
Toe weight steel shoes. 6 70

JAPANNED WARE.
Discount, 45 and 5 p.c. off list, June 1899
ICE PICKS.
Star per doz. 3 00 3 25
KETTLES.
Brass spun, 7 1/2 p.c. dis. off new list.
Copper, per lb. 0 50
American, 60 and 10 to 65 and 5 p.c.

KEYS.
Lock, Can., dis., 45 p.c.
Cabinet, trunk, and padlock,
Am. per gross. 60
KNOBS.
Door, japanned and N.P., per
doz. 1 50 2 50
Bronze, Berlin, per doz. 2 75 3 25
Bronze Genuine, per doz. 6 00 9 00
Shutter, porcelain, F. & L.
screw, per gross. 1 30 4 00
White door knobs—per doz. 1 25

HAY KNIVES.
Discount, 50 and 10 per cent.
LAMP WICKS.
Discount, 60 per cent.
LANTERNS.
Cold Blast, per doz. 7 00
No. 3 "Wright's" 8 50
Ordinary, with O burner. 4 00
Dashboard, cold blast 9 00
No. 0. 5 75
Japanning, 50c. per doz. extra.

LEMON SQUEEZERS.
Porcelain lined, per doz. 2 20 5 60
Galvanized. 1 87 3 85
King, wood. 2 75 2 90
King, glass. 4 00 4 50
All glass. 1 20 1 30

LINES.
Fish, per gross. 1 05 2 50
Chalk. 1 90 7 40
LOCKS.
Canadian, dis. 45 p.c.
Russel & Erwin, per doz. 3 00 3 25
Cabinet.
Eagle, dis. 30 p.c.
Padlock
English and Am., per doz. 50 6 00
Scandinavian, 1 00 2 40
Eagle, dis. 20 to 25 p.c.
MACHINE SCREWS. Iron and Brass.
Flat head discount 25 p.c.
Round Head discount 20 p.c.

MALLETS.
Tinmiths' per doz. 1 25 1 50
Carpenters', hickory, per doz. 1 25 3 75
Lignum Vitae, per doz. 3 85 5 00
Caulking each. 60 2 00

MATTOCKS.
Canadian, per doz. 5 50 6 50
MEAT CUTTERS.
American, dis. 25 to 30 p.c.
German, 15 per cent.
MILK CAN TRIMMINGS.
Discount, 25 per cent.

NAILS.
Cut. Wire.
2d and 3d. \$3 45 \$3 85
3d. 3 10 3 52
4 and 5d. 2 85 3 35
6 and 7d. 2 75 3 20
8 and 9d. 2 60 3 00
10 and 12d. 2 55 2 95
16 and 20d. 2 50 2 90
Wire nails in cartons are \$2.77 1/2
Galvanizing 2c. per lb. net extra.
Steel Cut Nails 10c. extra.
Miscellaneous wire nails, dis. 70 and 10 p.c.

Coopers' nails, dis. 30 per cent.
Flour barrel nails, dis. 25 per cent.
NAIL PULLERS.
German and American. 1 85 3 50
NAIL SETS.
Square, round, and octagon
per gross. 3 38 4 00
Diamond. 12 00 15 00

NETTING.
Poultry, 55 per cent for McMullen's
OAKUM. Per 100 lb.
Navy. 6 00
U. S. Navy. 7 25

OIL.
Water White (U.S.). 0 16 1/2
Prime White (U.S.). 0 15 1/2
Water White (Can.). 0 15
Prime White (Can.). 0 14

OILERS.
McClary's Model galvan. oil
can, with pump, 5 gal.,
per doz. 10 00
Zinc and tin, dis. 50, 50 and 10.
Copper, per doz. 1 25 3 50
Brass. 1 50 3 50
Malleable, dis. 25 per cent.

GALVANIZED PAIRS.
Dufferin pattern pairs, dis. 45 p.c.
Flaring pattern, discount 45 per cent.
Galvanized washtubs, discount 45 per cent.

PIECED WARE.
Discount 40 per cent. off list, June, 1899.
10-qt. flaring sap buckets, dis. 45 p.c.
6, 10 and 14-qt. flaring pails, dis. 45 p.c.
Creamer cans, dis. 45 p.c.

PICKS.
Per doz. 6 00 9 00
PICTURE NAILS.
Porcelain head, per gross. 1 75 3 00
Brass head. 0 40 1 00

PICTURE WIRE.
Tin and gilt, discount 75 p.c.
PLANES.
Wood, bench, Canadian dis. 50 per cent.
American dis. 50.
Wood, fancy Canadian or American 7 1/2
to 40 per cent.

PLANE IRONS.
English, per doz. 2 00 5 00
PLIERS AND NIPPERS.
Button's Genuine per doz pairs, dis. 37 1/2
40 p.c.
Button's Imitation, per doz. 5 00 9 00
German, per doz. 0 60 2 60

PLUMBERS BRASS GOODS.
Compression work, discount, 60 per cent.
Fuller's work, discount 65 per cent.
Rough stops and stop and waste cocks, dis-
count, 60 per cent.
Jenkins disk globe and angle valves, dis-
count, 55 per cent.
Standard valves, discount. 60 per per cent.
Jenkins radiator valves, discount 55 per cent.
" " standard, dis., 60 p.c.
Quick opening valves discount, 60 p.c.
No. 1 compression bath cock. 2 00
No. 4. 2 00
No. 7, Fuller's. 2 50
No 4 1/2. 3 00

POWDER.
Velox Smokeless Shotgun Powder.
100 lb. or less. 0 85
1,000 lb. or more. 0 80
Net 30 days.

PRESSED SPIKES.
Discount 20 to 25 per cent.
PULLEYS.
Hothouse, per doz. 0 55 1 00
Axle. 0 22 0 33
Screw. 0 27 0 00
Awning. 0 35 2 50

PUMPS.
Canadian cistern. 1 80 3 60
Canadian pitcher spout. 1 40 2 10
PUNCHES.
Saddlers', per doz. 1 00 1 85
Conductors', " 9 00 15 00
Tinners' solid, per set. 0 00 0 72
" hollow, per nch. 0 00 1 00

RANGE BOILERS.
Galvanized, 3 gallons. 7 60
" 35 " 8 25
" 40 " 9 50
Copper, 30 " 22 00
" 35 " 26 00
" 40 " 30 00

Discount off Copper Boilers 10 per cent.
RAKES.
Cast steel and malleable, 50, 10 and 5 p.c.
Wood, 25 per cent.

RAZORS.
per doz.
Elliot's. 4 00 18 00
Geo. Butler & Co.'s. 4 00 18 00
Boker's. 7 50 11 00
" King Cutter. 12 50 50 00
Wade & Butcher's. 3 60 10 00
Theile & Quack's. 7 00 12 00

REAPING HOOKS.
Discount, 50 and 10 per cent.
REGISTERS.
Discount, 40 per cent.

RIVETS AND BURRS.
Iron Rivets, black and tinned, discount 60
and 10 per cent.
Iron Burrs, discount 55 per cent.
Extras on Iron Rivets in 1-lb. cartons, 1/2 c.
per lb.
Extras on Iron Rivets in 1/2-lb. cartons, 1 c.
per lb.
Copper Rivets & Burrs, 35 and 5 p.c. dis.
and cartons, 1 c. per lb. extra, net.
Extras on Tinned or Coppered Rivets
1/2-lb. cartons, 1 c. per lb.

RIVET SETS.
Canadian, dis. 35 to 37 1/2 per cent.
ROPE ETC.
Sisal. Manila.
7-16 in. and larger, per lb. 10 13 1/2
3/4 in. 11 14 1/2
1/2 and 5-16 in. 15 1/2
Cotton, 3-16 inch and larger 16
" 5-32 inch. 21
" 1/2 inch. 22 1/2
Russia Deep Sea. 15 1/2
Jute. 15 1/2
Lath Yarn. 9 1/2
New Zealand Rope. 10

RULES.
Boxwood, dis. 75 and 10 p.c.
Ivory, dis. 37 1/2 to 40 p.c.
SAD IRONS. per set.
Mrs. Potts, No. 55, polished. 62 1/2
" No. 50, nickel-plated. 67 1/2
SAND AND EMERY PAPER.
Dominion Flint Paper, 47 1/2 p.c. cent.
E & A. sand, 40 and 5 per cent.
Emery, 40 per cent.
Garret (Rutons'), 5 to 10 p.c. advance on list.

SAP SPOUTS.
Bronzed iron with hooks, per doz. 9 50
SAWS.
Hand Disston's, dis. 12 1/2 p.c.
S. & D., 40 per cent.
Crosscut, Disston's, per ft. 35 0 55
S. & D., dis. 35 p.c. on Nos. 2 and 3.
Hack, complete, each. 0 75 2 75
" frame only. 0 75 2 75

SASH WEIGHTS.
Sectional, per 100 lbs. 2 75 3 00
Solid, 2 00 2 25
SASH CORD.
Per lb. 0 23 0 30
" Lincoln' and Whiting, per doz. 6 60
Hand Sets, No. 1 Woodruff (Morrill) 4 25
X-cut sets, No. 3 Woodruff (Morrill) 9 50

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Standard, 45 p.c.
Champion, 65 p.c.
Spring Balances, 10 p.c.
Fairbanks Standard, 35 p.c.
" Dominion, 55 p.c.
" Richelleu, 55 p.c.
SCREW DRIVERS.
Sargent's per doz. 0 65 1 00
SCREWS.
Wood, F. H., bright and steel, 87 1/2 and 10 p.c.
Wood R. H., " dis. 82 1/2 and 10 p.c.
" F. H., brass, dis. 80 and 10 p.c.

Wood, R. H., " dis. 75 and 10 p.c.
" F. H., bronze, dis. 75 p.c.
" R. H., " 70 p.c.
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Bench, wood, per doz. 3 25 4 00
" iron. 4 25 5 75
Set, Case hardened, 60 per cent.
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Per doz, net. 9 00
SCYTHE SNATHS.
Canadian, dis. 45 p.c.
SHEARS.
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Seymour's, dis. 50 and 10 p.c.

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Canadian, dis. 40 and 5 per cent.
SINKS.
Steel and galvanized, discount 45 per cent.

SNAPS.
Harless, German, dis. 25 p.c.
Lock, Andrews'. 4 50 11 50
SOLDERING IRONS.
1, 1 1/2 lb., per lb. 0 37
2 lb. or over, per lb. 0 34

SQUARES.
Iron, No. 493, per doz. 2 40 2 55
" Mo. 494. 3 25 3 40
Steel, dis. 80, 10 and 5 p.c.
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Plain, dis. 75 and 12 1/2 p.c. off revised list
Retinned, dis., 75 p.c. off revised list.
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Galvanized. 3 50 4 00
" Mo. 494. 3 25 3 75
Coopers', discount 45 per cent.
Poultry netting staples, 40 per cent.

STOCKS AND DIES.
American dis. 25 p.c.
STONE. Per lb.
Washita. 0 28 0 60
Hindustan. 0 06 0 07
" slip. 0 09 0 09
Labrador. 0 13 0 15
Turkey. 0 05 0 10
Arkansas. 0 00 0 50
Water-of-Ayr. 0 00 1 50
Scythe, per gross. 3 50 5 00
Grind. 2 in. 40 to 200 lb. per ton. 25 00
" under 40 lb. 28 00
Grind. under 2 in. thick. 29 00

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7 inch. 7 50
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" (tinned). 80 & 20
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1/2 weights. 60
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In bulk. 30 & 10
In dozens. 75
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" brush, blued & tinned, bulk. 70
" gimp, blued, tinned and
japanned. 75 & 12 1/2

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Copper tacks. 50
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Trunk nails, black. 65 and 5
Trunk nails, tinned. 65 and 10
Clout nails, blued. 65 and 5
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Fine finishing. 40
Lining tacks, in papers. 10

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" " solid heads, in bulk....	75
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" " in bulk	15
Tufting buttons, 22 line, in dozens only	60
Tin capped trunk nails.....	15
Zinc glazier's points.....	5
Double pointed tacks, papers.....90 and 10	
" " bulk	40

TAPE LINES.

English, ass skin, per doz....	2 75	5 00
English, Patent Leather....	5 50	9 75
Chesterman's each.....	0 90	2 85
" steel, each	0 80	8 00

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TRAPS. (Steel.)

Game, Newhouse, dis. 25 p.c.	
Game, H. & N., P. S. & W., 65 p.c.	
Game, steel, 72½, 75 p.c.	

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Disston's discount 10 per cent.	
German, per doz.....	4 75 6 00
S. & D., discount 35 per cent.	

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Wrapping, cotton, 3-ply.....	0 18½
" " 4-ply.....	0 23½
Mattress, per lb.....	0 33
Staging, "	0 27 0 35

VICES.

Wright's	0 13¼
Brook's	0 12¾
Pipe Vise, Hinge, No. 1.....	3 50
" " No. 2	5 50
Saw Vise	4 50 9 00

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Diamond, Famous, Premier, 50 and 10 p.c.
Granite or Pearl, Imperial, Crescent, 50, 10 and 10 per cent.

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Brass wire, 50 to 50 and 2½ per cent. off the list.

Copper wire, 45 and 10 per cent. net cash 30 days, f.o.b. factory.

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" 10	2 87
" 11	2 90
" 12	2 95
" 13	3 15
" 14	3 37
" 15	3 50
" 16	3 65

Other sizes of plain wire outside of Nos. 9, 10, 11, 12 and 13, and other varieties of plain wire remain at (\$2.8) base with

extras as before. The prices for Nos. 9 to 13 include the charge of 1c. for oiling. Extras net per 100 lb.: Coppered wire, 60c.—tinned wire, \$2—oiling, 10c.—special hay-baling wire, 30c.—spring wire, \$1—best steel wire, 75c.—bright soft drawn, 15c.—in 50 and 100-lb. bundles net, 10c.—in 25-lb. bundles net 15c.—packed in casks or cases, 15c.—bagging or papering, 10c.

Fine Steel Wire, dis. 17½ per cent. List of extras: In 100-lb. lots: No. 17, \$5—No. 18, \$5.50—No. 19, \$6—No. 20, \$6.65—No. 21, \$7—No. 22, \$7.30—No. 23, 7.65—No. 24, \$8—No. 25, \$8.25—No. 26, \$9.50—No. 27, \$10—No. 28, \$11—No. 29, \$12—No. 30, \$13—No. 31, \$14—No. 32, \$15—No. 33, \$16—No. 34, \$17. Extras net-tinned wire, Nos. 17-25, \$2—Nos. 26-31, \$4—Nos. 32-34, \$6. Coppered, 5c.—oil ing, 10c.—in 25-lb. bundles, 15c.—in 5 and 10-lb. bundles, 25c.—in 1-lb. hanks, 50c.—in ¼-lb. hanks, 75c.—in ½-lb. hanks, \$1—packed in casks or cases, 15c.—bagging or papering, 10c.

Galvanized Wire, per 100 lb.—Nos. 6, 7, 8, \$3 50 to \$3 80—No. 9, \$2.85 to \$3.15—No. 10, \$3.60 to \$3.95—No. 11, \$3.70 to \$4.10—No. 12, \$3 to \$3.30—No. 13, \$3.10 to \$3.40—No. 14, \$4.10 to \$4.50—No. 15, \$4.60 to \$5.05—No. 16, \$4.85 to \$5.35. Base sizes, Nos. 6 to 9, \$2.57½ f.o.b. Cleveland. Clothes Line Wire, solid 7 strand. No. 17

\$4.25; No. 18, \$2.65; No. 19, \$2.35, f.o.b. Hamilton, Toronto, Montreal.

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White, according to quality.....	6½ to 7½
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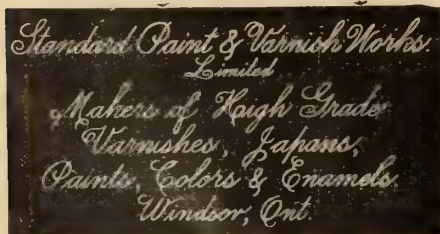
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Acme, 35 to 37½ per cent.	
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Coe's Genuine, dis. 20 to 25 p.c.	
Towers' Engineer, each.....	2 00 7 00
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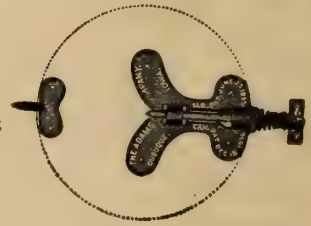


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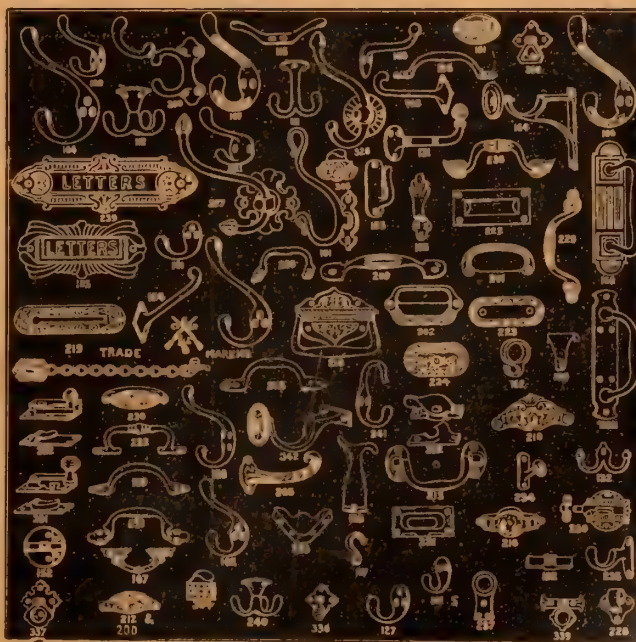
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VOL. XIII.

MONTREAL AND TORONTO, AUGUST 10, 1901.

NO. 32

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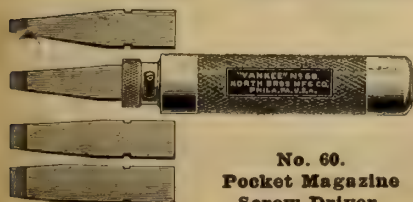
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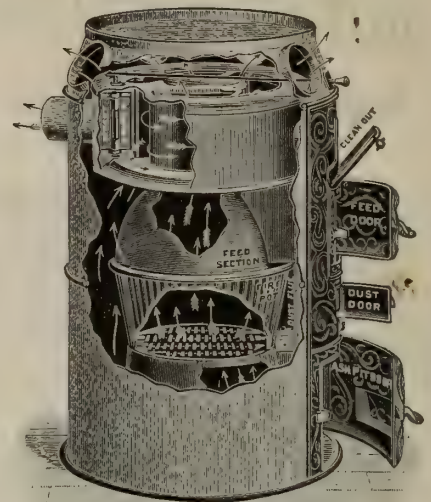
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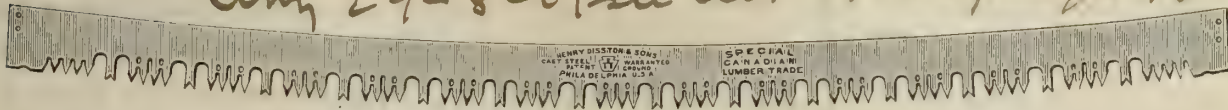
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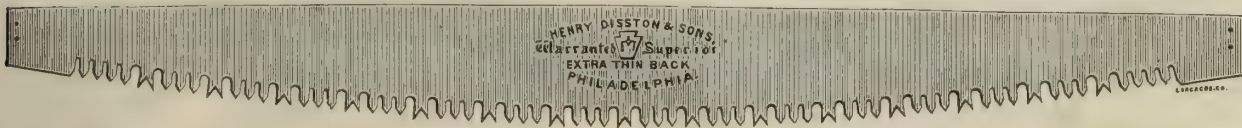
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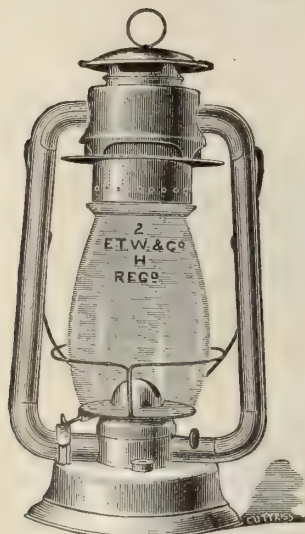
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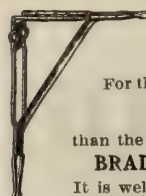


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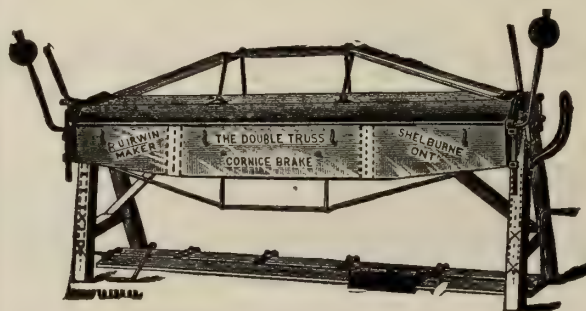
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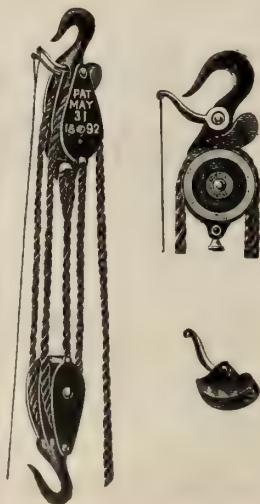
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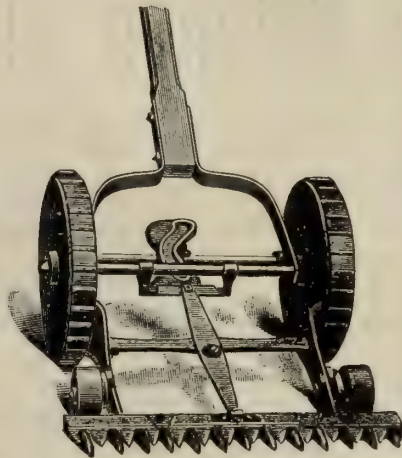
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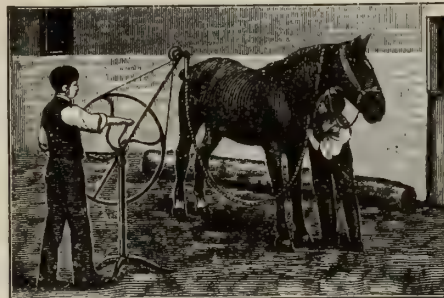
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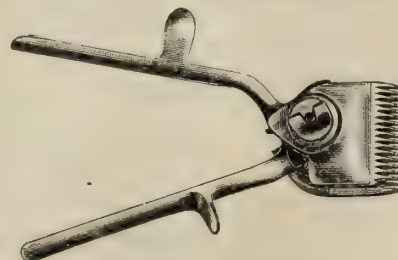
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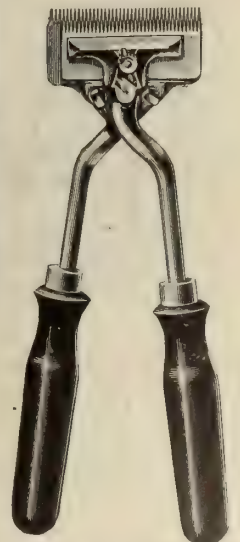


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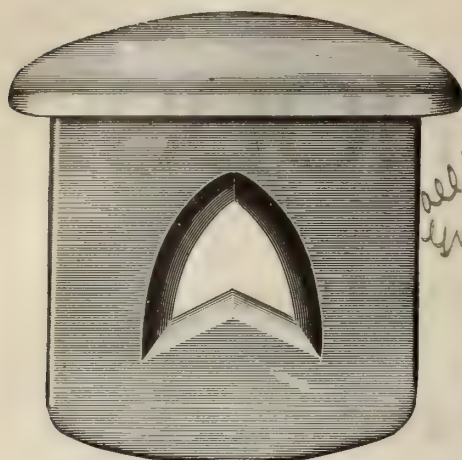


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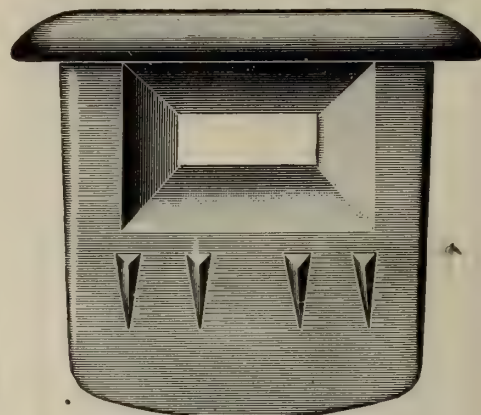
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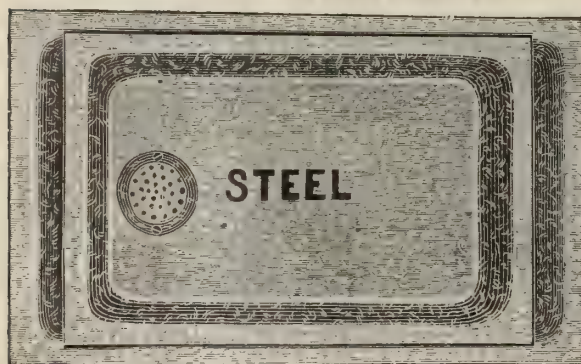
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VOL. XIII.

MONTREAL AND TORONTO, AUGUST 10, 1901.

NO. 32.

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PLEASE MENTION THAT YOU SAW
THEIR ADVERTISEMENT IN THIS PAPER**

**BUSINESS LAWS AND BUSINESS
MEN.**

WITH all our boasted pride in the sterling quality of the judges of our law courts, there is a regrettable weakness in the legal machinery for the collection of debts.

As the conditions are to day, it does not matter how good a case a man may have, he has little chance of getting justice. It is not that he has any insurmountable difficulty in getting judgment. But judgment does not by any means always carry with it justice, which, as Webster defines it, is the "rendering to everyone his due, right or desert." In consequence of this state of

affairs, he who attempts through the courts to collect his account is looked upon as little better than foolish.

The weak points are the complex character of the law and the heavy costs entailed. And, on account of these things, many merchants prefer to lose their accounts than to run the risk of being mulcted for a sum in excess of that which they are trying to recover.

Paradoxical as it may seem, this all comes from the creation of our laws being left so much in the hands of lawyers and other types of professional men.

Laws cannot be well constructed without the aid of lawyers to advise in regard to technical points. But, as far as the making of laws with a practical application to the requirements of the commercial community is concerned, they are perfectly at sea. At any rate, we know what they have given us, and one cannot ask for any better evidence than that. "By their works ye shall know them."

Business men's organizations of various kinds throughout the country have sought for reform, but what has come to them has come in homœopathic doses. And they are not without blame for this. The men who are in the House of Commons and in the Provincial Legislatures are the men they have helped to send there.

If the business men of this country would vote as they pray when sending up petitions for better and more business-like laws they would soon have a better and more practical class of men representing them. And more simple and practical laws would not be long in following in their wake.

**ELECTRIC ROADS AND RAILROAD
RATES.**

IT is possible that before a great while the electric trolley may become as potent a force in regulating railway rates, passenger and freight, as the canal now is in regard to freight rates, particularly as the connecting of long distances becomes more complete and the speed of the motors becomes more assured.

We have been led to these remarks by the announcement that within a short time Pittsburg and Detroit will be connected by a continuous trolley line under one management. The road will run via Cleveland and Toledo, and passengers will be carried at the rate of 1c. per mile. The motors ordered for the road are to have a guaranteed speed of 65 miles an hour.

Many electric railway undertakings are mooted in Canada, and, while some of them are ambitious, none of them approach in that respect the enterprise of the road between Pittsburg and Detroit.

There were in Canada up to the end of 1900, according to the returns submitted to the Government, 681 miles of track. The number of passengers carried was 118,129,862, and the paid-up capital was nearly \$21,000,000.

Among those who are likely to be benefited by the development of the electric railway system in the rural parts of the country the business men will be by no means the least.

The members of the Amalgamated Association, doubtless, would not have struck had they not thought the iron of opportunity was hot.

MACHINATIONS OF A POLITICAL CLIQUE.

ALTHOUGH Lord Strathcona has denied any intention on his part of resigning his position as Canadian High Commissioner in London, there are still evidently friends of Sir Richard Cartwright who have not abandoned hope of his ultimately being appointed to that position.

There are none who recognize more than the friends of Sir Richard Cartwright, that he has been a failure as Minister of Trade and Commerce and that the sooner he gives place to a stronger man the better will it be for the Government, for a weak Minister is as undesirable as a weak link in a chain.

But, desirable and necessary as it is that Sir Richard Cartwright should vacate the portfolio of Trade and Commerce, it is equally necessary that Lord Strathcona should not vacate the High Commissionership. And the position which THE CANADIAN GROCER has taken in regard to this matter has been endorsed by an influential part of the daily and weekly Liberal and Conservative press throughout the country. As far as we are aware there is not a newspaper in Canada which favors the proposal to send Sir Richard to London. But it does not follow because that is so that those who favor it may not succeed in their object when the opponents of it are not watchful.

Whichever political party is in power at Ottawa there is a sort of clique or ring among the politicians, who are always insidiously working schemes of various kinds. It is seldom in a hurry, but it is never idle. Now it is a Cabinet Minister that it is desired to remove or to elevate into a position of ease and comfort. At other times it may be a prominent official whom it may be desirable to remove in order that a vacancy may be created for someone else. Frequently the clique begins its operations by getting paragraphs worked into the columns of the daily press, whose purpose is merely to act as a feeler, whereby it may be guided in its further machinations. This clique now seems to be at work for Sir Richard Cartwright's benefit. No one, we think, will

for one moment claim it is for the country's benefit.

Lord Strathcona is easily the ablest man Canada ever sent to London as High Commissioner. And since Sir Richard Cartwright became Minister of Trade and Commerce he has done nothing to recommend him for the position much more to permit his comparison even on an equal footing with Lord Strathcona as High Commissioner. And yet in many respects Sir Richard's attainments are superior to those of Lord Strathcona. But whatever energy he had seems to have departed from him, while if the present High Commissioner is anything he is energetic, while for practical business commonsense he stands head and shoulders over the man whom a small clique are desirous of supplanting him by.

HARDWARE AND METAL has had occasion several times to point out the defects of the High Commissioner's office. But it has not been on account of any defects in the man who occupies the position. It has been on account of the system which expects him to perform as well the duties that should appertain to a commercial agent. But, if the Government, in spite of the representations of the business men and of the press of the country, persist in maintaining the system, the last condition would be made infinitely worse than the first by supplanting Lord Strathcona by Sir Richard.

INVITE ONTARIO AND QUEBEC MEN.

THE officers of the Maritime Board of Trade, which holds its annual convention in Chatham, N.B., from the 21st to the 23rd of this month, should invite the boards of trade at such centres at least as Montreal and Toronto to send representatives. In 1899, when the board met at St. John, N.B., they did so, but because their request met with no response it is no reason why efforts should not be made again.

The question of insurance rates is becoming a live one in the Maritime Provinces, if one can judge from the character of the meeting that was held in Halifax a few days ago, at which delegates were

present from different parts of Nova Scotia. This subject can scarcely be ignored by the Maritime Board, and as it is a question in which the business men of every part of the country are interested, the more representative the gathering the greater will be the influence of the conclusions at which the board may arrive.

And then is it not possible that the presence of a few board of trade men from Quebec and Ontario may result in seed being sown from which shall spring up a Board of Trade for the Dominion?

But one thing at least would result from representatives being present from the Upper Provinces, and that would be the development of interest in the Maritime Provinces, one of the most beautiful and picturesque parts of the Dominion.

CEMENT STATISTICS.

THE following statistics, giving the quantity and value of Portland cement entered for consumption in Canada from each country during the fiscal years 1900 and 1901, corroborate our recent statement that American cements are obtaining a hold on this market:

	Year 1900.		Year 1901.	
	Cwt.	Value.	Cwt.	Value.
Great Britain...	608,209	\$243,762	563,620	\$225,967
United States....	84,516	40,2.6	443,863	219,908
Belgium	482,824	182,729	416 072	140,981
Holland .....	.....	.....	1,0 0	446
Germany	155,712	61,710	182,832	67,295
Hong Kong	400	200	.....	.....
Total	1,801,861	\$498,607	1,612 434	\$654,696

As the figures for 1901 cover last fall as well as this spring, they do not show as well as next year's will just how the Canadian market has been going in the United States' favor this spring. Last fall continental stuff was still being imported in undiminished quantities. Yet, nevertheless, one can see that this spring's importations have changed the aspect of our cement importations; the United States has climbed from a low fourth place to a good second.

In the fiscal year 1901 Canada imported 1,612,434 cwt. of cement. Next year we will look for a big tumble in these figures, for we are going to do much more manufacturing in our own country.

Even though the weather be hot it is necessary to keep cool in business.

THE COMMERCIAL CLUB OF WINNIPEG.

(From our own Correspondent.)

OUR correspondent had the pleasure a few days ago of being shown over the "Commercial Club," by the President, Mr. William Georgeson, and thinks a description of it will be of interest to business men throughout the Dominion, as an evidence of Western enterprise.

The building purchased happens to be the only brown stone front in the city, and was erected about eighteen years ago—for the Ontario Bank—and when that institution gave up business was occupied by The Manitoba and Northwestern Railway as general offices up to the time of its absorption by the C. P. R. The location is an ideal one for club purposes, being on the west side of Main street, immediately opposite the Northern Pacific, now the Canadian Northern depot, and a little more than half-way between the C. P. R. depot and the Hudson's Bay buildings, which mark the southern limit of the business district. The building is 40 x 120 feet, with three storeys and basement.

As you enter, the first object on which the eye rests, is a fine copy of Dendy Sadler's "Chorus," and the social good fellowship of that picture bespeaks the spirit of the club. To the left of the entrance hall is the office and a small reception or waiting room, furnished with most comfortable lounging chairs. From this you pass into the "strangers' room," a splendid apartment—the largest in the club—being about 30 feet wide, over 60 feet long, and with ceilings 22 feet high. The walls are covered in soft, deep crimson, the curtains are of old gold velvet, lined with crimson, the furniture, golden oak upholstered in black leather. The floor is covered with a cork carpet. There are wide sofas against the walls and every kind of chair, specially designed for resting tired humanity, scattered about the room. The pictures had not been hung at the time of your correspondent's visit, but they will be in keeping with the room, and when they are in place it would be difficult to imagine a pleasanter spot for a man to take a friend for an hour's chat over business, or anything else for that matter.

In the rear of the strangers' room is a small board room, the walls a soft, delft-blue, an open grate with white marble mantel. Crimson curtains and a soft rug of shaded crimson on the floor relieve the solemnity of the board room table and chairs, while just over the president's seat hangs a charming pastoral picture of a flock of sheep winding their way down the mountain at eventide. This room may be used by any member for specially private conversation, the members of the house committee having first privilege.

Returning to the hall, you ascend a broad staircase, at the head of which, on a hand-

some oak base, is a beautiful oxidized figure of Aurora. The walls of the hall and stairway are papered in a mingling of soft crimson and sage green, a most effective background for the magnificent collection of heads which adorns them, and all of which are not even yet in place.

The first room you enter on the second floor is the "silence room," devoted to reading and writing, and it is ideal for the purpose. The woodwork, cream white, the paper a handsome tapestry, with crimson the predominant shade, a deep pile Turkish carpet in shaded crimson, rich tapestry curtains shading the windows, the chairs and couch dreams of upholstered luxury, in dark, green leather, while down the centre is a mahogany writing table of the latest and most convenient design. (It is whispered that this single article of furniture cost \$65.) The Auer and electric lights are so arranged that the light for reading is equally good in all parts of the room, while papers and magazines are arranged on convenient racks. The selection of pictures for this room is complete and they are in exquisite harmony with its air of quiet intellectual enjoyment, being fine copies of Sir F. Leighton's "Bath of Psyche"; Byam Shaw's "Love the Conqueror"; the "Roman Bath," and Alma Tadema's "A Reading from Homer," this last picture filling the space above the marble mantel.

On this floor also is the dining room, a spacious "L" shaped apartment with handsome oak grill and curtains, rendering the smaller portion semi-private if desired. The color scheme here is particularly happy, being a combination of old rose and moss green. The walls are done in ingrain, the shades of old-rose being deeper in the border above the moulding and in the ceiling. The velvet carpet shows the same shading, while the heavy velvet curtains on the windows and grill are moss green, lined with old-rose silk. A splendidly carved oak sideboard occupies the place of honor between the two open gates. The chairs and tables are all golden oak. The pictures are not yet complete, but such old favorites as "The Society of Friends," "His Last Acre" and "Beautiful Spring," are already in place. Coming from the glare of a July noon, the room, with its soft coloring, potted plants, snowy napery and glistening glass and silver, looked cool and restful, and yet one could easily imagine that with the lights ablaze over head and a ruddy glow from the open grates, the rose shades would give out a warmth of color equally charming, coming in from the crisp air of a Manitoba winter night.

From the dining room we went to the kitchen, which is a model of up-to-date convenience with its great coal and gas ranges, steam tables, sinks and patent tables.

The cold storage room is also a model with its separate division for each class of food.

The club have been particularly fortunate in securing the services of Mr. Paul Donath, a well-known New York chef, to take charge of the cuisine. Offices for the steward, linen and china closets, are also on this floor.

The third floor is devoted to the lounging rooms, billiard and card rooms. The lounging rooms occupy the entire front of the third floor, and there are three large rooms connected by archways. These archways are without curtains, but have especially handsome lambrequins. The walls are covered with a soft delft-blue ingrain with wild rose border, the wood-work is cream white, and the carpet a velvet pile in neutral tints; the curtains, rich tapestry. On either side of the building are open grates with handsome marble mantels, but the chairs are the special feature of these rooms. There are upholstered chairs, oak frames with leather seats and backs, rattan chairs with spring seats, but whatever the design and material they are the embodiment of comfort to lounge in these rooms, is to rest. The pictures here, also, are not complete, but a few were in place, among them "Highland Solitude," "Monarch of all I Survey," and "The Springtime of Love." From the windows of these rooms can be had charming glimpses of the river's "Long Red Chain" and historic St. Boniface.

Across the hall from the lounging rooms is the billiard room, running the entire width of the building, and is lighted from the ceiling. The walls of this room are done in a shade between salmon and buff, with borders shading almost to brown, the cork carpet of dull brown, the tints in the walls and the golden oak and green of the tables produce rather the effect of a beech wood in the shade of the glory of the autumn sunlight, with here and there a patch of vivid unchanged summer green. This effect will be somewhat lost when pictures are hung, but at present it is very pleasing, though somewhat novel. The billiard tables are the best English and American, one of each. Off the billiard room is a small but cosy card room. On this floor, also, is a comfortable bathroom. The electro and gasoliers are all of burnished brass, the designs being very graceful.

All the furniture, carpets, curtains and fixtures were specially designed for each room and in this way a most harmonious whole has been produced. Needless to say every article is the best of its kind that money could buy.

The basement, by the way, is entirely devoted to tiled and marbled lavatories.

Being a club of business men it is to be run strictly on business principles, and for the better carrying out of this, a very complete system of National cash registers is being installed in both buffet and dining room, the one in the buffet being arranged in such a way as to give the most absolute record of all the sales, charges and payments of the various departments.

The limit of membership is 400 and already that number is nearly reached. The house committee have spent \$16,000 on alterations, furniture and fixtures, and at the end of the present month, with the exception of a small mortgage on the building, the club will be out of debt and with a comfortable assured income ample to meet all needs. The club is to be purely social, all discussion of political and religious questions being strictly prohibited.

The cordial reception given the idea of such a club and the energy with which the plans have been carried forward argue the filling of a long-felt want, and the style of the club cannot fail to very favorably impress strangers from other places who may enjoy its hospitality. At present the club have under consideration the arranging of a regular "Ladies' Day" weekly, and should this be done it will unquestionably be very popular.

TRADE IN COUNTRIES OTHER THAN OUR OWN.

THE market for augers and bits has for some time been characterized by an unusual degree of regularity, prices being, on the whole, well maintained. The outlook for the remainder of the year is regarded by the manufacturers as promising. The stock of goods on hand, both in the trade and with manufacturers, is said to be light. There has recently been some interruption in the production of goods on account of the lack of power in some of the factories which are run by water, and also on account of difficulty in obtaining steel. It is not, however, apprehended that there will be any serious difficulty in producing such goods as may be required.—Iron Age.

WIRE NAILS IN THE UNITED STATES.

The demand for wire nails has been very satisfactory for the month past. Jobbers report that their sales have been equal to, if not in excess of, the month of June. The number of outside mills which are in the market or about to enter it is one of the features of the situation.—Iron Age.

PIG IRON IN PITTSBURG.

The United States Steel Corporation have made further purchases of Bessemer and basic pig iron, and have bought all told from 60,000 to 70,000 tons, a small part of it for July delivery, but nearly all for August. The pig-iron market has been somewhat quiet and prices weak, but these purchases have taken surplus iron off the market and made it stronger in tone. As long as the United States Steel Corporation and other steel interests can keep surplus iron off the market there is not much chance of prices declining. The leading steel interests buy so little pig iron in the open market that they are just as much interested in holding the market up as the furnaces.—Iron Age.

PIG IRON IN GREAT BRITAIN.

In this branch of the trade a steady business is doing, and an improvement in the tone of the market has taken place during the past week, prices in most districts having an upward tendency and having actually improved in some instances. In the Cleveland district, for instance, the general price of No. 3 has been put up to 45s. per ton, and neither makers nor second hands are doing business at less, and the lower qualities have also moved up in sympathy, although they are relatively a good deal the cheaper. The improvement in trade in this and other quarters has brought consumers into the market, and makers are now in a better position, many of them being well supplied with orders for this and next month's execution. The autumn demand

will have set in by the time these have run out, and there is not likely to be any marked scarcity of work for some little time to come, at any rate. East Coast hematite has shared in the improved demand for iron, the makers of plates and angles having large requirements now, in consequence of the activity in the shipbuilding industry, while, in Barrow, hematite is in steady demand. Scotch iron has been firm all the week, mainly owing to scarcity of prompt warrants. The following is a statement of the public stocks :

	Tons.
Connal's at Glasgow.....	60,000
Connal's at Middlesbrough.....	108,000
Railway stores, Middlesbrough.....	8,800
Connal's at Middlesbrough, hematite.....	3,250
Cumberland and Barrow stores.....	20,000

—Iron and Coal Trades Review.

THE BRITISH TINPLATE TRADE.

Owing principally to the strike in the United States, prices have hardened considerably since our last. There has been a large demand from America during the past week for plates for early delivery, and those makers who are in a position to deliver within the next month or two have been practically commanding their own figures. All sorts of prices have been paid for spot plates (14s. 6d. to 14s. 9d. per box we hear in some instances for IC 14 x 20 112 sheets 108 lb. Bessemer cokes f.o.b. Wales, Siemens steel 1½d. to 3d. extra), and for October-December delivery makers are quoting from 14s to 14s. 6d. per box f.o.b. Welsh port. Few transactions for forward delivery have taken place, however, it being generally anticipated that the steel strike will only be of short duration, and that when it is over prices for tinplates will gradually fall back to the position they were in a week or so ago. This, of course, remains to be seen. The demand from the Eastern markets has been very fair, and our trade with India is steadily increasing.

The recent great heat considerably reduced the output of plates, and stocks are very low.

The home trade is not very active at the moment, buyers preferring to hold off as much as possible, and only actual requirements are being filled. Makers quote 13s. to 13s. 3d. per box f.o.b. Wales for full-weight wasters in Bessemer coke finish, with 1½d. extra for Siemens steel, and 100 lb. at 1½d. to 3d. reduction, while common 14 by 18¾ 124 sheets 110 lb. wasters are quoted at from 12s. 9d. to 13s. per box f.o.b. Wales.

There has been a good inquiry from the Continent, but few sales of any moment have taken place, the present difference

between buyers' and sellers' ideas making it very hard to do business. For delivery over the last three months of the year manufacturers' quotations vary a good deal, from 14s. 3d. to as much as 15s. IC basis being asked for ordinary specifications of squares and odd sizes in Bessemer cokes, with 3d. basis advance for Siemens; lights and crosses at usual differences f.o.b. Wales.

Twenty-eight by twenty cokes have been in good request, and for August-September delivery some very full figures have been paid. For delivery further ahead business has been very limited, a small business only being reported in 56 sheets 108 lb. Bessemer cokes at 14s. 9d. and 14s. 10½d. per box, Siemens 14s. 10½d. and 15s. per box, f.o.b. Wales. — Iron and Coal Trades Review, July 26.

NEW YORK METAL MARKET.

The London tin market opened weak after the holiday and on realizing sales declined £1 12s. 6d. on spot before the day ended. The break in futures was even more pronounced, amounting to £1 17s. 6d. The situation in spot tin here was virtually unchanged, the supply being concentrated and firmly held. Small jobbing lots sell at 27.75c., but the views of larger buyers are much below these figures. At the call on the Metal Exchange 27.30c. was bid, while 28c. was asked for spot. Futures are easy and more or less neglected. There were 25 tons August sold at 26c., while November was offered at 24.87½c. without finding buyers. The Minneapolis arrived with 185 tons, making the arrivals for the past six days 785 tons. The St. Louis, due on Saturday, will bring 75 tons. To-morrow the auction sale of 6,000 piculs will be held at Batavia.

COPPER—A new low record for the year was made in London this morning, when the price declined to £66 5s. for spot and £66 12s. 6d. for futures. The market rallied after noon on what were said to be sustaining orders from this side. In New York the situation was unchanged, business being on a rather light scale, with prices

WIRE NAILS TACKS WIRE

Prompt Shipments

The ONTARIO TACK CO.

Limited

HAMILTON, ONT.

SEP 10 1907
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somewhat nominal at 16.50 to 17c. for Lake Superior and 16.37½ to 16.62½c. for electrolytic and casting.

PIG LEAD—Trade is dull and prices nominal but unchanged on the basis of 4.37½c. for lots of 50 tons or over. St. Louis was reported quiet at 4.30c. for soft Missouri and -4.40c. for chemical hard. There was no change in the price of soft Spanish in London.

SPELTER—The market remains dull, with prices rather easy at 3.90 to 3.95c. The St. Louis quotation was nominally 3.80c. In the London market the quotation was the same as at the close of last week.

REGULUS ANTIMONY—A moderate jobbing demand is supplied within the range of 8½ to 10¼c. as to brand.

OLD METALS—The market is dull with prices nominal.

The iron market is in an unsettled condition, both buyers and sellers seeming to be awaiting further developments in the strike situation. The present outlook is so uncertain that it is impossible to tell just how the market is likely to be affected in the immediate future. At present prices are about the same as at the end of last week, but are almost wholly nominal.

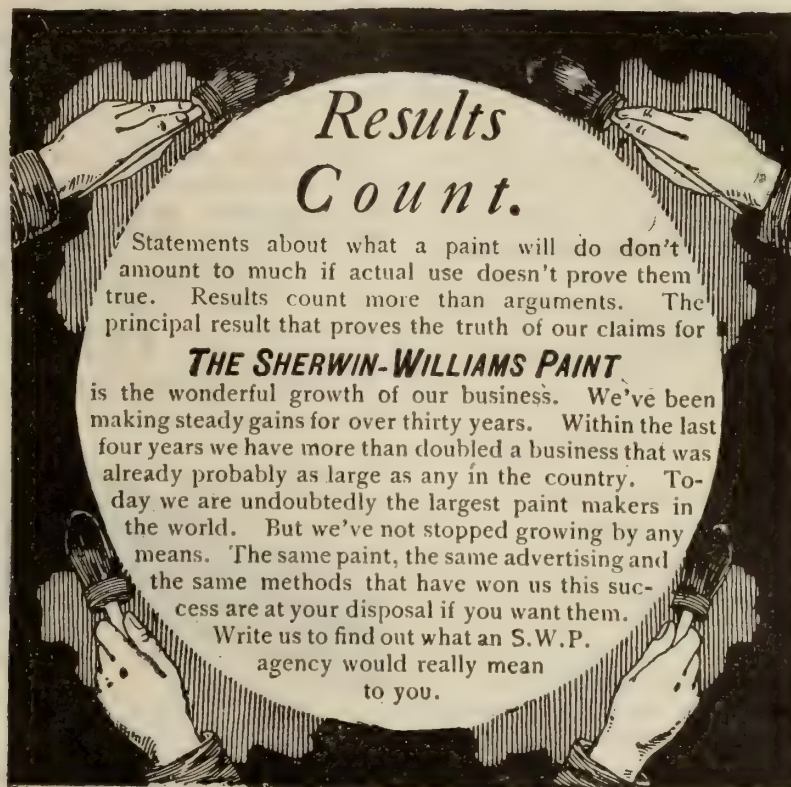
TINPLATE—The situation has not changed; the supply of desirable sizes continuing to be exceedingly scarce and at a high premium, but with buyers disposed to be cautious in view of the possibility of a collapse of the strike.—N. Y. Journal of Commerce, August 7.

IS INTERESTED IN CANADIAN TRADE.

THE Export Number of The Canadian Grocer seems to have found its way to the Seville, Spain, branch of Credit Lyonnaise, one of the largest banking institutions in the world, and one of the staff, O. G. T. Scarpa, is interested in Canadian trade and wishes to give up his position to represent some Canadian houses in Europe.

He says "that careful perusal of The Canadian Grocer only confirms my faith in your country and strengthens my desire to work in connection with Canadian trade, a subject I became interested in during my stay in the London and Paris offices of this bank."

Mr. Scarpa is an Austrian, 24 years of age, knows six languages, learned in their respective countries, and he is thus conversant with almost the whole of Europe. He feels sure that in a comparatively short time he would master the difficulties of an eventual change of business and country.—The Canadian Grocer.



Results Count.

Statements about what a paint will do don't amount to much if actual use doesn't prove them true. Results count more than arguments. The principal result that proves the truth of our claims for

THE SHERWIN-WILLIAMS PAINT

is the wonderful growth of our business. We've been making steady gains for over thirty years. Within the last four years we have more than doubled a business that was already probably as large as any in the country. Today we are undoubtedly the largest paint makers in the world. But we've not stopped growing by any means. The same paint, the same advertising and the same methods that have won us this success are at your disposal if you want them.

Write us to find out what an S.W.P. agency would really mean to you.



THE SHERWIN-WILLIAMS Co.

PAINT AND VARNISH MAKERS.

CHICAGO,
NEW YORK,

NEWARK,
MONTREAL,

CLEVELAND,
BOSTON,
TORONTO,

SAN FRANCISCO,
KANSAS CITY.



POSSIBILITIES OF THE HALF-CENT.

A possible result of the development of the bargain counter is the introduction of the half-cent into our currency, remarks a writer in Profitable Advertising. There is no doubt that the department store would like to get things down to a half-cent basis if only the Government would consent to make it practicable; and, considering the influence that a combination of these houses could exert, the eventual adoption of this coin is entirely within the field of possibilities.

The bargain counter has come to be a feature of our end-of-the-century civilization. We do not think, however, that it is a particularly encouraging feature, and we believe that it will finally disappear. The present thirst for bargains is abnormal; the quest for bargains has been productive of physical and nervous debility; and the whole subject of bargains has become a monomania with hundreds of customers. The bargain is, indeed, one of the indications of a sort of temporary universal degeneracy that seems to pervade the human race, and changing conditions will crowd it out of existence. But in the meantime we may look for the arrival of the half-cent,

Some day, perhaps, we'll see this brief and tempting sign: "Price, only 98½, reduced from 99."

BACK FROM EUROPE.

Mr. Joseph Wright, president of The Dominion Radiator Co., Limited, and of The Bennett & Wright Co., Limited, and Mr. John M. Taylor, manager of The Dominion Radiator Co., Limited, who, with their wives and families, have been spending several months in Great Britain and Continental Europe, returned to Toronto on Monday.

NOW AGENT FOR SHOVELS.

Mr. Alex. Gibb, Montreal, has been appointed selling agent for The Halifax Shovel Co., and has just received his range of samples. The feature of the productions of this firm is their socket patent, which is claimed to be superior to the ordinary strap shovel, spade or scoop. The handles have also much to recommend them, being well chosen and carefully finished.

NEW ISSUE OF THE "GREEN BOOK."

A new and larger edition of the "Green Book," reviewed a short time ago in these pages, is shortly to be issued by The Smith & Hemenway Co., New York.

BUSINESS CHANGES.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

HENRY PAPINEAU, bicycle dealer, St. Henri de Montreal, Que., has assigned to Alex. Desmarteau, and is offering 25c. on the dollar.

G. McAlpine, general merchant, Gore Bay, Ont., has assigned.

Lander Bros., hardware dealers, etc., Oshawa, Ont., have assigned to Thomas H. Everson, Oshawa.

PARTNERSHIPS FORMED AND DISSOLVED.

O. Pare & Co., blacksmiths, Montreal, have dissolved.

Bouthillier & Lewis, harness dealers, Sydney, N.S., have dissolved, and S. A. Lewis retires.

W. Emery, blacksmith, Carlyle, Man., has admitted George Langford.

SALES MADE AND PENDING.

The business of James Hyslop, general merchant, Cromarty, Ont., is for sale.

The assets of J. J. Brownley, stove and tinware dealer, Halifax, are to be sold.

The stock of the Sydney Hardware Co., Sydney, N.S., is advertised for sale by sheriff.

Wm. Attig, hardware dealer, etc., Newton, Ont., is advertising his business for sale.

The assets of the St. Rock's Sporting Goods Co. (J. A. Fecteau, proprietor) are for sale.

The business of M. P. Shier, general merchant, Arkwright, Ont., is advertised for sale.

The assets of J. T. Cote, general merchant, Chicoutimi, Que., are to be sold on August 9.

The real estate of R. S. Hibbard, coal dealer, etc., River Hebert, N.S., is advertised for sale by sheriff on September 3.

CHANGES.

Viau & Richer, grocers, Ottawa, are adding furniture and stoves.

Renaud & Chamberland have registered as painters, etc., in Montreal.

Oliver Johnston, blacksmith, Clinton, Ont., has sold out to Jacob Rands.

Carmichael Bros., bicycle dealers, West Lorne, Ont., have sold out to Page & Bale.

Wm. Jennings has registered as proprietor of A. Jennings & Co., wheelwrights, Montreal.

Mrs. Alex. McIntyre, general merchant, Gabarus, N.S., has removed to Glace Bay, N.S.

A. B. Dalzell, general merchant, Kawende, Man., has sold out to Thomas Stait.

C. R. Langstaff, general merchant, Emo, Ont., has sold his Barwick branch to M. Cathcart.

W. H. Culbert, general merchant,

Sussex, N.B., is opening a branch at Newton, N.B.

R. A. Rosario, alias Benjamin Magnan, has registered as proprietor of Magnan Freres, hardware dealers, Montreal.

FIRES.

E. Spraggett, sawmiller, Grand Forks,

B.C., has suffered fire loss; partially insured.

James Leigh & Son, sawmillers, Victoria, B.C., have suffered loss by fire.

DEATHS.

George Dritch, sr., sawmiller, Seaside, N.B., is dead.

DON'T SHOOT

a cheap single gun: to do so invites a chance of injury: a cheap gun is unsafe—pay a little more and shoot a gun that can be depended upon for all occasions. It's the

IVER JOHNSON

THE WORLD'S SINGLE GUN STANDARD OF EXCELLENCE.
SEMI-HAMMERLESS

TRIGGER-ACTION



Automatic Ejector or Non-Ejector at option of user.

Improved 1900 Model—12 and 16 Gauge—30 and 32-inch Barrel.

Sold by Leading Dealers Everywhere.

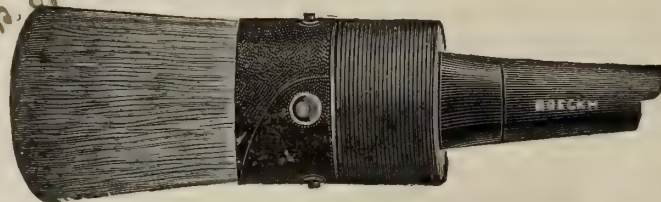
Send for Catalogue.

Iver Johnson's Arms & Cycle Works,

Branches—New York—99 Chambers St.
Boston—165 Washington St.
Worcester—364 Main St.

FITCHBURG, Mass.

Quality is one of the strongest arguments
you have in selling

**BOECKH'S
BRUSHES.**

They contain only first-class materials and are made by experienced workmen, making them superior in every way to other makes.

Boeckh Bros. & Company,

80 York St., TORONTO.

H. S. HOWLAND, SONS & CO.

WHOLESALE
ONLY

37-39 Front Street West, **Toronto.**

ONLY
WHOLESALE

The "KNOLL" Double-Action

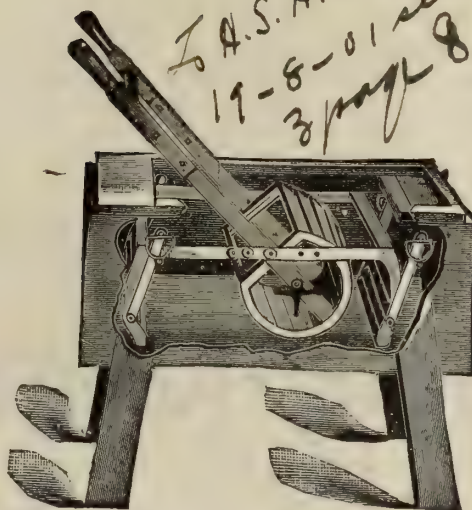
The First Premium
at
Chicago, 1893

WASHER

Gold Medal
at
Chicago, 1893

No Rubbing or Scrubbing
of the Clothes.

PERFECT WASHER.



No Wear or Tear
on the Clothes.

PERFECT WASHER.

The "KNOLL" Washer.

Inside Measurement: Height, 12 inches; Length, 27 inches; Width, 20 inches. Weight, 60 pounds.

Competed with over **800 other** machines from all over the world, at **Chicago in 1893**, and was successful in taking the First Premium and **Gold Medal**.

More washing can be done with the machine in one hour than can be done by one person any other way in four hours. No hand-rubbing required, as it does its work by pressing the water through the clothes and at the same time turning them over with no injury to the very finest fabrics. It can be adjusted for large or small washings.

We have just completed arrangements with the makers by which we are in position to supply the above machines to the retail trade at **right prices**. Send us sample order, price guaranteed.

H. S. HOWLAND, SONS & CO., Toronto.

WE SHIP
PROMPTLY

Graham Wire and Cut Nails are the Best.

Factory: Dufferin Street, Toronto.

OUR PRICES
ARE RIGHT

MARKETS AND MARKET NOTES

QUEBEC MARKETS

Montreal, August 9, 1901.

HARDWARE.

DURING the latter part of last week, there was quite a lull in business, but this week it has picked up and a good seasonable trade is reported. The chief interest is still centred upon sheet metals and the conditions seem to be getting worse instead of better. Wires are now inactive, but nails are moving as freely as ever at former prices. Bolts, screws, and rivets are all in fair request. Fall business is now beginning to open up in several lines, such as sporting goods, horse nails and horse shoes; in fact, orders for all lines of fall goods are being placed with a certain amount of freedom. Binder twine is selling well for immediate requirements, and cordage is still going out freely. Paris green has continued to sell for Prince Edward Island, telegraph orders being received up to Tuesday, but since then the demand has tapered down. Prices are uniformly

good and payments have seldom been better.

BARB WIRE—A few small lots have been sold, but business in this line is not large. What effect the tying up of the plants of the American Steel & Wire Co. may have is difficult to foretell. The price is unchanged at \$3.05 per 100 lb. f.o.b. Montreal.

GALVANIZED WIRE—Business is rather quiet and likely will be in this line for some weeks. We quote: No. 5, \$4.25; Nos. 6, 7 and 8 gauge, \$3.55; No. 9, \$3.10; No. 10, \$3.75; No. 11, \$3.85; No. 12, \$3.25; No. 13, \$3.35; No. 14, \$4.25; No. 15, \$4.75; No. 16, \$5.

SMOOTH STEEL WIRE—Only small quantities are wanted. We quote oiled and annealed as follows: No. 9, \$2.80; No. 10, \$2.87; No. 11, \$2.90; No. 12, \$2.95; No. 13, \$3.15 per 100 lb. f.o.b. Montreal, Toronto, Hamilton, London, St. John and Halifax.

FINE STEEL WIRE—A moderate trade

is passing at the usual discount, 17½ per cent.

BRASS AND COPPER WIRE—But little trade has been done in this line during the week. The discount is 55 and 2½ per cent. on brass, and 50 and 2½ per cent. on copper.

FENCE STAPLES—Trade is rather slack. We quote: \$3.25 for bright, and \$3.75 for galvanized, per keg of 100 lb.

WIRE NAILS—The demand fell off a little, but an improvement is again noticed. We quote: \$2.85 for small lots and \$2.77½ for carlots, f. o. b. Montreal, London, Toronto, Hamilton and Gananoque.

CUT NAILS—There is a moderate demand for cut nails, but it is not heavy. We quote as follows: \$2.45 for small and \$2.35 for carlots; flour barrel nails, 25 per cent. discount; coopers' nails, 30 per cent. discount.

HORSE NAILS—Are beginning to move again. "C" brand is held at a discount of 50 and 7½ per cent. off the new list "M" brand is quoted at 60 per cent

"Algoma" Steel Range

Burns coal or wood.

Has extra large fire-box and oven.

Is specially adapted for lumber camps, railroad construction gangs, and hotel work.

The "Algoma" is a perfect baker and cooker, economical on fuel, durable, and is sold at a moderate price.

Write for free advertising matter.



THE McCLARY MFG. CO.

LONDON, TORONTO, MONTREAL, WINNIPEG, VANCOUVER AND ST. JOHN, N.B.

"Everything for the Tinshop."

THE PAGE-HERSEY IRON & TUBE CO.

Limited

MONTREAL

Manufacturers of

Wrought Iron Pipe

For Water, Gas, Steam, Oil,
Ammonia and Machinery.

**DRAIN PIPES,
PORTLAND CEMENTS,
FIRE BRICKS AND CLAY
SILICA AND MAGNESIA
BRICKS,**

with specially prepared mortar.

Contractors' and Founders'
Supplies.

F. HYDE & CO.

31 WELLINGTON ST., MONTREAL

. . FULL STOCK . .

Salt Glazed Vitrified



Double Strength Culvert Pipe
a Specialty.

THE CANADIAN SEWER PIPE CO.

HAMILTON, ONT. TORONTO, ONT.
ST. JOHNS, QUE.

Deseronto Iron Co.

LIMITED

DESERONTO, ONT.

Manufacturers of

Charcoal Pig Iron

BRAND "DESERONTO."

Especially adapted for Car Wheels, Malleable Castings, Boiler Tubes, Engine Cylinders, Hydraulic and other Machinery where great strength is required; Strong, High Silicon Iron, for Foundry Purposes.

off old list on oval and city head and 66⅔ per cent. off countersunk head. Monarch's discount is 66⅔ per cent., and 70 per cent. in 25 box lots.

HORSESHOES — A little demand is springing up. We quote as follows: Iron shoes, light and medium pattern, No. 2 and larger, \$3.50; No. 1 and smaller, \$3.75; snow shoes, No. 2 and larger, \$3.75; No. 1 and smaller, \$4.00; X L steel shoes, all sizes, 1 to 5, No. 2 and larger, \$3.60; No. 1 and smaller, \$3.85; feather-weight, all sizes, \$4.85; toe weight steel shoes, all sizes, \$5.95 f.o.b. Montreal; f.o.b. Hamilton, London and Guelph, 10c. extra.

POULTRY NETTING — There is not much call for netting just now. The discount is unchanged at 55 per cent.

GREEN WIRE CLOTH — Business in this article seems to be about over. We quote \$1.35.

SCREEN DOORS AND WINDOWS — Trade is now quiet. We quote: Screen doors, plain cherry finish, \$7.30 per doz.; do. fancy, \$11.50 per doz.; walnut, \$7.30 per doz., and yellow, \$7.45; windows, \$2.25 to \$3.50 per doz.

SCREWS — A regular sorting trade is being done. Discounts are: Flat head bright, 87½ and 10 per cent. off list; round head bright, 82½ and 10 per cent.; flat head brass, 80 and 10 per cent.; round head brass, 75 and 10 per cent.

BOLTS — A fair demand is reported on the week. Discounts are: Norway carriage bolts, 65 per cent.; common, 60 per cent.; machine bolts, 60 per cent.; coach screws, 70 per cent.; sleigh shoe bolts, 72½ per cent.; blank bolts, 70 per cent.; bolt ends, 62½ per cent.; plough bolts, 60 per cent.; tire bolts, 67½ per cent.; stove bolts, 67½ per cent. To any retailer an extra discount of 5 per cent. is allowed. Nuts, square, 4c. per lb. off list; hexagon nuts, 4¼c. per lb. off list. To all retailers an extra discount of ¼c. per lb. is allowed.

BUILDING PAPER — The inquiry is fairly well maintained. We quote as follows: Tarred felt, \$1.70 per 100 lb.; 2-ply ready roofing, 80c. per roll; 3-ply, \$1.05 per roll; carpet felt, \$2.25 per 100 lb.; dry sheathing, 30c. per roll; tar sheathing, 40c. per roll; dry fibre, 50c. per roll; tarred fibre, 60c. per roll; O.K. and I.X.L., 65c. per roll; heavy straw sheathing, \$28 per ton; slaters' felt, 50c. per roll.

RIVETS AND BURRS — This market is without feature. Discounts on best iron rivets, section, carriage, and wagon box, black rivets, tinned do., coopers' rivets and tinned swedes rivets, 60 and 10 per cent.; swedes iron burrs are quoted at 55 per cent. off; copper rivets, 35 and 5 per cent.

Bar, **STEEL** Plates,
Hoop, Angles,
Sheet, Shapes

FOR PROMPT IMPORT AT
LOWEST PRICES.

Sanderson's Tool Steel

In Stock at Montreal.

A. C. LESLIE & CO. MONTREAL.

IRON AND
BRASS

Pumps

Force, Lift and Cistern
Hand and Power.

For all duties. We can
supply your wants with
—quality the best and
prices right. Catalogues
and full information for a
request.

THE R. McDUGALL CO., Limited
Manufacturers, Galt, Canada.

ADAM HOPE & CO. Hamilton, Ont.

We offer from stock

Coke Tin Plates 1 C 14 x 20,

" " 1 C 20 x 28,

Galvanized Sheet Iron,

"Comet" and American Brands.

L. and F. Ingot Tin,

Straits Tin,

Ingot Copper,

Pig Lead, Spelter and Antimony.

NOVA SCOTIA STEEL CO.

Limited

NEW GLASGOW, N.S.

Manufacturers of

Ferrona Pig Iron

And SIEMENS MARTIN

Open Hearth Steel

ELASTILITE HAS BECOME FAMOUS

BECAUSE

We know how to make good Varnish.

We have the Capital and proper facilities for ageing the Varnish.

Having an expert to test it, we know when it is thoroughly ripened and ready to send out.

It is put up in neater packages than any other.

No other Varnish has such attractive and useful advertising matter.

Elastilite is always good.

MANUFACTURED ONLY BY

The Imperial Varnish & Color Co. LIMITED
TORONTO, ONT., CANADA.

Binder Twine Binder Twine

**The John Bowman
Hardware & Coal Co.,
London, Ont.**

We can supply for immediate shipment :

Peoria Standard Twine, 500 feet.

Consumers Cordage Co.'s Red Cap, 600 feet.

Consumers Cordage Co.'s Blue Ribbon, 650 feet.

Shipment guaranteed day order is received.

Binder Twine Binder Twine

off; and coppered iron rivets and burrs, in 5-lb. carton boxes, are quoted at 60 and 10 per cent. off list.

BINDER TWINE—Business is good. We quote: Blue Ribbon, 11½c.; Red Cap, 9¾c.; Tiger, 8¾c.; Golden Crown, 8c.; Sisal, 8¼c.

CORDAGE—Quite large shipments have again been made. Manila is worth 13½c. per lb. for 7-16 and larger; sisal brings 10c. and lathyrn, 10c.

HARVEST TOOLS—The trade in this line is about over. The discount is unchanged at 50, 10 and 5 per cent.

SPADES AND SHOVELS—Business is limited. The discount is 40 and 5 per cent.

FIREBRICKS—The market is rather quiet and prices show no change. We quote: Scotch at \$17.50 to \$22 and English at \$17 to \$21 per 1,000 ex wharf.

CEMENT—The demand is only fair at steady prices. We quote: German cement, \$2.25 to \$2.40; English, \$2.20 to \$2.35; Belgian, \$1.65 to \$1.95 per bbl. ex wharf, and American, \$2.15 to \$2.30, ex cars.

METALS.

The gravity of the present scarcity of sheet metals seems to increase daily. Not only is it difficult to obtain black sheets, terne plates, tinplates and Canada plates, but only light supplies are in sight, and it is

difficult to make future contracts. The manufacturers and importers of metals have had much to contend with this year in strikes, droughts and shortages of tonnage. Pig tin is easy, but a sharp turn is looked for at any moment.

PIG IRON—The market is rather dull, without any change in quotations. Summerlee is worth \$20 to \$20.50 ex wharf and Canadian pig \$17.50 to \$18 per ton.

BAR IRON—Bar iron is without change under a good demand. Merchants' bar brings \$1.85 and horseshoe \$2.10 to \$2.15.

BLACK SHEETS—The market may be said to be absolutely bare of black sheets, and it is difficult to quote a price on them. Shipments are disappointing, and when the famine will be relieved seems difficult to determine. The English mills are now troubled with individual strikes added to which is a lack of tonnage and wharf laborers' troubles. We quote: 28 gauge, \$2.70 to \$2.80; 26 gauge, \$2.65 to \$2.75, and 8 to 16 gauge, \$2.60 to \$2.70.

GALVANIZED IRON—Although there is plenty of galvanized iron on the market at present, mills are weeks behind with their shipments. The Americans are not looking for orders. We quote as follows: No. 28 Queen's Head, \$4.40; Apollo, 10¾ oz., \$4.40; Comet, \$4.15, with 25c. extra in less than case lots.

COPPER—There is no change, we still quote 17¾ to 18c.

INGOT TIN—The market has been weak but a better turn is expected. The ruling price is 31 to 32c.

LEAD PIPE—A fair trade is being done. We quote: 7c. for ordinary and 7½c. for composition waste, with 30 per cent. off.

IRON PIPE—There has been no change in iron pipe. A good demand continues. We quote as follows: Black pipe, ¼, \$2.80 per 100 ft.; ¾, \$2.80; ½, \$3; ¾, \$3.30; 1-in., \$4.75; 1¼, \$6.45; 1½, \$7.75; 2-in., \$10.35. Galvanized, ¾, \$4.60; ¾, \$5.25; 1-in., \$7.50; 1¼, \$9.80; 1½, \$11.75; 2-in., \$16.

TINPLATES—Prices of tinplates are very firm and goods are obtained with the greatest difficulty. Several houses are entirely out of all grades. Values vary. We quote: Coke plates, \$4; charcoal, \$4.50; extra quality, \$5 to \$5.10.

CANADA PLATE—Stocks are very light, and holders demand high prices. We quote as follows: 52's, \$2.65; 60's, \$2.75; 75's, \$2.80; full polished, \$3.10, and galvanized, \$4.

STEEL—Unchanged. We quote: Sleigh shoe, \$2; tire, \$2.05; bar, \$2; spring, \$2.75; machinery, \$2.75, and toe-calk, \$2.50.

SHEET STEEL—We quote: Nos. 10 to 20, \$2.50.

TOOL STEEL—Black Diamond, 8c. and Jessop's, 13c.

TERNE PLATES—There has been no change in the market since last week. Supplies are lighter than ever, and dealers demand full prices. The ruling value is \$8.

COIL CHAIN—A fair movement is noted. We quote as follows: No. 6, 12½c.; No. 5, 10½c.; No. 4, 10c.; No. 3, 9½c.; ¼-in., 7¼c. per lb.; 5-16, \$4.75; 5-16 exact, \$5.20; ¾, \$4.20; 7-16, \$4; ½, \$3.80; 9-16, \$3.70; ⅝, \$3.50; ¾, \$3.45; ⅞, \$3.40; 1-in., \$3.40. In carload lots an allowance of 10c. is made.

SHEET ZINC—Unchanged at \$5.75 to \$6.

ANTIMONY—Quiet, at 10c.

ZINC SPELTER—Is worth 5c.

SOLDER—We quote: Bar solder, 18½c.; wire solder, 20c.

GLASS.

There has been no change in the glass market during the past week. A satisfactory trade is being done. We quote: First break, \$2.10; second, \$2.20 for 50 feet; first break, 100 feet, \$3.90; second, \$4.10; third, \$4.60; fourth, \$4.85; fifth, \$5.35; sixth, \$5.85, and seventh, \$6.35.

PAINTS AND OILS.

The trade is now approaching the "between-seasons" period, the demand for paint being limited. The White Lead Association has held its meeting in the city this week. Turpentine is stronger in the South by about 2c., while linseed oil keeps very firm for future delivery. Paris green has been shipped in large quantities again this week, but it is presumed that the demand is now about over. We quote as follows:

WHITE LEAD—Best brands, Government standard, \$6.25; No. 1, \$5.87½; No. 2, \$5.50; No. 3, \$5.12½, and No. 4, \$4.75 all f.o.b. Montreal. Terms, 3 per cent. cash or four months.

DRY WHITE LEAD—\$5.25 in casks; kegs, \$5.50.

RED LEAD—Casks, \$5.00; in kegs, \$5.25.

DRY WHITE ZINC—Pure, dry, 6¼c.; No. 1, 5¼c.; in oil, pure, 7¼c.; No. 1, 6¼c.; No. 2, 5¼c.

PUTTY—We quote: Bulk, in barrels, \$1.90 per 100 lb.; bulk, in less quantity, \$2.05; bladders, in barrels, \$2.10; bladders, in 100 or 200-lb. kegs or boxes, \$2.25; in tins, \$2.55 to \$2.65; in less than 100-lb. lots, \$3 f.o.b. Montreal, Ottawa, Toronto, Hamilton, London and Guelph. Maritime Provinces 10c. higher, f.o.b. St. John and Halifax.

LINSEED OIL—Raw, 83c.; boiled, 86c. in 5 to 9 bbls., 1c. less, 10 to 20 bbl. lots,

open, net cash, plus 2c. for 4 months. Delivered anywhere in Ontario between Montreal and Oshawa at 2c. per gal. advance and freight allowed.

TURPENTINE—Single bbls., 55c.; 2 to 4 bbls., 54c.; 5 bbls. and over, open terms, the same terms as linseed oil.

MIXED PAINTS—\$1.20 to \$1.45 per gal.

CASTOR OIL—8¾ to 9¼c. in wholesale lots, and ½c. additional for small lots.

SEAL OIL—47½ to 49c.

COD OIL—32½ to 35c.

NAVAL STORES—We quote: Resins, \$2.75 to \$4.50, as to brand; coal tar, \$3 25 to \$3.75; cotton waste, 4½ to 5½c. for colored, and 6 to 7½c. for white; oakum, 5½ to 6½c., and cotton oakum, 10 to 11c.

PARIS GREEN—Petroleum barrels, 18¼c. per lb.; arsenic kegs, 19c.; 50 and 100-lb. drums, 19¼c.; 25-lb. drums, 20c.; 1-lb. packages, 20½c.; ½-lb. packages, 22½c.; 1-lb. tins, 21½c.; ½-lb. tins, 23½c. f.o.b. Montreal; terms 3 per cent. 30 days, or four months from date of delivery.

SCRAP METALS.

The market is characterized by inactivity, but little business having been done this week. Dealers are now paying the following prices in the country: Heavy copper and wire, 13½ to 14c. per lb.; light copper, 12 to 12½c.; heavy brass, 12 to 12½c.; heavy yellow, 9c.; light brass, 6½ to 7c.; lead, 2½ to 2¾c. per lb.; zinc, 2¼ to 2½c.; iron, No. 1 wrought, \$14 to \$15 per gross ton f.o.b. Montreal; No. 5 cast, \$13 to \$14; stove plate, \$8 to \$9; light iron, No. 2, \$4 a ton; malleable and steel, \$4; rags, country, 60 to 70c. per 100 lb.; old rubbers, 6¼ to 7¼c. per lb.

HIDES.

There has been a healthy demand from the tanneries again this week. Prices are firm. We quote as follows: Light hides, 7½c. for No. 1; 6½c. for No. 2, and 5½c. for No. 3. Lambskins, 20c.; sheepskins, \$1; calfskins, 10c. for No. 1 and 8c. for No. 2.

ONTARIO MARKETS.

TORONTO, August 9, 1901.

HARDWARE.

NOTHING particularly new has developed in the wholesale hardware trade during the past week. The volume of business for this time of the year is fairly good and prices, as a rule, are steady to firm. The travellers are getting back to business again after their holidays. More trade is naturally coming in through that avenue. There is yet no sign of the settlement of the strike in the United States and that is naturally tending to keep values firm. Trade in barb wire has kept up rather better than usual and there



A handsome steel siding for all kinds of building purposes; supplied either Galvanized or Painted.

OUR ROCK FACED STONE

is fire and damp proof—resists all weather conditions—is very reasonably priced—and can be so easily applied it gives universal satisfaction.

Find further facts about it in our catalog.

Metallic Roofing Co., Limited,
Wholesale Manufacturers,
Toronto, - - Canada

is a little movement in smooth steel wire. Wire nails are in good demand and a little more business appears to be doing in cut nails. Horse nails and horseshoes are only in moderate request. An increasing trade is to be noted in sporting goods. A feature of the trade situation which is giving some concern is the poor fall wheat and oat crops in Ontario, on account of the drought and rust. The yield in many instances is only about half what it was a short time ago expected to be. Payments are on the whole fair.

BARB WIRE—For this time of year there is quite a little doing from stock, and some shipments are being made from factory. The fact that barb wire was scarce earlier in the season probably accounts for the demand being maintained rather later than usual. We quote: \$3.05 per 100 lb. from stock Toronto; and \$2.82½ f.o.b. Cleveland for less than carlots, and \$2.70 for carlots.

GALVANIZED WIRE—Very little business is being done in this line. We quote as follows: Nos. 6, 7 and 8, \$3.50 to \$3.85 per 100 lb., according to quantity; No. 9, \$2.85 to \$3.15; No. 10, \$3.60 to \$3.95; No. 11, \$3.70 to \$4.10; No. 12, \$3 to \$3.30; No. 13, \$3.10 to \$3.40; No. 14, \$4.10 to \$4.50; No. 15, \$4.60 to \$5.05; No. 16, \$4.85 to \$5.35. Nos. 6 to 9 base f.o.b. Cleveland are quoted at \$2.57½ in less than carlots and 12c. less for carlots of 15 tons.

SMOOTH STEEL WIRE—There is some oiled and annealed wire going out, and a little movement is reported in hay-baling wire. Net selling prices for oiled and annealed are as follows: Nos. 6 to 8, \$2.90;

9, \$2.80; 10, \$2.87; 11, \$2.90; 12, \$2.95; 13, \$3.15; 14, \$3.37; 15, \$3.50; 16, \$3.65. Delivery points, Toronto, Hamilton, London and Montreal, with freights equalized on those points.

WIRE NAILS—The demand is quite brisk for small lots and prices are steady. The base price is \$2.85 for less than carlots, and \$2.77½ for carlots. Delivery points Toronto, Hamilton, London, Gananoque and Montreal.

CUT NAILS—There is, perhaps, a little more doing, but the volume of business is still small. Base price is \$2.45 per keg for less than carlots, and \$2.35 for carlots. Delivery points: Toronto, Hamilton, London, Montreal and St. John, N.B.

HORSE NAILS—There is just the usual seasonable small trade being done. Discount on "C" brand, oval head, 50 and 7½ per cent. off new list, and on "M" and other brands, 50, 10 and 5 per cent. off the old list. Countersunk head 60 per cent.

HORSESHOES — Trade is seasonably quiet. We quote f.o.b. Toronto: Iron shoes, No. 2 and larger, light, medium and heavy, \$3.60; snow shoes, \$3.85; light steel shoes, \$3.70; featherweight (all sizes), \$4.95; iron shoes, No. 1 and smaller, light, medium and heavy (all sizes), \$3.85; snow shoes, \$4; light steel shoes, \$3.95; featherweight (all sizes), \$4.95.

SCREWS — A fairly good trade is still maintained. Discounts are as follows: Flat head bright, 87½ and 10 per cent.; round head bright, 82½ and 10 per cent.; flat head brass, 80 and 10 per cent.; round head brass, 75 and 10 per cent.; round head bronze, 65 per cent., and flat head bronze at 70 per cent.

RIVETS AND BURRS — A nice steady trade is still to be noted. We quote: Iron rivets, 60 and 10 per cent.; iron burrs, 55 per cent.; copper rivets and burrs, 25 and 5 per cent.

BOLTS AND NUTS — The manufacturers are still rushed with orders, and a good all-round business is being done. We quote as follows: Carriage bolts (Norway), full square, 65 per cent.; carriage bolts full square, 65 per cent.; common carriage bolts, all sizes, 60 per cent.; machine bolts, all sizes, 60 per cent.; coach screws, 70 per cent.; sleighshoe bolts, 72½ per cent.; blank bolts, 60 per cent.; bolt ends, 62½ per cent.; nuts, square, 4c. off; nuts, hexagon, 4½c. off; tire bolts, 67½ per cent.; stove bolts, 67½; plough bolts, 60 per cent.; stove rods, 6 to 8c.

ROPE—Business is seasonably light with the base price unchanged at 13½c. per lb. for manila and 10c. for sisal.

BINDER TWINE—There is some sorting up, particularly on Northwest account. We

quote: Pure manila, 650 ft., 12c.; manila, 600 ft., 9½c.; mixed, 550 ft., 8½c.; mixed, 500 ft., 8 to 8½c.

SPORTING GOODS—An increasing briskness is to be noted. Quite a few shipments are being made of loaded shells and guns taken earlier.

CUTLERY—There is a little movement in a small way to be noted.

GREEN WIRE CLOTH—A little business is still being done. The price is unchanged at \$1.35 per 100 square ft.

SCREEN DOORS AND WINDOWS—We still hear of some orders for screen doors. We now quote: Screen doors, 4 in. styles, \$7.20 to \$7.80 per doz.; ditto, 3-in. styles, 20c. per doz. less; screen windows, \$1.60 to \$3.60 per doz., according to size and extension.

BUILDING PAPER—Business keeps fair. We quote as follows: Building paper, 30c.; tarred paper, 40c., and tarred roofing, \$1.65.

HARVEST TOOLS—Business is now confined to an occasional small sorting-up order. Discount, 50, 10 and 5 per cent.

SPADES AND SHOVELS — A moderate business is to be reported. Wholesalers are getting in their stocks of grain scoops preparatory for the trade in that line. Discount, 40 and 5 per cent.

POULTRY NETTING—Some business is still being done at 55 per cent. discount.

CEMENT — There is a good movement. Prices keep steady at old figures. We quote barrel lots as follows: Canadian portland, \$2.25 to \$2.75; German, \$3 to \$3.15; English, \$3; Belgian, \$2.50 to \$2.75; Canadian hydraulic, \$1.25 to \$1.50.

METALS.

Trade in metals is exceptionally good for this time of the year, and particularly in tinplates, galvanized sheets and black sheets. Coke plates are quoted 25c. per box higher. The briskness in the demand is, no doubt, largely due to the continuance of the strike in the United States.

PIG IRON—Some rather large purchases in the United States of Bessemer pig iron by the Steel Trust has imparted a rather better tone to the market for this class of iron. A fairly good trade is being done in foundry iron across the border. In Canada the pig iron trade is without any particular feature and not many transactions are passing. No. 2 Canadian iron is quoted at from \$17.50 to \$18 on track, Toronto.

BAR IRON—A good business is still to be noted, and the ruling base price is \$1.85 per 100 lb.

STEEL—The strike in the United States and no immediate prospect of its termination is naturally maintaining the firmness in steel noted in recent previous issues. The demand is good. The base price of steel bars

Oakey's

The original and only Genuine Preparation for Cleaning Cutlery. 6d. and 1s. Canisters.

'WELLINGTON' KNIFE POLISH

JOHN OAKEY & SONS, LIMITED

MANUFACTURERS OF

Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.
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COVERT MFG. CO.
West Troy, N.Y.
Steel Carriage and Wagon Jacks,
Harness Snaps, Chain, Rope and Web Goods, etc.
FOR SALE BY JOBBERS AT MFRS. PRICES.



PRIEST'S CLIPPERS
Largest Variety.
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Highest Quality Grooming and Sheep-Shearing Machines.
WE MAKE THEM.
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The Best Door Closer is . . .

NEWMAN'S INVINCIBLE FLOOR SPRING

Will close a door silently against any pressure of wind. Has many working advantages over the ordinary spring, and has twice the wear. In use throughout Great Britain and the Colonies. Gives perfect satisfaction. Made only by

W. NEWMAN & SONS,
Hospital St., BIRMINGHAM.

Oneida Community Goods

HALTERS, COW TIES, SNAPS, etc., etc.,
in all sizes and styles. May be had of all jobbers throughout Canada.

Factory—**NIAGARA FALLS, ONT.**

MACKENZIE BROS.

HARDWARE
MANUFACTURERS' AGENTS,

Travellers covering Manitoba, Northwest Territories and British Columbia. **WINNIPEG MAN.**
CORRESPONDENCE SOLICITED.

THE PULLMAN PNEUMATIC
Combined

Door Check
and Spring.



for Screen Doors. Small, Simple, Strong, Perfect and Ornamental. Low in Price.

PULLMAN SASH BALANCE CO.,
ROCHESTER, N.Y., U.S.A.

has been advanced \$1.50 in Pittsburg on account of the shutting down of certain mills. We quote: Merchantable cast steel, 9 to 15c. per lb.; drill steel, 8 to 10c. per lb.; "B C" and "Black Diamond" tool steel, 10 to 11c.; Jessop's, Morton's and Firth's tool steel, 12½ to 13c.; toe calk steel, \$2.85 to \$3-tire steel, \$2.30 to \$2.50; sleighshoe steel, \$2.10 to \$2.25; reeled machinery steel, \$3; hoop steel, \$3.10.

GALVANIZED SHEETS—A good trade is still to be noted. The market in the United States is still firm, with available supplies limited. Locally, prices are unchanged at \$4.50 for English and \$4.40 for American.

BLACK SHEETS—The demand is active and prices firm. We quote: Common, \$3.15 for 28 gauge and dead flat \$3.50 for 26 gauge.

CANADA PLATES—A better movement is reported, although the demand cannot yet be said to be brisk. We quote all dull, \$2.90; half polished, \$3; and all bright, \$3.50.

TIN—Tin closed weak in London on Wednesday and the market is stagnant in New-York. Locally, a little improvement is to be noted in the demand and quotations are unchanged at 31½ to 32c. per lb.

TIN PLATES—Coke plates are quoted 25c. higher locally at \$4.50 per box. A great deal of difficulty is being experienced in obtaining supplies from England, where prices are still advancing. Stocks here are low while the demand is brisk. Owing to the strike, prices are still advancing in the United States, and The American Metal Market says it is impossible to quote correctly.

TINNED SHEETS—The demand is fair. We still quote 8½c. for 28 gauge.

COPPER—Trade is more active in ingot copper, and it is good in sheet copper. We quote ingot at 17¾c., bars at 23 to 25c., sheet at 24 to 24½c., and planished at 32c. The market in London closed lower on Wednesday on both spot and futures. The American Metal Market of August 7 says that "the pervading feature of the copper market is inertness, so far as large consuming buyers are concerned, while the principal producing interests are firm in their demands so long maintained."

BRASS—The demand is fair and the discount on rod and sheet unchanged at 10 per cent.

SOLDER—A fair demand is being experienced this week. We quote: Half-and-half, guaranteed, 19½c.; ditto, commercial, 19c.; refined, 18½c., and wiping, 17c.

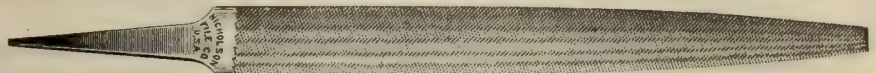
IRON PIPE—A fair trade is being done. Black pipe is quoted at \$5.40 for 1 in. and galvanized at \$7.95 per 100 feet.

LEAD—Trade is quiet with the price unchanged at 4¼ to 4½c. per lb.

FILES

7 FACTORIES
10 BRANDS

RASPS



NICHOLSON FILE CO., Providence, R.I., U.S.A.

BRITISH PLATE GLASS COMPANY, Limited.

Established 1773

Manufacturers of **Polished, Silvered, Bevelled, Chequered, and Rough Plate Glass**. Also 2" a durable, highly-polished material called "**MARBLETTE**," suitable for Advertising Tablets, Signs, Facias, Direction Plates, Clock Faces, Mural Tablets, Tombstones, etc. This is supplied plain, embossed, or with incised gilt letters. **Benders, Embossers, Brilliant Cutters, etc., etc.** Estimates and Designs on application.

Works: Ravenhead, St. Helens, Lancashire. Agencies: 107 Cannon Street, London, E.C.—128 Hope Street, Glasgow—12 East Parade, Leeds, and 36 Paradise Street, Birmingham. Telegraphic Address: "Glass, St. Helens." Telephone No. 68 St. Helens.

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RE-LAYING RAILS

350 tons 56. rail and fastenings.
75 tons 50. " " "
20 tons 14. " " "

Prompt Deliveries. Also Logging and Pit Rails

SESSENWEIN BROS., 101 Shannon Street, MONTREAL.

ZINC SPELTER—A moderate business is being done at 5½ to 6c. per lb. The outside markets are dull but steady.

ZINC SHEETS—A fair demand is reported at 6½c. for casks and 6¼c. for part casks.

ANTIMONY—Continues quiet at 10½ to 11c. per lb.

PAINTS AND OILS.

There is little doing. Dealers seem to have sufficient stocks even of paris green, to supply the small trade doing in a retail way. The market is steady throughout, with linseed oil 2c. dearer for delivery at outside points and 1c. higher at points of shipment. Turpentine is 1c. dearer throughout. We quote as follows:

WHITE LEAD—Ex Toronto, pure white lead, \$6.37½; No. 1, \$6; No. 2, \$5.67½; No. 3, \$5.25; No. 4, \$4.87½; genuine dry white lead in casks, \$5.37½.

RED LEAD—Genuine, in casks of 560 lb., \$5.25; ditto, in kegs of 100 lb., \$5.50; No. 1, in casks of 560 lb., \$4.50; ditto, kegs of 100 lb., \$4.75.

LITHARGE—Genuine, 6¼ to 6½c.

ORANGE MINERAL—Genuine, 7½ to 8c.

WHITE ZINC—Genuine, French V.M., in casks, \$7 to \$7.25; Lehigh, in casks, \$6.

PARIS WHITE—90c. to \$1 per 100 lb.

WHITING—65c. per 100 lb.; Gilders' whiting, 80c.

GUM SHELLAC—In cases, 22c.; in less than cases, 25c.

PARIS GREEN—Bbls., 18¼c.; kegs, 19c.; 50 and 100-lb. drums, 17½c.; 25-lb. drums, 20c.; 1-lb. papers, 20½c.; 1-lb. tins, 21½c.; ½-lb. papers, 22½c.; ½-lb. tins, 23½c.

PUTTY—Bladders, in bbls., \$2.10; bladders, in 100 lb. kegs, \$2.25; bulk in bbls., \$1.90; bulk, less than bbls. and up to 100 lb., \$2.05; bladders, bulk or tins, less than 100 lb., \$2.90.

PLASTER PARIS—New Brunswick, \$1.90 per bbl.

PUMICE STONE—Powdered, \$2.50 per cwt. in bbls., and 4 to 5c. per lb. in less quantity; lump, 10c. in small lots, and 8c. in bbls.

LIQUID PAINTS—Pure, \$1.20 to \$1.30 per gal.

CASTOR OIL—English, in cases, 9½ to 10c. per lb. and 10 to 10½c. for single tins.

LINSEED OIL—Raw, 1 to 4 barrels, 86c.; boiled, 89c.; 5 to 9 barrels, raw, 85c.; boiled, 88c., delivered. To Toronto, Hamilton, Guelph and London, 2c. less.

TURPENTINE—Single barrels, 56c.; 2 to 4 barrels, 55c., delivered. Toronto, Hamilton and London 1c. less. For less quantities than barrels, 5c. per gallon extra will be added, and for 5-gallon packages, 50c., and 10 gallon packages, 80c. will be charged.

GLASS.

The arrivals to date have not been nearly as large as were expected, but as there is practically nothing doing the feeling is dull. We quote as follows: Under 26 in., \$4.15; 26 to 40 in., \$4.45; 41 to 50 in., \$4.85; 51 to 60 in., \$5.15; 61 to 70 in., \$5.50; double diamond, under 26 in., \$6; 26 to 40 in., \$6.65; 41 to 50 in., \$7.50; 51 to 60 in., \$8.50; 61 to 70 in., \$9.50, Toronto, Hamilton and London. Terms, 4 months or 3 per cent. 30 days.

OLD MATERIAL.

There is not much doing, but prices are nominally unchanged. We quote jobbers' prices as follows: Agricultural scrap, 60c. per cwt.; machinery cast, 60c. per cwt.; stove cast, 40c.; No. 1 wrought 50c. per 100 lb.; new light scrap copper, 12c. per lb.; bottoms, 11c.; heavy copper, 12½c.; coil wire scrap, 12½c.; light brass, 7c.; heavy yellow brass, 10c.;

heavy red brass, 10½c.; scrap lead, 2¾c.; zinc, 2c.; scrap rubber, 6½c.; good country mixed rags, 65 to 75c.; clean dry bones, 40 to 50c. per 100 lb.

HIDES, SKINS AND WOOL.

HIDES—The market is easy, but there is a fairly good movement. We quote as follows: Cowhides, No. 1, 7½c.; No. 2, 6½c.; No. 3, 5½c. Steerhides are worth 1c. more. Cured hides are quoted at 8½ to 9c.

SKINS—A moderate demand continues, with steady and unchanged prices. It is believed that prices have reached the top figure for the season, unless speculation should put quotations beyond a paying basis. We quote as follows: No. 1 veal, 8-lb. and up, 9c. per lb.; No. 2, 8c.; dekins, from 55 to 60c.; culls, 20 to 25c.; sheepskins, 90c. to \$1; lambs and pelts, 35c.

WOOL—The demand is good, but prices remain very low. Our quotations are: Combing fleece, washed, 12 to 12½c., and unwashed, 7½ to 8c.

COAL.

There is a scarcity of anthracite coal in some sizes, especially egg, and shippers were behind in their July orders at the close of the month. We quote as follows at international bridges: Grate, \$4.75 per gross ton; egg, stove and nut, \$5 per gross ton with a rebate of 10c. off for August shipments.

PETROLEUM.

There is some improvement in the demand, but, of course, there is little doing yet. Prices remain steady and unchanged, as follows: Pratt's Astral 16 to 16½c. in bulk (barrels, \$1 extra); American water white, 16½ to 17c. in barrels; Photogene, 15½ to 16c.; Sarnia water white, 15 to 15½c. in barrels; Sarnia prime white, 14 to 14½c. in barrels.

MARKET NOTES.

Coke plates are quoted 25c. per box higher.

MR. EVANS ON MOUNT BLANC.

Mr. W. H. Evans, of the Canada Paint Co., Montreal, and Mrs. Evans, were registered at the Grand Hotel de la Metropole, Geneva, Switzerland, on July 28. They afterwards proceeded to Chamounix for the ascent of Mount Blanc.

TOOK THE CHEAPEST HOLIDAY.

"Doctor, what is the matter with me?"

"You need about three months' rest from business—that is all."

"Three months' rest? That will cost me \$5,000. The other doctor said I needed an operation for appendicitis. That would cost me only \$100. I guess I'll let him operate."—Chicago Tribune.

PIG-IRON PRODUCTION.

The American Iron and Steel Association has just published the statistics of the pig iron in the United States for the first half of the current year. They are shown

to be 7,674,613 tons compared with 7,642,569 tons the corresponding period of 1900.

DEATH OF WILLIAM KENNETH ROSS.

THERE died in Montreal on Thursday morning at 9 o'clock one of the best-known and most highly respected hardwaremen in North America in the person of William Kenneth Ross, whose name and face was familiar in every wholesale hardware centre in Canada and the United States. For the past year and a-half he has been troubled with aneurism of the heart, and he has remained most of the time in Montreal with his brother, Dr. Ross, of Dorchester street, still conducting his business, but yet calmly awaiting death, which came suddenly on Thursday morning.

Mr. Ross was born in Ayrshire, Scotland, and came out with his parents to this country, settling in Hamilton, Ont., where he learned the hardware business. About 30 years ago he removed to the United States to become the representative of large manufacturers; and since that time he has occupied a unique position as one of the foremost distributors of hardware on this continent. Probably there is no man in the business that has been held in such high esteem as the late William Kenneth Ross. He was possessed of a magnificent physique and a strong personality.

A few years ago The Iron Age published a character and biographical sketch of him as the most popular and successful hardware representative in the United States.

He travelled from the Atlantic to the far Western States representing the largest houses and largest makers of both heavy and shelf hardware, and everywhere along his route of march he will be missed by the friends with whom he did business. Some 12 years ago his business had extended so rapidly that he found it necessary to found a branch in Chicago where he would be closer to large consuming centres. Since that time the New York business has remained under the control of his partners, the Messrs. Fuller. It is needless to say he met with the greatest success in his new venture. Some of the firms he represented were the Stanley Works, New Britain, Conn.; the New York Wire Cloth Co.; the Standard Tool Co., Cleveland, O.; the American Axe and Tool Co., New York; Lane & Gales, Troy, New York; the O. W. Osso Manufacturing Co., Owosso, Mich., and many others.

We join with the trade in extending to his sorrowing relatives our sincere and heartfelt sympathy. No man had more true business friends than he.

The Man Who Buys

When a man buys horsenails, he should consider not only the price, but the quality and general reputation of the brands offered him. He will find that the "C" brand horse nails are admitted by all who

have ever sold or used them, to be the best to handle, because they never give the seller any trouble whatever. Once sold, they are never returned by reason of any faults; they are faultless, and represent the perfection of horse nail manufacture in Canada. This statement is no idle boast. We have been engaged in making horse nails only in Canada since 1865, a period of 36 years, and our



"C" brand has never been equalled in quality, pattern or finish by any maker. We make the best goods that can be produced; use the best material; and get the best price. You can safely judge of the merits of rival brands of horse nails by the prices asked—the best article always sells at the best price, and the poorest article at the lowest price. If you want horse nails that will hold your farrier trade, you can depend upon the "C" brand as you can upon no other. We shall appreciate your kind preference in ordering.

...Canada...
Horse Nail Co.
MONTREAL.

THE CANADIAN CEMENT INDUSTRY.

THE recent article in **HARDWARE AND METAL** in regard to the cement industry of Canada has created quite a little interest. A prominent shareholder in The Owen Sound Portland Cement Co. writes as follows, under date of July 31 :

"My attention was called to your article on the cement industry. I thought it timely and to the point. I think, however, you have been misled as to the \$131,000 dividend of a Western company on a \$200,000 capital. I presume you refer to The Owen Sound Portland Cement Co., in which I am a shareholder. No such dividend was ever declared or paid. Fabulous stories of this company's dividends and the cost of making cement are being circulated by touters selling stock in some of the new companies now being floated. They are able (in their minds) to make cement for less than the cost of fuel to burn it.

"The Owen Sound Portland Cement Co., after a long period of non-dividend paying, and in a year in which over \$100,000 cash was paid in in new stock, did pay a handsome and exceptional dividend, but nothing approaching the figure named. I hope no one is misled by the circulation you gave the story into wasting good money upon the hope of getting any big money out of the cement business.

"It is said \$15,000,000 have been lost in the stock of three mining companies. Pulp (mechanical), which a few years ago sold at \$120 per ton, can now be bought at \$15. In the early days good profits were made in pulp, but a glutted market and overproduction have killed the goose which laid the golden egg. So must it be with cement. The plants now in operation can much more than supply the normal demand in Canada. Gigantic public and private works which, in the nature of things, cannot continue, have created an unusual demand. If half the new concerns now projected ever get the length of producing cement there cannot fail to be disaster in store for those who put their money into them."

CATALOGUES, BOOKLETS, ETC.

A MACHINERY CATALOGUE.

The Franklin Machine Works, Philadelphia, Pa., have issued an exceptionally neat catalogue of their horizontal boring machines, milling machines and cold saw cutting-off machines. As the machines made by this firm are thoroughly modern, and as they are accurately illustrated and described in this catalogue, all machinists and machine tool-makers should make sure of getting a copy of the catalogue. Any person in the trade, by reference to **HARDWARE AND METAL**, can secure a copy of

this work on application to the firm's head office in Philadelphia.

A UNIQUE STOVE BOOKLET.

The advertising genius of The Gurney Foundry Co., Limited, Toronto, has devised another unique booklet, wherein they extol the merits of Imperial Oxford ranges. Instead of being cut with four straight sides, the shape of the page is designed from the front cover, which comprises a cut of an Imperial Oxford range. The illustrations and descriptive matter within are exceedingly convincing, and should be of material assistance to retailers in inducing their customers to buy a good stove. The Gurney company, in sending out this and other advertising literature, state that they will gladly supply their customers with as many booklets and circulars as they can distribute to advantage.

A FILE COMPANY'S GROWTH.

HARDWARE AND METAL has on two or three occasions printed items showing the expansion of the business of the Nicholson File Works, Providence, R.I. The following from circulars recently issued shows that the expansion is still going on :

Having sold to the Nicholson File Company of Providence, R.I., our entire business so far as the manufacturing of files and rasps is concerned, including all machinery, tools, stock of goods, patents and good-will, we desire to announce that we shall discontinue entirely the manufacture and sale of these goods.

Payment for invoices prior to August 1, 1901, should be made to The J. Barton Smith Company, Philadelphia, Pa.

We extend to all our customers our thanks for the patronage which they have accorded us, and assure them that they cannot better serve their own interests than by transferring to the Nicholson File Company the business with which they have favored us.

THE J. BARTON SMITH COMPANY.
Philadelphia, August 1st, 1901.

We hereby announce that we have purchased of The J. Barton Smith Company, Fourth and Somerset streets, Philadelphia, Pa., the file and rasp manufacturing business heretofore carried on by them in that city, including all of the machinery, tools, stock of goods, patents and good-will of that company.

Payments should be made to The J. Barton Smith Company, Philadelphia, Pa., for all charges by them prior to August 1, 1901. Remittances for all bills of files and rasps rendered on and after August 1, 1901, as well as all orders, should be sent direct to the Nicholson File Company, Providence, R. I.

We solicit the continued patronage of all those who have handled the file and rasp products of The J. Barton Smith Company, assuring them that the quality of these goods will be maintained in every particular, and that their business shall receive our prompt, careful and courteous attention.

NICHOLSON FILE COMPANY,
Providence, R. I., August 1, 1901.

GROWING TRADE IN GRAPHITE.

A. K. INGRAHAM, representing The Joseph Dixon Crucible Co., of Jersey City, is making one of his periodical visits to the Canadian trade. To the stationery trade, Dixon's pencils are so well known that a visit by Mr. Ingraham, to Canada, is invariably followed by large orders.

It is characteristic of The Dixon Co. that they have developed around their graphite business an immense trade in cognate and allied lines, so that their Canadian representative is a welcome guest not only to stationery importers, but to hardware firms, machinery houses and others. A partial list of the goods they manufacture will indicate the extent of their operations, because graphite is put to many uses, and users of graphite require certain articles which The Dixon Co. also make. So a list of goods, including pencils (of every grade and style), lubricants, belt dressing, stove polish, axle grease, graphite for railway use, graphite for electrotypers, crucibles, storers and clippers, hard oil pumps, etc., means an extensive business in all parts of the world. Mr. Ingraham, like the big concern he represents, is all alive and full of information.

I asked him about the conditions under which trade is pushed in the United States. "Well," he replied, "our dealers generally are hustlers, and they have to be to keep their trade. Even the small dealers are awake to this. Take the matter of pencils, for example. The stationer makes every effort to keep his own trade at home. He solicits and obtains the local custom of all big companies or manufacturers with headquarters or branches in his town. Men from outside, especially in the cities, come after this trade, and the local dealer, to keep it, must be a hustler. He must show the company whose trade he is after that he can do as well as a bigger outside house. In order to do this he must place a large order so that his prices are right. One big order brings another, and he soon gets the reputation locally of being quite as satisfactory a source of supply as an outside competitor. I have known a dealer in a small village place an order for 150 gross of pencils. This is only possible where the dealer is getting all his local trade. By working into local prominence, such as going on the school board, etc., he gets control of this trade.

"Canadian trade? It is expanding well, and I notice that there is a demand for special things in which a man can work up a trade of his own."

Mr. Ingraham is an interesting man to talk with, and the Dixon Co.'s own wise policy of adding new lines so as to develop the graphite business in every shape and form is in itself a valuable pointer to every merchant in Canada no matter what line of business he is in.

HEATING AND PLUMBING

COATING A GALVANIZED TANK.

"EXPERIENCE," New York City, writes The Metal Worker as follows: "I notice the letter of 'A. L. B.' in The Metal Worker of July 13 in reference to coating a galvanized tank, and also the recommendation of 'J. R. Q.' on July 20, to use a good quality of asphaltum varnish. I subscribe to the idea presented, that a galvanized tank is not a desirable one for the storage of drinking water. From long experience I know that it is difficult to get paint to stick to galvanized iron. If the surface can be left exposed to the weather until it becomes dark in appearance and the action of the atmosphere roughens it somewhat so that paint will adhere, it is more than likely that it will hold for some time if the right kind of paint is used. If, on the other hand, the tank must be painted as soon as completed, it should be washed with a strong soda water, or with soft water to which some ammonia has been added, and then cleaned with clear water. A still better wash is dilute muriatic acid, which will on drying produce a grayish film that should be washed off with clear water and the surface allowed to dry before beginning to prime.

"As to a paint for the first coat on galvanized iron, beware of white lead, because it remains soft and eventually peels off, and of zinc white, which will crack and flake, or any light carbon paint which requires much oil to spread, because this will wrinkle and later on part. The cheap, ordinary mineral paints will not serve the purpose either because they are liable to peel. Red lead as the basis for an all oil paint has given best service, but it, too, has given away at times. The cause of the trouble appears to be that in an all oil paint the oil is attacked by the metallic zinc. After many trials I have found that a paint made from a heavy pigment that requires a small percentage of thinner for spreading will best serve the purpose of first coating galvanized iron. The most desirable results have been obtained from a good mixture of equal parts by measure (not weight) of dry lead and first-class mineral brown ground together dry and then mixed by hand with equal parts of pure raw linseed oil and spirits of turpentine, without the use of any japan or liquid dryer. Over this priming coat any good oil paint may be applied and permanent adherence expected.

"A solution for washing galvanized iron used by an old acquaintance who vouches for its excellence is as follows: Dissolve 2 ounces of chloride of copper, 2 ounces of nitrate of copper and 2 ounces of sal ammoniac in 1 gallon of water; then add 2 fluid ounces of crude hydrochloric acid. This solution must be made up in stone or earthenware to prevent precipitation of the copper salts. Cover the surface of the galvanized iron with the solution and it will assume a black color, which, on drying over night, will turn light grey. Upon it a red lead prime, thinned with equal parts of raw linseed oil and turpentine, will hold

indefinitely. Subsequent coats can be given in colors, rich in oil. Galvanized iron should at no time be first coated with an all oil paint."

SOLID PORCELAIN EARTHENWARE IN THE UNITED STATES.

The demand for solid porcelain earthenware continues unabated. It is understood that two of the Trenton potters are to erect kilns which will increase their output at least 50 per cent. This additional kiln capacity will be used exclusively in the manufacture of goods used by the plumbing trade. The potteries are all sold out for the next three months, but prices have remained the same. We understand that efforts are being made to bring about an equalization of prices among the different manufacturing potters. One of the elements which have militated against such a scheme being put through heretofore was the fact that so many pieces of ware coming from the kilns are of the B or C quality, and as the potteries have more or less difficulty in disposing of the poorer quality of their wares it always left the market in a very unsettled condition. We learn that an experienced man, who is thoroughly familiar with the trade, will be appointed by the different manufacturers as an inspector, and will have the exclusive say regarding the classification of the ware. He will say whether the ware is A, B or C quality, and whatever he decides the goods will be sold at the price governing that class. It is believed that this scheme will bring about a more stable condition in the market, and as the demand for this class of ware is continually increasing and is at the present time much in excess of the production, it is believed there will be no difficulty in maintaining the prices adopted by The Potters' Association.—Metal Worker.

PLUMBING AND HEATING CONTRACTS.

Purdy, Mansell & Co., Toronto, have contracts for heating a new store on Yonge street, near Bloor, for F. Simpson & Son; for plumbing in a house on Walmer road, for J. F. Hagerty, and for plumbing in a new warehouse at 160 Bay street, for J. L. Jones.

The Bennett & Wright Co., Limited, Toronto, have the contract for plumbing and gas-fitting in a house on Madison avenue, for J. C. Nicholson; for plumbing two houses on Concord avenue, for T. Murray, and for plumbing and heating in two houses on Brunswick avenue, for A. McMahon.

The John Ritchie Plumbing and Heating Co., Limited, Toronto, have the contract for remodelling a house on St. Vincent street, for Wallace Nesbitt; for remodelling and plumbing in St. James' Square Presbyterian church; for the steam-heating of The Benson House, Lindsay; for plumbing and steam-heating in a new building for The Toronto Lithographing Co., Limited; for plumbing and heating in a house on Bernard avenue, for Mrs. Fleming; remodelling plumbing and heating in a house on Orde street, for F. X. Cousineau; and for remodelling plumbing in a residence on Church street, for E. Archer.

THE PLUMBERS' BASEBALL GAME.

The great topic of interest in Toronto plumbing circles this week is the game of baseball between the teams representing The Toronto Master Plumbers' Association and The Toronto Plumbing Supply Houses, which is to come off at 3 p.m. Saturday at the Woodbine grounds.

These teams have met twice. The first game, which was a feature of the plumbers' convention, was won by the Supply House team; the second was stopped by rain when the Master Plumbers had secured an immense lead and looked sure winners. Now, both teams see sure wins for themselves on Saturday, and a warm game is bound to be the outcome.

BUSINESS OUTLOOK AT VANCOUVER.

Mr. John Boyd, of Boyd, Burns & Co., dealers in plumbers supplies, Vancouver, B.C., passed through Toronto on Thursday on his way to Scotland, where he intends spending a holiday.

"Business prospects at Vancouver," stated Mr. Boyd to "Hardware and Metal," "are decidedly bright. The frequent strikes in the Kootenay district have affected trade in that city somewhat during the past couple of years, but there is a steadier feeling in the Kootenay now, and in every other respect the country is steadily progressing. There has been a large increase in population in Vancouver during the last few years. Several large buildings and a great many residences have gone up last year and this summer and, as a rule, a better class of plumbing has been called for than formerly. The plumbers of the city have a strong association, and as they hold well together and do good work, they are doing well as a class.

"Vancouver is getting a good share of the Klondyke trade now. The merchants of the city have done everything possible to get a strong hold on that trade and have been materially assisted by the action of the C.P.R. in putting on a fast boat service between Vancouver and the north. The establishment of the assay office in Vancouver is bound to be of material advantage. It is a thoroughly complete assay office, and as it will be operated at slightly less expense to the miner than the Seattle office, a good share of the gold is bound to come to it. It is now in full running order, so will help to divert this year's product to Canada. The merchants of Vancouver recognize that this is bound to be of advantage to them, and consequently the feeling there is decidedly hopeful."

SOME BUILDING NOTES.

A new church will be built at St. Damase (L'Islet County), Que., soon.

Peter Hymmen intends erecting a house equipped in modern style in Berlin.

Proulx & Crevier have secured the contract for the convent at Ste. Angele, Que.

J. H. McGillivray will erect a new house for Alex. Clark, near Smith's Falls, Ont., at once.

F. Miller has the contract to erect a house for Thos. Walsh on Syndicate avenue, Fort William, Ont.

E. Marcoux will erect a \$5,000 three-

ADVERTISING in WESTERN CANADA

will be Carefully Efficiently, and Promptly
attended to, by

The Roberts Advertising Agency,
WINNIPEG CANADA.

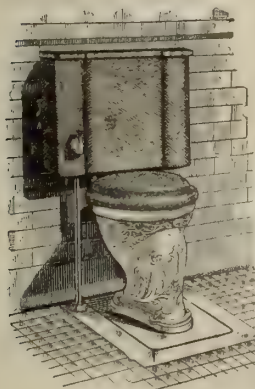
1879 ESTABLISHED 1879

Essex Handle and Wood Turning Works

Late of Essex, now LEAMINGTON, ONT.

Makers of Axe, Fork, Rake, Hoe, Sledge, Broom, Hammer and all kinds of Handles. Neck Yokes, Singletrees and Doubletrees, Bench Saws, Exercise Clubs, Baseball Bats, etc., etc. Do you sell any Shaved Pattern and Octagon Axe Handles? The largest and best trade in Canada does, because they give best satisfaction. All stock air-dried, not kiln-dried. If you are going to be in it, place your order with

GARDNER BROS. & CO.



**LOW TANK
WATER CLOSET
COMBINATIONS
THE MOST PER-
FECT ON THE
MARKET
NOISELESS IN
ACTION
BEAUTIFUL
DESIGNS.**

Write for Catalogue.
**The James Morrison
Brass Mfg. Co. Limited**
TORONTO, ONT.

IT'S MADE FOR THE ROOF



Nothing can be better for the roof than Oxides, Ochres and Earth Colors. That is if they are made into the right kind of paint, and farmers will be mighty pleased when they come to realize that every piece of wood they have standing will live twice as long if painted with

RAMSAYS OUTSIDE PAINTS

because these paints are made for just that kind of work, made with good heavy linseed oil and dryers. Ask your farmer friends how they would like a double term of years added to the life of the barn—that should bring business for you, and profit too, at one dollar a gallon.

A. Ramsay & Son

PAINTMAKERS,

Est'd 1842.

MONTREAL.

ONTARIO SILVER CO.,

Limited,

NIAGARA FALLS, CANADA.

Manufacturers of **FLATWARE, CUTLERY and
ELECTRO PLATE.**
Ask for our Catalogue and Quotations.



Ontario Nut Works, Paris BROWN & CO.

Manufacturers of

All sizes of Hot Pressed
Nuts, Square and Hexagon.

The man who pulls the chain would appreciate



Yale Differential
Block.

Load always self-sustained. One man can lift 800 lbs., four feet per minute. Three men pull 216 lbs., and handle thirty feet of chain.

*all to Hunt Office
25-9-01*

YALE CHAIN BLOCKS

The Differential are durable, smooth and easy working. For occasional use.

The Duplex for general use.

The Triplex, most efficient Block made, twice the efficiency of the Screw Gear type, and triple that of the Differential type.

A Stock Carried.



Yale Triplex
Block.

Load always self-sustained. One man can lift 2,000 lbs., four feet per minute. One man pulls 82 lbs., and handles 31 feet of chain.

THE FAIRBANKS COMPANY

749 Craig Street

Montreal.

storey building at the corner of St. Anselme and St. Francis streets, Quebec.

At least six stores are being erected at Glace Bay, N.S. The Union Bank and the Bank of Nova Scotia are erecting premises there.

It is probable that a modern apartment house will be erected on the site now owned by the Y. M. C. A., on Drummond street, near Dorchester, Montreal.

The new Hochelaga Bank building to be erected at the corner of St. Valier and Montmagny streets, Quebec, will be six storeys high and will cost \$400,000.

Lumsden Bros. intend enlarging their warehouse on Macnab street, Hamilton. The Gurney-Tilden Co., Limited, and E. T. Wright, of the same city, also intend to enlarge their premises.

BUILDING PERMITS ISSUED.

Building permits have been issued in Toronto to Chas. T. Jefferys, for a pair of \$1,800 residences at 615 and 617 King street west; to John O'Neill, jr., for \$3,500 repairs to 184 and 186 Parliament street; to F. A. Ralph, for a \$4,000 residence on Roxborough avenue, near Crescent road; to W. J. Hewitt, for a \$5,000 dwelling on Langley avenue, near Victor; to John F. Ellis, for a \$2,800 residence, near Elm road, on Crescent road.

WON MOST OF THE PRIZES.

The Stevens-Pope rifle barrel carried off nearly all the prizes at the shoot held at San Francisco, as will be seen by the following records:

King target—Adolph Strecker, 394; L. P. Ittel, 392; F. C. Ross, 375. All these records are above the previous King scores of the Bund. The Stevens-Pope barrels win first nine places and 17 out of 20 prize-winners.

Man target (4 shots; possible, 80)—C.M. Henderson, 79; H. M. Pope, 78. Four men shooting Stevens-Pope barrels have 76. The Stevens Pope win six places and 9 out of 15, making 75 and over.

King target (possible 75)—L. P. Ittel, 74; W. L. Belknap, 74; Dr. L. O. Rogers, 74. Four men using Stevens-Pope barrels have 75 and seven men have 72. The Stevens-Pope win the first six places and 18 out of 21, making 71 and over.

Standard target (5 shots; possible 50)—T. R. Geisel, 49; Adolph Strecker, 49; A. H. Pape, 49. Five men using Stevens-Pope barrels score 48. Stevens-Pope win first six places, 26 out of 32 men making 46 and over use the Stevens-Pope barrel.

Hunter's bear target—T. N. Schofield, shooting the Stevens-Pope barrel, won first place, making 16 out of a possible 18; 32 out of 35. First five on target.

AN AMUSING LETTER.

MR. CHARLES PICKFORD, of Pickford & Black, who is at present in Toronto, has in his possession an interesting and amusing letter which was handed to him just as he was stepping on board steamer at Antigua en route for Canada. It was written conjointly by two negroes who were desirous of securing a pass as they said to "New York or any of the enviroing cities." It reads as follows:

SANDY POINT, 24th June, 1901.

Dear Sir:

We the undersigned, have conjoindly purported by this applicative writ hereof tendered to lay before you in compended words the excessive diuturnity of our remotness from employment. Incredible as it may seem; yet, each does adjure to the fact, that we are, from the latter part of the past year seeking for work which has delphianly eloped from our reach. Our last voyage was from Roseau (Dominica) a couple months ago, where it's exceedingly dull. We thought of probation elsewhere, and so, pitched our tent in this land: but to our frustration, the 'trees' we have observed are searing daily: and in fine the entire place is equal to the prior named.

Adumbrating the perspective of our condition, we do kindly obtest you to intellectually view it;—think on it; and then, you may deem in what perplexity we now stand in a land like this. Why; the Cane Agriculture itself is canting, and the labourers are complaining and groaning of their exiguous hebdomadal stipend which has been reduced. O! it is truly grieving. Hereof, after consultation, we have both linked in the notion to venture another place where we deeply believe we will be able to reap a harvest.—This is New York or any of the enviroing cities. We are indeed fervent to get there: but O how pitiful it is to declare that we, through our own means, are unable to attain our desideratum: and conclude, kindly imploring you whom we have understood to have that power to favour, us with a grant passage to same place. We shall be very thank'ul Sir for this conference if it will favourably please you.

Yours Respectfully
ROACH & GUMBS.

T. H. Whale, of Winnipegosis, Man., is in need of a tinsmith. The opening is a good one for a reliable man. Applicants should write, giving references, to T. H. Whale.

BRITISH BUSINESS CHANCES.

Firms desirous of getting into communication with British manufacturers or merchants, or who wish to buy British goods on the best possible terms, or who are willing to become agents for British manufacturers, are invited to send particulars of their requirements for

FREE INSERTION

in "Commercial Intelligence," to the Editor 'SELL'S COMMERCIAL INTELLIGENCE,' 168 Fleet Street, London, England.

"Commercial Intelligence" circulates all over the United Kingdom amongst the best firms. Firms communicating should give reference as to bona fides.

N.B.—A free specimen copy will be sent on receipt of a post card.

The words "**DUNDAS AXE**" are stamped on our hand made "Crown Jewel" and "Perfect Jewel" Axes. Knowing the quality of these Axes, we want every one to know who made them. They will hold an edge that will cut their way to success.

DUNDAS AXE WORKS

Dundas, Ont.

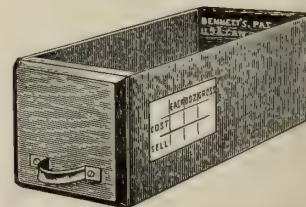
Montreal Agent: W. L. Haldimand, Jr.

"KEY CABINET" to hand and we are pleased with it." JOHN MILLEN & SON, Montreal.

Cabinets for all kinds of goods fitted with

BENNETT'S PATENT SHELF BOX

MADE TO ORDER.



For particulars apply to the patentee and manufacturer.

J. S. BENNETT, 20 Sheridan Ave., TORONTO

JAS. B. CAMPBELL.

WILLIAM PRATT.

THE ACME CAN WORKS

Manufacturers of

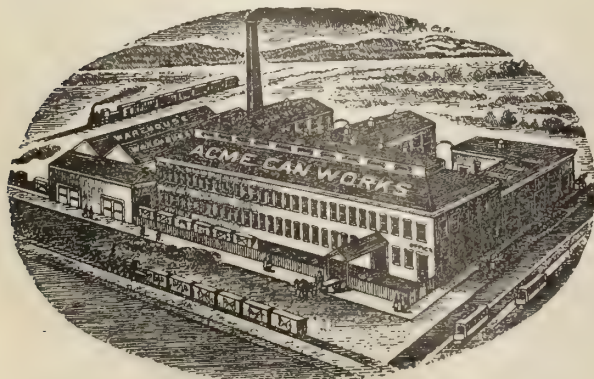
Paint and Color Cans, round and square, Varnish and Oil Cans, Paint Irons, Paint Packages, Lye Tins,

and every description of Tin or can required by the trade. Write us for anything you need in our line. We will be pleased to quote you prices.

OFFICE AND FACTORY

Ontario St. and Jeanne D'Arc Avenue,

MONTREAL



MANITOBA MARKETS.

WINNIPEG, August 7, 1901.

HARDWARE AND PAINTS, OILS
AND GLASS.

IN common with all lines of business, the hardware stores had many callers during the week, and a fair amount of business was done. Prices remained steady during the week. The same might also be said of paints, oils and glass, the only change on this market being a drop of 2c. per gal. in linseed oil.

Quotations for the week are as follows:

Barbed wire, 100 lb.	\$3 45
Plain twist	3 45
Staples	3 95
Oiled annealed wire	10 3 95
"	11 4 00
"	12 4 05
"	13 4 20
"	14 4 35
"	15 4 45
Wire nails, 30 to 60 dy, keg	3 50
" 16 and 20	3 60
" 10	3 60
" 8	3 70
" 6	3 75
" 4	3 90
" 3	4 15
Cut nails, 30 to 60 dy.	3 10
" 20 to 40	3 15
" 10 to 16	3 20
" 8	3 25
" 6	3 30
" 4	3 40
" 3	3 75
Horsenails, 45 per cent. discount.	
Horseshoes, iron, No. 0 to No. 1	4 65
No. 2 and larger	4 40
Snow shoes, No. 0 to No. 1	4 90
No. 2 and larger	4 40
Steel, No. 0 to No. 1	4 95
No. 2 and larger	4 70
Bar iron, \$2.60 basis.	
Swedish iron, \$5.00 basis.	
Sleigh shoe steel	3 25
Spring steel	3 25
Machinery steel	3 75
Tool steel, Black Diamond, 100 lb.	8 50
Jessop	13 00
Sheet iron, black, 10 to 20 gauge, 100 lb.	3 50
20 to 26 gauge	3 75
28 gauge	4 00
Galvanized American, 16 gauge	2 54
18 to 22 gauge	4 50
24 gauge	4 75
26 gauge	5 00
28 gauge	5 25
Genuine Russian, lb.	12
Imitation	8
Tinned, 24 gauge, 100 lb.	7 75
26 gauge	8 00
28 gauge	8 50
Tinplate, 1C charcoal, 20 x 28, box	10 75
" 1X	12 75
" 1XX	14 75
Ingot tin	33
Canada plate, 18 x 21 and 18 x 24	3 25
Sheet zinc, cask lots, 100 lb	7 00
Broken lots	7 50
Pig lead, 100 lb.	6 00
Wrought pipe, black up to 2 inch	50 an 10 p.c.
Over 2 inch	50 p.c.
Rope, sisal, 7-16 and larger	\$11 00
" 3/4	11 50
" 1/2 and 5-16	12 00
Manila, 7-16 and larger	14 00
" 3/4	14 50
" 1/2 and 5-16	15 00
Solder	20
Cotton Rope, all sizes, lb.	17
Axes, chopping	\$ 7 50 to 12 00
" double bits	12 00 to 18 00
Screws, flat head, iron, bright	87 1/2
Round	82 1/2
Flat " brass	80
Round " "	75
Coach	57 1/2 p.c.
Bolts, carriage	55 p.c.
Machine	55 p.c.
Tire	60 p.c.
Sleigh shoe	65 p.c.
Plough	40 p.c.

Rivets, iron	50 p.c.
Copper, No. 8	35
Spades and shovels	40 p.c.
Harvest tools	50, and 10 p.c.
Axe handles, turned, s. g. hickory, doz.	\$2 50
No. 1	1 50
No. 2	1 25
Octagon extra	1 75
No. 1	1 25
Files common	70, and 10 p.c.
Diamond	60
Ammunition, cartridges, Dominion R.F.	50 p.c.
Dominion, C.F., pistol	30 p.c.
" military	15 p.c.
American R.F.	30 p.c.
C.F. pistol	5 p.c.
C.F. military	10 p.c. advance.

Loaded shells:	
Eley's soft, 12 gauge black	16 50
chilled, 12 gauge	18 00
soft, 10 gauge	21 00
chilled, 10 gauge	23 00
Shot, Ordinary, per 100 lb	6 25
Chilled	6 75
Powder, F.F., keg	4 75
F.F.G.	5 00
Tinware, pressed, retinned	75 and 2 1/2 p.c.
" plain	70 and 15 p.c.
Graniteware, according to quality	50 p.c.

PETROLEUM.	
Water white American	25 1/2 c.
Prime white American	24c.
Water white Canadian	22c.
Prime white Canadian	21c.

PAINTS, OILS AND GLASS.	
Turpentine, pure, in barrels	\$ 61
Less than barrel lots	66
Linseed oil, raw	90
Boiled	93
Lubricating oils, Eldorado castor	25 1/2
Eldorado engine	24 1/2
Atlantic red	27 1/2
Renown engine	41
Black oil	23 1/2 to 25
Cylinder oil (according to grade)	55 to 74
Harness oil	61
Neatsfoot oil	\$ 1 00
Steam refined oil	85
Sperm oil	1 50
Castor oil	11 1/2
Glass, single glass, first break, 16 to 25	
united inches	2 25
26 to 40	2 50
41 to 50	5 50
51 to 60	6 00
61 to 70	6 50
Putty, in bladders, barrel lots	2 1/2
kegs	2 1/2
White lead, pure	7 00
No. 1	6 75
Prepared paints, pure liquid colors, according to shade and color, per gal.	\$1.30 to \$1.90

NOTES.

The implement men, instead of exhibiting on the Fair ground this year, made special displays in their own warerooms, and report the result satisfactory.

IRON IN THUNDER BAY DISTRICT.

According to word received at the Crown Lands Department, deposits of iron have been discovered in the Thunder Bay district, east of Lake Nipigon. The ore is apparently of a low-grade quality, and at present it is impossible to tell in what quantities it lies, although the deposits are thought to be very large.

The American Steel Co. have applied for 8,000 acres of mineral land, and the Algoma Commercial Co., one of the Clergue syndicate's enterprises, has large tracts from 4,000 to 5,000 acres under option, principally from prospectors.

Wm. T. Fleming, general merchant, Melrose, Ont., has assigned to W. Gill.

DIAMOND
GRAPHITE
PAINT

The very best covering and ANTI-RUST
Paint for all Metallic structures.

THE
CANADA
PAINT
COMPANY
LIMITED
MONTREAL



For MACHINES,
BRIDGES and
GIRDERS.

Resists
Corrosion

and gives a beautiful finish. The IDEAL
Paint for economy and durability.
Correspondence invited.

THE
CANADA
PAINT
COMPANY
LIMITED
TORONTO

THE MAKING OF LAMP CHIMNEYS.

AN interesting article on the manufacture of lamp chimneys appeared in a recent issue of *The Scientific American*. After a few introductory words the writer of the article says:

"Perhaps the most important feature in the manufacture of lamp chimneys, or, indeed, of any form of glassware, is the mixing of the ingredients. As in the case of plate glass, the body of the mixture consists of a sand which is as nearly pure silica as can be obtained. The sand is quarried from silica rock, then thoroughly ground and sifted through a 40-mesh screen, the material being received at the works in the prepared condition. The second most important ingredient is litharge; while potash and soda are used as fluxes. When the above mixture is used for the best quality of lamp chimneys, about 50 per cent. of the total is silica. The sand is melted in what is known as the 'furnace,' a large conical structure which is fired by gas from beneath and contains some 14 to 16 large melting pots, which are molded from a very specially prepared and carefully kneaded pot-clay. The melting pots are generally 44 in. in their largest diameter and 50 in. in height. They are arranged in a circle within the furnace, each one opposite a door. It takes 24 hours to melt the contents of a pot of the size just described. Ordinarily the contents are made up of part of the prepared mixture and part 'cullett,' i.e., glass left over from previous days of operations.

"The blowing is done with a long iron tube, known as the blow-pipe, which has a mouth-piece at one end, and is swelled out and thickened into a bell-mouth form at the lower end. In the process of blowing, the operator dips the thickened end into the melting pot and twists it around until it has gathered up a ball of molten glass of the desired size. The blow-pipe is then withdrawn from the furnace and the ball of glass is rolled out to a conical shape on a plate and slightly inflated by blowing through the tube. The blow-pipe is then handed to the second operator, who completes the operation of blowing. The bubble, if we may so call it, of glass, is thicker and heavier at its lower end, and, to secure the elongated form necessary to lamp chimneys, the operator swings the blow-pipe to and fro, thus causing the bubble to stretch by its own weight. By thus alternately swinging and blowing he brings the bubble to the required length, and approximately to the required diameter, and then places it within a hinged mold, which is opened to receive it, either by himself or one of his assistants.

He then twists the pipe and blows at the same time, thus pressing the glass against the inner walls of the mold. The tube with the molded chimney attached is then withdrawn from the mold, and handed to another operator, who, with a pair of spring tongs, forms the flaring top of the lamp chimney and marks a sharp depression just outside its base where it is to be broken away from the blow-pipe. Although a large amount of blowing is done by hand and mouth, increasing use is made of what is known as the Owens blowing machine, which substitutes mechanical for hand power. This consists of a vertical stand, at the base of which is a vertical table, carrying half a dozen of the hinged molds already referred to. After the first operator has blown and elongated the ball of glass to the desired shape, the blow-pipes are placed in the mold, with the upper ends of the tubes secured in a clamp near the top of the stand. To each of the tubes is connected a rubber hose, which is supplied with air from a small air-pump located on and forming a part of the machine. The table with its blow-pipes is rotated, and air pressure is applied through the hose, half a dozen chimneys being thus blown and molded at the same time.

"The chimneys are next carried to the annealing furnace. This is constructed with a metallic belt conveyer that passes through the furnace from end to end. The chimneys are piled up thickly upon this belt and carried through the furnace. The conveyer moves sufficiently slowly to subject each chimney to the heat of the furnace for from 12 to 24 hours. After annealing, the chimney is cut down to length. This cutting is done by rotating the chimney horizontally above two fine transverse slits, through which a thin stream of hot air impinges on the glass at the point where it is to be cut through. The strain set up by this local heating is sufficient to enable the girl who attends the machine to break off the ends with a slight bending pressure. The chimney ends, after cutting, are sharp and rough, and it is necessary to give them the proper finish. The mouth of the chimney is smoothed by 'glazing,' which is done by exposing it to the blast of a small gas fired furnace until fusion of the edge takes place, the result being the smooth, rounded edge which characterizes the lamp chimney. In the case of chimneys with crimped edges, the crimping is done in a special machine which slightly flares and crimps the edges at one operation. The base is squared and smoothed down by grinding it upon a circular, rotating, cast-iron table, whose sur-

face is covered with sand and water. The lamp chimneys are stood on end in small pockets formed in smaller discs, answering to the 'runners' of a plate-glass grinding machine, and are loaded with weights to give the proper pressure. After they have been ground, they are taken to a stamping machine, where the maker's name is stamped on with a hydrofluoric acid preparation known as 'white acid.'

"The chimneys are then taken to the labelling and packing-room, where they are labelled, wrapped in paper, placed in separate cardboard boxes, and finally delivered to the packers. Such chimneys as are not shipped in boxes are packed loose with straw carefully worked around them."

A PLACE FOR THE DRUMMER.

One of the early effects of industrial combinations was the elimination of the travelling salesman, says *The Marine Review*. He went the way of all useless appendages, for assuredly he was useless when the firm which employed him merged its interests with its competitor. Things move in cycles, however, and the era of the travelling salesman is about to dawn again. The domestic field is largely closed to him, as it has been for some years past, but the foreign field is opening. The United States are producing a surplus which must be disposed of. Foreign markets cannot be successfully cultivated by circulars alone. Circulars can herald the advance of the salesman, but they cannot always sell goods. The magnetic personality and persuasive tongue of the salesman is needed. The foreign market is a difficult field to handle, and the demand upon the talents of the travelling salesman is great. He must be versatile, gentlemanly and educated. He must speak the language of the country to which he is sent. He must be a diplomat who has devoted his attention to business. The oversea market is the market of the future. It is the one market whose possibilities cannot be measured. To all practical purposes it is infinite. With proper cultivation, no end of trade will come out of it. It is idle to think, however, that this trade can be secured without personal representation. It cannot. Contiguous countries have the natural advantage which can only be overcome by a representative on the spot with full power to act. The logical conclusion is that that army of workers which did so well to develop internal trade when there was need of them will, when transferred to Europe and the Orient, do the same thing for the foreign trade of the United States.

The stock of the estate of F. C. Peck, general merchant, Jeannette's Creek, Ont., has been sold.

PORTLAND CEMENTS

Best German, Belgian and English Brands.

Fire Bricks, Fire Clay,
Blue Linings,
Drain Pipes,
Calcined Plaster,
Granite Hard Wall Plaster,
Wheelbarrows,
Mortar Stains.

A full stock of Builders' and Contractors' Supplies. Write for Quotations.

W. McNally & Co.,
MONTREAL.

DAVID PHILIP

MANUFACTURERS' AGENT

362½ Main St., - WINNIPEG.

Correspondence invited from manufacturers of Staple or Heavy Hardware, Iron or Steel Bolts and Nuts, etc., either by carrying stock in Winnipeg or by selling direct from factory.

GOOD REFERENCES.

Special list of low-priced Japanned and Regalvanized Wire Cloth.

24, 30, 36 in. wire, in 50 ft. rolls.

SAMPLES SENT WHEN DESIRED. WRITE FOR PRICES.

The B. GREENING WIRE CO., Limited

Hamilton, Ont., and Montreal, Que.



The New Century Drum.

NEWEST, neatest and best heating drum on the market. Can be used on back of stove, in hall, or in an upper room. Owing to its construction, the heat is forced all around next to outer cylinder, between two cylinders, making it a very powerful heater—a saving of about one-quarter to one-half of fuel—occupying a space of only about 11x27 inches, still having a radiating surface of about 1,000 square inches. Both ends being oval and being made out of polished steel, ready to set up, it makes a very handsome appearance, suitable for any drawing-room. Prices right to Jobbers and Dealers. Write the manufacturers.

THE COLLINS MFG. CO.,

34 Adelaide Street West

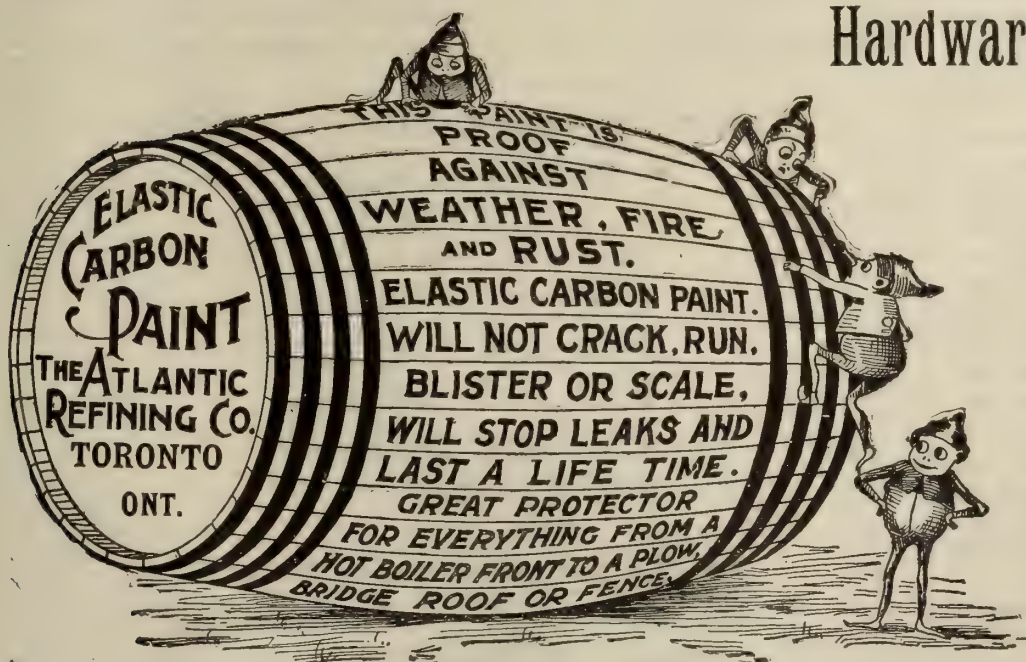
TORONTO

The Robin Hood Powder Company

If you want the best Trap or Game load in the world, buy "Robin Hood Smokeless," in "Robin Hood" Shells. It is quick, safe, and reliable. Try it for pattern and penetration from forty to seventy yards against any powder on the market. We make the powder, we make the shells, and we load them. Write for our booklet, "Powder Facts."

The Robin Hood Powder Company

SWANTON, VT.



Hardware Merchants, Tinsmiths and Roofers.

There is both profit and satisfaction in pushing the sale of

Elastic Carbon Paint.

If you have not handled any, write us for prices, circulars, etc. It's the only paint sold with a guarantee attached for 5 years.

The Atlantic Refining Co.
TORONTO.

Jarvis and Esplanade Streets.

VISIBLE AND INVISIBLE PROFITS.

C. R. RUST.

It is admitted that we are all in business for the profit there is in it, and not for our health or pleasure. Some of us, no doubt, in our experience, have found competitors who were apparently doing business for fun, and we were unable for the life of us to see where there was anything else in it for them. The goods handled were exactly the same in quality and the salesmen were equally bright and competent, so far as we could see. The fault was this—the goods were not bought upon the same basis. There is more real art and judgment in buying goods than there is in selling them. When a line of goods is owned by a jobbing house at a less figure than his competitors, you may well figure that you have already made a profit on them, although the amount made in dollars and cents does not yet appear upon your ledger as such.

Another source of profit is lost by every jobber in business, or such is the case at least with every jobber in the Northwest, where fully one-third of their sales are provisions, flour, cereals, dried fruit and produce, which are bought for net cash and sold on 30 days' time less a discount of one per cent. for cash in 10 days. It is not too much to say that hundreds of thousands if not millions of dollars are given away in this manner every year by the grocery jobber of this country. A change of system or business customs is needed to stop this leakage of profit. Either the discount of one per cent. and the time of 30 days should not be allowed the trade, or the provision trade, the cereal trade and others, should, by united effort on the part of the jobbers, be compelled to bill their goods on a per cent. and time basis. It would really inflict no hardship upon these several trades, for they would as soon sell flour at \$5.05 less one per cent. as to sell at \$5 net cash, or a barrel of pork for \$15.15 less one per cent. for cash as to sell at \$15 net, when the custom was once adopted. It would serve to raise the standard of cost and the invisible profit of cash discount would then materialize. To accomplish anything in this direction, united effort must be had.

Still another source of profit can be made by regulating the cash discount on teas. It has become customary with the jobbers to give 4 or 5 per cent. off for cash in 10 days on teas or four months' time, and upon about 50 per cent. of their sales to make an advance dating of from one to three months, the sale in such cases being subject to cash discount within 10 days from the dating.

The jobber secures only 3 per cent. in cash discount from the importer or middle-

man, and not infrequently he must give his four months' acceptance at once in settlement of his tea purchase without reaping any advantage whatsoever of the discount. Yet he will foolishly giveaway 1 and sometimes 2 per cent. to the trade on these goods. This may be termed an invisible loss if allowed or an invisible profit if saved. We again need united effort of the jobbers to correct this evil.

Much, however, can be accomplished by the buyers at the head of the departments to gain this profit in purchasing. The terms and cash discount are often overlooked almost entirely by the buyer, as he knows from the manner most of the jobbers keep their books that the cash discount does not enter into the buyer's profits, but goes to discount account, which, by the way, ought to be one of the most-carefully-looked-after accounts on the ledger. No jobber can afford not to discount all his bills, even if the discount is only one-half of 1 per cent. It is his first visible and sure profit. Volume of business is well enough and desirable, but profit, whether visible or invisible, is the vertebræ of any business, and without it there is no life.

The annual picnic of the employes of Still & Co., St. Thomas, Ont., was held at Port Burwell on July 30. About 225 from St. Thomas were joined by others from Port Stanley, and enjoyed a successful picnic.

THE MAGIC OF SELF-CONFIDENCE.

A man's success in life is usually in proportion to his confidence in himself and the energy and persistency with which he pursues his aim. In this competing age there is little hope for the man who does not thoroughly believe in himself. The man who can easily be discouraged or turned aside from his purpose, the man who has no iron in his blood, will never win.

Half the giant's strength is in the conviction that he is a giant. The strength of a muscle is enhanced a hundredfold by the will-power. The same muscle, when removed from the giant's arm, when divorced from the force of the mighty will, can sustain but a fraction of the weight it did a moment before it was disconnected.

What miracles confidence has wrought! What impossible deeds it has helped to perform! It took Napoleon over the Alps in midwinter; it took Farragut and Dewey past the cannons, torpedoes and mines of the enemy; it led Nelson and Grant to victory; it has been the great tonic in the world of discovery, invention and art; it has helped to win the thousand triumphs in war and science which were deemed impossible.

The man without self-confidence and an iron will is the plaything of chance, the puppet of his environment, the slave of circumstances. With these he is king, ever master of the situation.—Success.

American Sheet Steel Company

Battery Park Building
New York

Manufacturers of all varieties of
Iron and Steel Sheets
Black and Galvanized
Plain and Painted
Flat, Corrugated and
"V" Crimped

Apollo Best Bloom Galvanized
W. Dewees Wood Company's
Patent Planished Iron
W. Dewees Wood Company's
Refined Smooth Sheets
Wellsville Polished Steel Sheets

Representatives for Canada
B. & S. H. Thompson & Company
26 St. Sulpice Street
Montreal

"MIDLAND" "The Peerless"

BRAND

Foundry Pig Iron.

Made from carefully selected Lake Superior Ores, with Connellsville Coke as fuel, "Midland" will rival in quality and grading the very best of the imported brands.

Write for Prices to Sales Agents:

Drummond, McCall & Co.
or to **MONTREAL, QUE.**

Canada Iron Furnace Co.
MIDLAND, ONT. Limited



James Warnock & Co. = Galt, Ont.

is the best Bolster Spring ever produced. A fine line for the hardware trade. Write Us For Prices.

CURRENT MARKET QUOTATIONS

August 9, 1901.

These prices are for such quantities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list as the desire is to make it perfectly accurate.

METALS.

Tin.

Lamb and Flag and Straits—
56 and 28 lb. ingots, per lb. 0 31½ 0 32

Tinplates.

Charcoal Plates—Bright
M.L.S., equal to Bradley. Per box

I.C., usual sizes..... \$6 75
I.X., "..... 8 25
I.X.X., "..... 9 75

Famous—
I.C., "..... 6 75
I.X., "..... 8 25
I.X.X., "..... 9 75

Raven & Vulture Grades—
I.C., usual sizes..... 4 75
I.X., "..... 5 75
I.X.X., "..... 6 75
I.X.X.X., "..... 7 75
D.C., 12"x17..... 4 25
D.X., "..... 5 00
D.X.X., "..... 5 75

Coke Plates—Bright
I.C., usual sizes..... 4 50
I.C., special sizes, base..... 4 75
20 x 28..... 9 00

Charcoal Plates—Torne
Dean or J. G. Grade—
I.C., 20x28, 112 sheets..... 9 00
I.X., Torne Tin..... 11 00
Charcoal Tin Boiler Plates. Per lb.

ookley Grade—
X.X., 14x56, 50 sheet box..... 0 06½
" 14x60, ".....
" 14x65, ".....

Tinned Sheets
72x30 up to 24 gauge..... 0 07½
" 26 "..... 0 08
" 28 "..... 0 08½

Iron and Steel.
Common Bar, per 100 lbs..... 1 85
Refined "..... 2 35
Horse Shoe Iron..... 2 35
Hoop steel, 1½ to 3 in. base,
extras for smaller sizes..... 3 10
Sleigh Shoe Steel " base..... 2 10
Tire Steel..... 2 30
Reeled Machinery..... 3 00
Toe Oak Steel..... 2 85
T. Firth & Co's tool steel, per lb..... 0 12½
Jessop's tool steel..... 0 12½
Morton's tool steel..... 0 12½
Black Diamond and "B.C."
tool steel..... 0 10
Drill Steel, per lb..... 0 08

Boiler Tubes.
1½-inch..... 0 12½
2 "..... 0 13
2½ "..... 0 15
3 "..... 0 16
3½ "..... 0 20
4 "..... 0 25

Steel Boiler Plate.
½ inch..... 2 50
¾ inch..... 2 60
1 inch..... 2 70
1½ inch..... 2 80

Black Sheets.
18 gauge..... 2 85
20 "..... 2 85
22 to 24 "..... 2 95
26 "..... 3 05
28 "..... 3 15

Canada Plates.

All dull, 52 sheets..... 2 90
Half polished..... 3 00
All bright..... 3 50

Black pipe—
½ inch..... 4 65
¾ "..... 3 40
1 "..... 3 45
1½ "..... 3 70
2 "..... 3 85
2½ "..... 5 40
3 "..... 7 70
3½ "..... 9 20
4 "..... 12 50
4½ "..... 22 75
5 "..... 30 0
5½ "..... 37 50
6 "..... 42 75
6½ "..... 51 50
7 "..... 57 50
8 "..... 74 50

Galvanized pipe—
½ inch..... 5 15
¾ "..... 5 50
1 "..... 7 95
1½ "..... 10 80
2 "..... 12 95
2½ "..... 17 35

Galvanized Sheets.
G.C. Comet. Amer. Head. Queen's

16 gauge..... 4 00 3 75
18 to 24 gauge 4 00 3 85 4 25 4 00
26 " 4 25 4 10 4 25 4 25
28 " 4 50 4 35 4 40 4 50

Case lots 10 to 15c. less.
28 gauge American equals 26 gauge English.

Chain.
Proof Coil, 3-16 in., per 100 lb..... 8 30 8 50
" 5-16 " "..... 4 70 5 00
" 7-16 " "..... 4 05 4 20
" 9-16 " "..... 3 90 4 25
" 1-16 " "..... 3 70 4 10
" 1-8 " "..... 3 65 4 05
" 1-4 " "..... 3 35 3 90
" 3-8 " "..... 3 60 4 00

Halter, kennel and post chains, 40 to 40 and
5 p.c.

Cow ties..... 40 p.c.
Tie-out chains..... 45 p.c.
Stall fixtures..... 35 p.c.
Trace chain..... 45 p.c.

Jack chain, iron, single and double, dis-
count 35 p.c.

Jack chain, brass, single and double, dis-
count 40 p.c.

Copper.
Ingot..... 0 17½
Lake Superior..... 0 23
Cut lengths round, ½ to ¾ in. 0 23 0 25
" round and square
1 to 2 inches..... 0 23 0 25

Plain, 14 oz., and light, 16
oz., 14x48 and 14x60..... 0 24 0 24½
Plain, 14 oz., and light, 16
oz., irregular sizes..... 0 24½ 0 25
Tinned copper sheets..... 0 26 0 26
Planished..... 0 32

Braziers (In sheets.)
4x6ft. 25 to 30 lbs. ea., per lb..... 0 25
" 35 to 45 "..... 0 24
" 50-lb. and above, "..... 0 23

Boiler and T. K. Pitte
Plain Tinned, per lb..... 0 28
Spun, per lb..... 0 32

Brass.
Rod and Sheet, 14 to 30 gauge 10 per cent.
Sheets, hard-rolled, 2x4..... 0 23
Tubing, base, per lb..... 0 23

Zinc Spelter
Foreign, per lb..... 0 05½ 0 06
Domestic.....

Zinc Sheet.

5 cwt. casks..... 00 6½
Part casks..... 00 6½

Lead.
Imported Pig, per lb..... 0 04½ 0 04½
Bar, 1 lb..... 0 05½ 0 05½
Sheets, 2½ lbs. sq. ft., by..... 0 06½ 0 06½
Sheets, 3 to 6 lbs., "..... 0 06

Note.—Cut sheets ½ cent per lb. extra.
Pipe, by the roll, usual weights per yard, lists
at 7c. per lb. and 30 p.c. dis. f.o.b. Toronto.

Note.—Cut lengths, net price, waste pipe
8-ft. lengths lists at 7½ cents.

Shot.
Common; \$6.50 per 100 lb.; chilled, \$7.00
per 100 lb.; buck, seal and ball, \$7.50. Dis-
count, 17½ p.c. Prices are f.o.b. Toronto,
Hamilton, Montreal, St. John and Halifax.
Terms 3 per cent. cash, freights equalized.

Soil Pipe and Fittings.
Discount, 60 and 10 per cent. on medium and
extra heavy, and 60 per cent. on light.

Solder. Per lb. Per lb.
Bar half-and-half, guarant'd..... 0 19½
Bar half-and-half, commer'l..... 0 19½
Reading..... 0 18½
Wiping..... 0 18

Note.—Prices of this grade according to
quantity. The prices of other qualities of
solder in the market indicated by private
brands vary according to composition.

Antimony.
Cookson's, per lb..... 0 10½ 0 11

White Lead. Per 100 lb.
Pure..... 6 37
No. 1 do..... 6 00
No. 2 do..... 5 62½
No. 3 do..... 5 25
No. 4 do..... 4 87½
Munro's Select Flake White..... 7 12½
Elephant and Decorators' Pure..... 7 50
Brandram's B. B. Genuine..... 7 00
" Decorative..... 6 50
" No. 1..... 6 50
" No. 2..... 5 75

Red Lead.
Genuine, 560 lb. casks, per cwt..... \$5 50
Genuine, 100 lb. kegs, per cwt..... 5 75
No. 1, 560 lb. casks, per cwt..... 5 25
No. 1, 100 lb. kegs, per cwt..... 5 00

White Zinc Paint.
Elephant Snow White..... 0 08 0 09
Pure White Zinc..... 0 08 0 09
No. 1..... 0 06 0 07½
No. 2..... 0 05 0 06½

Dry White Lead.
Pure, casks..... 5 75
Pure, kegs..... 6 25
No. 1, casks..... 5 50
No. 1, kegs..... 5 00

Prepared Paints.
In ½, ¼ and 1 gallon tins.
Pure, per gallon..... 1 25
Second qualities, per gallon..... 1 10
Barn (in bbls.)..... 0 75 0 85
The Sherwin-Williams Paints..... 1 45
Canada Paint Co's Pure..... 1 25
Toronto Lead & Color Co's Pure..... 1 25
Sanderson Peary's Pure..... 1 20
Stewart & Wood's Champion Pure..... 1 20

Colors in Oil.
25 lb. tins, Standard Quality.
Venetian Red, per lb..... 0 05
Chrome Yellow..... 0 11
Golden Ochre..... 0 06
French..... 0 05
Marine Black..... 0 09
" Green..... 0 09
Chrome..... 0 08
French Imperial Green..... 0 09

Colors, Dry.

Yellow Ochre (J.C.) bbls..... 1 35 1 40
Yellow Ochre (J.F.L.S.) bbls..... 2 75
Yellow Ochre (Royal)..... 1 10 1 15
Brussels Ochre..... 2 00
Venetian Red (best), per cwt..... 1 80 1 90
English Oxides, per cwt..... 3 00 3 25
American Oxides, per cwt..... 1 75 2 00
Canadian Oxides, per cwt..... 1 75 2 00
Super Magnetic Oxides, 93p.c. 2 00 2 25
Burnt Sienna, pure, per lb..... 0 10
" Umber, "..... 0 10
" do Raw, "..... 0 09
Drop Black, pure..... 0 09
Chrome Yellows, pure..... 0 18
Chrome Greens, pure, per lb..... 0 12
Golden Ochre..... 0 03½

Ultramarine Blue in 28-lb.
boxes, per lb..... 0 08 0 24
Fire Proof Mineral, per 100 lb..... 1 00
Genuine Eng. Litharge, per lb..... 0 07
Mortar Color, per 100 lb..... 1 25
English Vermillion..... 0 80
Pure Indian Red, No. 45 lb. 0 80
Whiting, per 100 lb..... 0 55

Blue Stone.
Casks, for spraying, per b..... 0 07
100-lb. lots, do. per lb..... 0 08

Putty.
Bulk in bbls.,..... 1 90
Bulk in less quantity..... 2 05
Bladders in bbls..... 2 10
Bladders in kegs, boxes or loose..... 2 25
Bladders in 25-lb. tins..... 2 35
Bladders in 12½-lb. tins..... 2 65
Bladders in bulk or tins less than 100 lb 2 90

Varnishes.
In 5-gal. lots.) Per gal.
Carriage, No. 1..... 2 90 3 30
" body..... 8 00 9 00
" rubbing..... 4 00 5 00
Gold Size, Japan..... 3 00 3 40
Brown Japan..... 2 40 2 80
Elastic Oak..... 2 90 3 30
Furniture, extra..... 2 40 2 80
" No. 1..... 1 60 2 00
Hard Oil Finish..... 2 70 3 10
Light Oil Finish..... 3 20 3 60
Demar..... 3 30 3 70
Shellac, white..... 4 40 4 80
" orange..... 4 00 4 40
Furniture Brown Japan..... 1 60 2 00
Black Japan..... 2 40 2 80
" No. 1..... 1 60 2 00

The Imperial Varnish & Color Co's.,
Limited Elastilite Varnish 1 gal. can, each,
\$3.00.

Granite Floor Finish per gal., \$2.75.
Maple Leaf Coach Enamels; Size 1, \$1 20;
Size 2, 70c.; Size 3, 40c. each.

Castor Oil.
East India, in cases, per lb..... 0 10 0 10½
" small lots..... 0 10½ 0 11

Cod Oil, Etc.
Cod Oil per gal..... 0 50 0 55
Pure Olive..... 1 20
" Neatsfoot..... 90

Glue.
Common..... 0 08½ 0 09
French Medal..... 0 14 0 14½
Cabinet sheet..... 0 12 0 13
White, extra..... 0 18 0 20
Gelatine..... 0 22 0 30
Grip..... 0 18 0 20
Coopers..... 0 19 0 20
Huttner..... 0 18

JAMES HUTTON & CO.

Sole Agents in Canada for

Joseph Rodgers & Sons, Limited,
Steel, Peech & Tozer, Limited,
W. & S. Butcher,

Thomas Goldsworthy & Sons,
Burroughes & Watts, Limited,
Etc., Etc.,

Have reopened their offices in Victoria Chambers,

232 McGill Street,

MONTREAL.

HARDWARE.

Ammunition.

Cartridges.
B. B. Cap. Dom. 50 and 5 per cent.
Rim Fire Pistol, dis. 40 p. c., Amer.
Rim Fire Cartridges, Dom., 50 and 5 p. c.
Central Fire Pistol and Rifle, 10 p. c. Amer.
Central Fire Cartridges, pistol sizes, Dom.
30 per cent.
Central Fire Cartridges, Sporting and Military,
Dom., 15 and 5 per cent.
Central Fire, Military and Sporting, Amer.
add 5 p. c. to list. B. B. Caps, discount 40
per cent. Amer.
Loaded and empty Shells, "Trap" and
"Dominion" grades, 25 per cent. Rival
and Nitro, 10 p. c. advance on list.
Brass Shot Shells, 55 per cent.
Primers, Dom., 30 per cent.

Wads per lb.
Best thick white felt wadding, in ¾-lb.
bags, 1 00
Best thick brown or grey felt wads, in
¾-lb. bags, 70
Best thick white card wads, in boxes
of 500 each, 12 and smaller gauges
Best thick white card wads, in boxes
of 500 each, 10 gauge, 0 35
Best thick white card wads, in boxes
of 500 each, 8 gauge, 0 55
Thin card wads, in boxes of 1,000
each, 12 and smaller gauges, 0 20
Thin card wads, in boxes of 1,000
each, 10 gauge, 0 25
Thin card wads in boxes of 1,000
each, 8 gauge, 0 25
Chemically prepared black edge grey
cloth wads, in boxes of 250 each—
11 and smaller gauge, 0 60
9 and 10 gauges, 0 70
7 and 8 gauges, 0 90
5 and 6 gauges, 1 10
Superior chemically prepared pink
edge, best white cloth wads, in
boxes of 250 each—
11 and smaller gauge, 1 15
9 and 10 gauges, 1 40
7 and 8 gauges, 1 65
5 and 6 gauges, 1 90

Adzes.

Discount, 20 per cent.
Anvils.
Wright's, 80-lb. and over, 0 10 3/4
Hay Budden, 80-lb. and over, 0 09 1/4
Brook's, 0 11 1/4

Augers.

Gilmour's, discount 65 and 5 p. c. off list.
Axes.
Chopping Axes
Single bit, per doz, 5 50 10 00
Double bit, 11 00 18 00
Bench Axes, 40 p. c.
Broad Axes, 33 1/2 per cent.
Hunters' Axes, 5 50 6 00
Boy's Axes, 5 75 6 75
Splitting Axes, 6 50 12 00
Handled Axes, 7 00 10 00

Axle Grease.

Ordinary, per gross, 5 75 6 00
Best quality, 13 00 15 00

Bath Tubs.

Zinc, 6 00
Copper, discount 15 p. c. off revised list

Baths.

Standard Enamelled.
5 1/2-inch rolled rim, 1st quality, 25 00
2nd, 21 00

Anti-Friction Metal.

"Tandem" A, per lb., 0 27
" " C, 0 21
" " D, 0 11 1/2
Magnolia Anti-Friction Metal, per lb., 0 25
Frictionless metal, per lb., 0 23

SYRACUSE SMELTING WORKS.

Aluminum, genuine, 0 45
Dynamo, 0 29
Special, 0 25
Aluminum, 99 p. c. pure "Syracuse", 0 50

Bells.

Hand.
Brass, 60 per cent.
Nickel, 55 per cent.

Cow.
American make, discount 66 2/3 per cent.
Canadian, discount 45 and 50 per cent.
Door.
Gongs, Sargent's, 5 50 8 00
" Peterboro', discount 45 per cent.
Farm.
American, each, 1 25 3 00
House.
American, per lb., 0 35 0 40
Bellows.
Hand, per doz., 3 35 4 75
Moulders', per doz., 7 50 10 00
Blacksmiths', discount 40 per cent.

Belting.

Extra, 60, 10 and 5 per cent.
Standard, 70 per cent.
No. 1, 70 and 10 p. c.

Bits.

Auger.
Gilmour's, discount 60 and 5 per cent.
Rockford, 50 and 10 per cent.
Jennings' Gen., net list.

Blind and Bed Staples.

All sizes, per lb., 0 07 1/4 0 12
Bolts and Nuts. Per cent.
Carriage Bolts, full square, Norway, 65
" " full square, 65
Machine Bolts, all sizes, 60
Coach Screws, 70
Sleigh Shoe Bolts, 72 1/2
Blank Bolts, 60
Bolt Ends, 62 1/2
Plough Bolts, 60
Nuts, square, 4 c. off
Nuts, hexagon, 4 1/4 c. off
Tire Bolts, 67 1/2
Store Bolts, 67 1/2
Store rods, per lb., 5 1/4 to 6 c.
Nuts, in 5 lb. lots, 1/4 c. per lb. extra in less
than 50 lb. lots, 1/4 c. extra.

Boot Calks.

Small and medium, ball, per M., 4 25
Small heel, per M., 4 50

Bright Wire Goods.

Discount, 6 1/2 per cent.
Broilers.
Light, dis., 85 to 87 1/2 per cent.
Reverber, dis., 65 to 87 1/2 per cent.
Vegetable, per doz., dis. 37 1/2 per cent.
Henis, No. 3, 6 00
Henis, No. 9, 7 00
Queen City, 7 50 0 00

Butchers' Cleavers.

German, per doz., 6 00 11 00
American, per doz., 12 00 20 00

Building Paper, Etc.

Plain building, per roll, 0 30
Tarred lining, per roll, 0 40
Tarred roofing, per 100 lb., 1 65
Coal Tar, per barrel, 3 50
Pitch, per 100-lb., 0 85
Carpet felt, per ton, 45 10

Bull Rings.

Copper, \$2.00 for 2 1/2 in. and \$1.90 for 2 in.

Butts.

Wrought Brass, net revised list
Cast Iron.
Loose Pin, dis., 60 per cent.

Butcher's Steel.

Fast Joint, dis. 65, 10 and 2 1/2 per cent.
Loose Pin, dis. 65, 10 and 2 1/2 per cent.
Berlin Bronzed, dis. 70, 70 and 5 per cent.
Gen. Bronzed, per pair, 0 40 0 65

Carpet Stretchers.

American, per doz., 1 00 1 50
Bullard's, per doz., 6 50

Castors.

Bed, new list, dis. 55 to 57 1/2 per cent.
Plate, dis. 52 1/2 to 57 1/2 per cent.

Cattle Leaders.

Nos. 31 and 32, per gross, 8 50 9 50

Cement.

Canadian Portland, 2 50 2 80
English, 3 60
Belgian, 2 50 2 75
Canadian hydraulic, 1 25 1 50
Chalk.
Carpenters Colored, per gross, 0 45 0 75
White lump, per cwt., 0 60 0 65
Red, 0 05 0 06
Crayon, per gross, 0 14 0 18

Chisels.

Socket, Framing and Firmer.
Broad's, dis. 70 per cent.
Warnock's, dis. 70 per cent.
P. S. & W. Extra 60, 10 and 5 p. c.

Churns.

Revolving Churns, metal frames—No. 0, \$2—
No. 1, \$3.50—No. 2, \$5.00—No. 3, \$10.00—
No. 4, \$12.00—No. 5, \$16.00 each. Ditto,
wood frames—20c. each less than above.
Discounts: Delivered from factories, 58
p. c.; from stock in Montreal, 56 p. c.
Terms, 4 months or 3 p. c. cash in 30 days.

Closets.

Plain Ontario Syphon Jet, \$16 00
Emb. Ontario Syphon Jet, 17 00
Fittings net, 1 00
Plain Teutonic Syphon Washout, 10 00
Emb. Teutonic Syphon Washout, 11 00
Fittings net, 1 25
Low Down Teutonic, plain, 16 00
" " embossed, 17 00
Plain Richelieu net, 3 75
Emb. Richelieu net, 4 00
Fittings net, 1 25
Low Down Oat. Sy. Jet, plain net, 19 50
" " emb'd net, 20 50
Closet connection net, 1 25
Basins, round, 14 in., 1 00
" oval, 17 x 14 in., 2 50
" 19 x 15 in., 3 75
Discount 40 p. c., except on net figures.

Compasses, Dividers, Etc.

American, dis. 62 1/2 to 65 per cent.

Cradles, Grain.

Canadian, dis. 25 to 33 1/2 per cent.

Crosscut Saw Handles.

S. & D., No. 3, per pair, 17 1/2
" 5, 22 1/2
" 6, 25
Boynton pattern, 20

Door Springs.

Torrey's Rod, per doz., (15 p. c.) 2 00
Oil, per doz., 0 88 1 60
English, per doz., 2 00 4 00

Draw Knives.

Coach and Wagon, dis. 50 and 10 per cent.
Carpenters, dis. 70 per cent.

Drills.

Hand and Breast.
Millar's Falls, per doz. net list.

Drill Bits.

Morse, dis., 37 1/2 to 40 per cent.
Standard dis. 50 and 5 to 55 per cent

Faucets.

Common, cork-lined, dis. 35 per cent.
ELBOWS. (Stovepipe.)
No. 1, per doz., 1 40
No. 2, per doz., 1 20
Bright, 20c. per doz. extra.

ESCUTCHEONS.

Discount, 45 per cent.
ESCUTCHEON PINS.
Iron, discount 40 per cent.

FACTORY MILK CANS.

Discount off revised list, 40 per cent.

FILES AND RASPS.

Great Western, 75 and 5 per cent.
Disston, 75 " 10 "
Arcade, 75 " 5 "
Kearney & Foot, 70 " 10 "
American, 75 " 5 "
McCaellan, 70 " 5 "
Eagle, 70 " 10 and 5 "
Nicholson, 70 " 10 "
Heller, 60 " 10 "

Royal & Keystone 80 p. c. and 80 and 10 p. c.
Black Diamond, 60 to 65 and 10 per cent.
Jowitt's, English list, 25 to 27 1/2 per cent.

FORKS.

Hay, manure, etc., dis., 50 and 10 per cent.
revised list.

GLASS—Window—Box Price.

Size United	Per	Per	Per	D. Diamond
Inches.	50 ft.	100 ft	50 ft.	100 ft.
Under 26.....	2 15	4 15	.....	6 00
26 to 40.....	2 30	4 45	.....	6 60
41 to 50.....	4 85	.....	7 50
51 to 60.....	5 15	.....	8 50
61 to 70.....	5 50	.....	9 50
71 to 80.....	6 00	.....	10 50
81 to 85.....	6 50	.....	11 75
86 to 90.....	14 00
91 to 95.....	15 50
99 to 100.....	18 00

GAUGES

Marking, Mortise, Etc.
Stanley's dis. 50 to 55 per cent.
Wire Gauges.

Winn's, Nos. 26 to 33, each, 1 65 2 40
HALTERS.

Rope, 3/8 per gross, 9 00
" 1/2 per gross, 14 00
Leather, 1 in., per doz., 3 87 1/2 4 00
" 3 1/4 in., " 5 15 5 20
Web, — per doz., 1 87 2 45

HAMMERS.

Nail
Maydole's, dis. 5 to 10 per cent. Can. dis.
25 to 27 1/2 per cent.

Tack.
Magnetic, per doz., 1 10 1 20
Sledge.
Canadian, per lb., 0 07 1/2 0 08 1/2
English and Can., per lb., 0 22 0 25

HANDLEES.

Axe, per doz. net, 1 50 2 00
Store door, per doz., 1 00 1 50
Fork.
C. & B., dis. 40 per cent. rev. list.
Hoe.
C. & B., dis. 40 per cent. rev. list.
Saw.
American, per doz., 1 00 1 25
Plane.
American, per gross, 3 15 3 75
Hammer and Hatchet.
Canadian, 40 per cent.

Cross-Out Saws.

Canadian, per pair, 0 13 1/4 0 14 1/4
HANGERS. doz. pairs.
Steel barn door, 5 85 6 00
Stearns, 4 inch, 5 00
" 5 inch, 6 50

Lane's covered, 8 40
No. 11, 5-ft. run, 10 80
No. 11 1/2, 10-ft. run, 12 60
No. 12, 10-ft. run, 12 60
No. 14, 15-ft. run, 21 00
Lane's O.N.T. track, per foot, 4 1/2

HARVEST TOOLS.

Discount, 50 and 10 per cent.

HATCHETS.

Canadian, dis. 40 to 42 1/2 per cent.

HINGES.

Blind, Parker's, dis. 50 and 10 to 60 per cent.
Heavy T and strap, 4-in., per lb., 0 08 1/2
" 5-in., " 0 06 1/2
" 6-in., " 0 06
" 8-in., " 0 05 1/2
" 10-in., " 0 05 1/2

Light T and strap, dis. 65 and 5 per cent.
Screw hook and hinge—
6 to 10 in., per 100 lbs., 3 90
12 in. up, per 100 lbs., 3 00

Per gro. pairs

Spring, 12 00
HOES.
Garden, Mortar, etc., dis. 50 and 10 p. c.
Planter, per doz., 4 00 4 50

HOLLOW WARE.

Discount, 45 and 5 per cent.

HOOKS.

Cast Iron.
Bird Cage, per doz., 0 50 1 00
Clothes Line, per doz., 0 27 0 33
Harness, per doz., 0 72 0 88
Hat and Coat, per gross, 1 00 3 00
Chandelier, per doz., 0 50 1 00

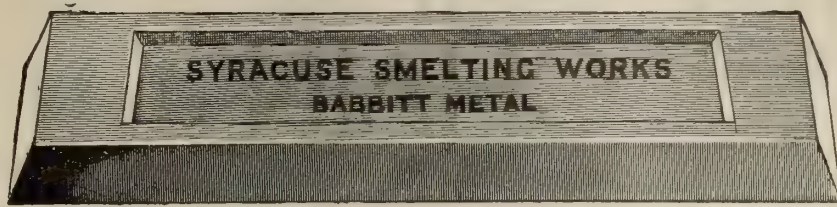
Wrought Iron.
Wrought Hooks and Staples, Can., dis.
47 1/2 per cent.

WIRE.

Hat and Coat, discount 45 per cent.
Belt, per 1,000, 0 60
Screw, bright, dis. 55 per cent.

Use Syracuse Babbitt Metal

IT IS THE
BEST MADE.



For
Paper and Pulp
Mills, Saw and
Wood Working
Machinery, Cotton
and Silk Mills,
Dynamos, Marine
Engines, and all
kinds of
Machinery
Bearings.

Wire, Triangular and Bar Solder, Pig Tin, Lead, Ingot Copper, Ingot Brass, Antimony, Aluminum, Bismuth, Zinc Spelter,
Phosphor Tin, Phosphor Bronze, Nickel, etc., always in stock.

Factories: { 332 William St., MONTREAL, QUE.
and SYRACUSE, N.Y.

Syracuse Smelting Works

HORSE NAILS
"C" brand 50 and 7½ p.c. off new list } Oval-
"M" brand 50, 10 and 5 percent. } head
Countersunk 60 percent

HORSESHOES

F.O.B. Montreal.
No. 2 No. 1.
and
larger smaller.
Iron Shoes.
Light, medium, and heavy. 3 50 3 75
Snow shoes. 3 75 4 00
Steel Shoes.
Light. 3 60 3 85
Featherweight (all sizes). 4 85 4 85
F.O.B. Toronto, Hamilton, London and
Guelph, 10c. per keg additional.
Toe weight steel shoes. 6 70

JAPANNED WARE.
Discount, 45 and 5 p.c. off list, June 1899

ICE PICKS.

Star per doz. 3 00 3 25

KETTLES.

Brass spun, 7½ p.c. dis. off new list.

Copper, per lb. 0 30

American, 60 and 10 to 65 and 5 p.c.

KEYS.

Lock, Can., dis., 45 p.c.

Cabinet, trunk, and padlock,

Am. per gross. 60

KNOBS.

Door, japanned and N.P., per

doz. 1 50 2 50

Bronze, Berlin, per doz. 2 75 3 25

Bronze Genuine, per doz. 6 00 9 00

Shutter, porcelain, F. & L.

screw, per gross. 1 30 4 00

White door knobs—per doz.

1 25

HAY KNIVES.

Discount, 50 and 10 percent.

LAMP WICKS.

Discount, 60 percent.

LANTERNS.

Cold Blast, per doz. 7 00

No. 3 "Wright's" 8 50

Ordinary, with O burner. 4 00

Dashboard, cold blast. 9 00

No. 4 5 75

LEMON SQUEEZERS.

Japanning, 50c. per doz. extra.

Porcelain lined, per doz. 2 20 5 60

Galvanized. 1 87 3 85

King, wood. 2 75 2 90

King, glass. 4 00 4 50

All glass. 1 20 1 30

LOCKES.

Canadian, dis. 45 p.c.

Russel & Erwin, per doz. 3 00 3 25

Eagle, dis. 30 p.c.

Padlock. 50 6 00

English and Am., per doz. 1 00 2 40

Scandinavian. 1 00 2 40

MACHINE SCREWS.

Iron and Brass.

Flat head discount 25 p.c.

Round Head discount 20 p.c.

MALLETS.

Tinsmith's, per doz. 1 25 1 50

Carpenter's, hickory, per doz. 1 25 3 75

Lignum Vitae, per doz. 3 85 5 00

Caulking each. 60 2 00

MATTOCKS.

Canadian, per doz. 5 50 6 50

MEAT CUTTERS.

American, dis. 25 to 30 p.c.

German, 15 percent.

MILK CAN TRIMMINGS.

Discount, 25 percent.

NAILS.

2d and 3d. 3 45 3 85

3d. 3 10 3 52

4 and 5d. 2 85 3 35

6 and 7d. 2 75 3 20

8 and 9d. 2 60 3 00

10 and 12d. 2 55 2 95

16 and 20d. 2 50 2 90

30, 40, 50 and 60d. (base). 2 45 2 85

Wire nails in carlots are \$2.77½

Galvanizing 2c. per lb. net extra.

Steel Cut Nails 10c. extra.

Miscellaneous wire nails, dis. 70 and 10 p.c.

Coopers' nails, dis. 30 percent.
Flour barrel nails, dis. 25 percent.
NAIL PULLERS.
German and American. 1 85 3 50
NAIL SETS.
Square, round, and octagon
per gross. 3 38 4 00
Diamond. 12 00 15 00

NETTING.

Poultry, 55 percent for McMullen's

OAKUM.

Per 100 lb.

Navy. 6 00

U. S. Navy. 7 25

OIL.

Water White (U.S.). 0 16½

Prime White (U.S.). 0 15½

Water White (Can.). 0 15

Prime White (Can.). 0 14

OILERS.

McClary's Model galvan. oil

can, with pump, 5 gal.,

per doz. 10 00

Zinc and tin, dis. 50, 50 and 10.

Copper, per doz. 1 25 3 50

Brass. 0 15 3 50

Malleable, dis. 25 percent.

GALVANIZED PAIRS.

Dufferin pattern pairs, dis. 45 p.c.

Flaring pattern, discount 45 percent.

Galvanized wash tubs, discount 45 percent.

PIECED WARE.

Discount 40 percent off list, June, 1899.

10-qt. flaring tin buckets, dis. 45 p.c.

8, 14 and 14-qt. flaring pails, dis. 45 p.c.

Creamer cans, dis. 45 p.c.

PICKS.

Per doz. 6 00 9 00

PICTURE NAILS.

Porcelain head, per gross. 1 75 3 00

Brass head. 0 40 1 00

PICTURE WIRE.

Tin and gilt, discount 75 p.c.

PLANES.

Wood, bench, Canadian dis. 50 percent.

American dis. 50.

Wood, fancy Canadian or American 7½

to 40 percent.

PLANE IRONS.

English, per doz. 2 00 5 00

PLIERS AND NIPPERS.

Button's Genuine per doz pairs, dis. 37½

40 p.c.

Button's Limitation, per doz. 5 00 9 00

German, per doz. 0 60 2 60

PLUMBERS BRASS GOODS.

Compression work, discount, 60 percent.

Fuller's work, discount 65 percent.

Rough stops and stop and waste cocks, dis-

count, 60 percent.

Jenkins disk globe and angle valves, dis-

count, 55 percent.

Standard valves, discount, 60 percent per cent.

Jenkins' radiator valves discount 55 percent.

standard, dis., 60 p.c.

Quick opening valves discount, 60 p.c.

No. 1 compression bath cock. 2 00

No. 4. 2 00

No. 7, Fuller's. 2 50

No. 4½. 3 00

POWDER.

Velox Smokeless Shotgun Powder.

100 lb. or less. 0 85

1,000 lb. or more. 0 80

PRESSED SPIKES.

Discount 20 to 25 percent.

PULLEYS.

Hothouse, per doz. 0 55 1 00

Azie. 0 22 0 33

Screw. 0 27 1 00

Awning. 0 35 2 50

PUMPS.

Canadian oistern. 1 80 3 60

Canadian pitcher spout. 1 40 2 10

PUNCHES.

Saddlers', per doz. 1 00 1 85

Conductors'. 9 00 15 00

Tinners' solid, per set. 0 00 0 72

" hollow, per nch. 0 00 1 00

RANGE BOILERS.

Galvanized, 3 gallons. 7 60

" 35. 8 25

" 40. 9 50

Copper. 30. 22 00

" 35. 25 00

" 40. 30 00

Discount off Copper Boilers 10 percent.

RAKES.

Cast steel and malleable, 50, 10 and 5 p.c.

Wood, 25 percent.

RAZORS.

per doz.

Elliot's. 4 00 18 00

Geo. Butler & Co.'s. 4 00 18 00

Bokers. 7 50 11 00

" King Cutter. 12 50 50 00

Wade & Butcher's. 3 60 10 00

Theile & Quack's. 7 00 12 00

REAPING HOOKS.

Discount, 50 and 10 percent.

REGISTERS.

Discount. 40 percent.

RIVETS AND BURRS.

Iron Rivets, black and tinned, discount 60

and 10 percent.

Iron Burrs, discount 55 percent.

Extras on Iron Rivets in 1-lb. cartons, ½

per lb.

Extras on Iron Rivets in ½-lb. cartons, 1c.

per lb.

Copper Rivets & Burrs, 35 and 5 p.c. dis.

and cartons, 1c. per lb. extra, net.

Extras on Tinned or Coppered Rivets

½-lb. cartons, 1c. per lb.

RIVET SETS.

Canadian, dis. 35 to 37½ percent.

ROPE ETC.

7-16 in. and larger, per lb. 10

3/8 in. 11

1/4 and 5-16 in. 15½

Cotton, 3-16 inch and larger

5-32 inch. 21

3/4 inch. 22½

Russia Deep Sea. 15½

Just. 9

Lath Yarn. 9½

New Zealand Rope. 10

RULES.

Boxwood, dis. 75 and 10 p.c.

Ivory, dis. 37½ to 40 p.c.

SAD IRONS.

per set.

Mrs. Potts, No. 55, polished. 62½

No. 50, nickle-plated. 67½

SAND AND EMERY PAPER.

Dominion Flint Paper, 47½ p.c.

B & A. sand, 40 and 5 percent.

Emery, 40 percent.

Garnet (Burton's), 5 to 10 p.c. advance on list.

SAP SPOUTS.

Bronzed iron with hooks, per doz. 9 50

SAWS.

Hand Diston's, dis. 12½ p.c.

S. & D., 40 percent.

Crosscut, Diston's, per ft. 35 0 55

S. & D., dis. 35 p.c. on Nos. 2 and 3.

Hack, complete, each. 0 75 2 75

frame only. 0 75

SASH WEIGHTS.

Sectional, per 100 lbs. 2 75 3 00

Solid. 2 00 2 25

SASH CORD.

Per lb. 0 23 0 30

SAW SETS.

"Lincoln" and Whiting, per doz. 6 60

Hand Sets, No. 1 Woodruff (Morrill)

X-cut sets, No. 3 Woodruff (Morrill)

9 50

SCALES.

Standard, 45 p.c.

Champion, 65 p.c.

STANDARD CHAIN CO.,

CHAIN

PITTSBURGH,
U. S. A.

MANUFACTURERS
OF

OF ALL KINDS.

Proof Coil, B.B., B.B.B., Crane, Dredge Chain, Trace Chains, Cow Ties, etc.

ALEXANDER GIBB,
Montreal.

—Canadian Representatives— A. C. LESLIE & CO.,
Montreal.

For Provinces of Ontario and Quebec.

For other Provinces.

Lining tacks, in bulk	15
" solid heads, in bulk.....	75
Saddle nails in papers.....	10
" in bulk.....	15
Tufting buttons, 22 line, in dozens only	60
Tin capped trunk nails.....	15
Zinc glazier's points.....	5
Double pointed tacks, papers.....	90 and 10
" bulk	40

TAPE LINES.

English, ass skin, per doz.....	2 75	5 00
English, Patent Leather....	5 50	9 75
Chesterman's each.....	0 90	2 85
" steel, each	0 80	8 00

THERMOMETERS.

Tin case and dairy, dis. 75 to 75 and 10 p.c.

TRAPS. (Steel.)

Game, Newhouse, dis. 25 p.c.	
Game, H. & N., P. S. & W., 65 p.c.	
Game, steel, 72½, 75 p.c.	

TROWELS.

Diastion's discount 10 per cent.	
German, per doz.....	4 75 6 00
S. & D., discount 35 per cent.	

TWINES.

Bag, Russian, per lb.....	0 27
Wrapping, cotton, 3-ply.....	0 18½
" 4-ply.....	0 23½
Mattress, per lb.....	0 33
Staging, "	0 27 0 35

VICES.

Wright's	0 13¼
Brook's	0 12¾
Pipe Vise, Hinge, No. 1.....	3 50
" " No. 2.....	5 50
Saw Vise	4 50 9 00

ENAMELLED WARE.

White, Princess, Turquoise, Blue and White, discount 50 per cent.
Diamond, Famous, Premier, 50 and 10 p.c.
Granite or Pearl, Imperial, Crescent, 50, 10 and 10 per cent.

WIRE.

Brass wire, 50 to 50 and 2½ per cent. off the list.
Copper wire, 45 and 10 per cent. net cash 30 days, f.o.b. factory.

Smooth Steel Wire, is quoted at the following net selling prices:

No. 6 to 8 gauge.....	\$2 90
" 9	2 80
" 10	2 87
" 11	2 90
" 12	2 95
" 13	3 15
" 14	3 37
" 15	3 50
" 16	3 65

Other sizes of plain wire outside of Nos. 9, 10, 11, 12 and 13, and other varieties of plain wire remain at \$2.87 base with

extras as before. The prices for Nos. 9, to 13 include the charge of 1c. for oiling. Extras net per 100 lb.: Coppered wire, 60c.—tinned wire, \$2—oiling, 10c.—special hay-baling wire, 30c.—spring wire, \$1—best steel wire, 75c.—bright soft drawn, 15c.—in 50 and 100-lb. bundles net, 10c.—in 25-lb. bundles net 15c.—packed in casks or cases, 15c.—bagging or papering, 10c.

Fine Steel Wire, dis. 17½ per cent. List of extras: In 100-lb. lots: No. 17, \$5—No. 18, \$5.50—No. 19, \$6—No. 20, \$6.65—No. 21, \$7—No. 22, \$7.30—No. 23, \$7.65—No. 24, \$8—No. 25, \$9—No. 26, \$9.50—No. 27, \$10—No. 28, \$11—No. 29, \$12—No. 30, \$13—No. 31, \$14—No. 32, \$15—No. 33, \$16—No. 34, \$17. Extras net—tinned wire, Nos. 17-25, \$2—Nos. 26-31, \$4—Nos. 32-34, \$6. Coppered, 5c.—oiling, 10c.—in 25-lb. bundles, 15c.—in 5 and 10-lb. bundles, 25c.—in 1-lb. hanks, 50c.—in ½-lb. hanks, 75c.—in ¼-lb. hanks, \$1—packed in casks or cases, 15c.—bagging or papering, 10c.

Galvanized Wire, per 100 lb.—Nos. 6, 7, 8, \$3.50 to \$3.85—No. 9, \$2.85 to \$3.15—No. 10, \$3.60 to \$3.95—No. 11, \$3.70 to \$4.10—No. 12, \$3 to \$3.30—No. 13, \$3.10 to \$3.40—No. 14, \$4.10 to \$4.50—No. 15, \$4.60 to \$5.05—No. 16, \$4.85 to \$5.35. Base sizes, Nos. 6 to 9, \$2.57½ f.o.b. Cleveland. Clothes Line Wire, solid 7 strand, No. 17,

\$4.25; No. 18, \$2.65; No. 19, \$2.35, f.o.b. Hamilton, Toronto, Montreal.

WIRE FENCING.

Galvanized barb	3 05
Galvanized, plain twist.....	3 65
Galvanized barb, f.o.b. Cleveland, \$2.82½ in less than carlots, and \$2.79 in carlots.	

WIRE CLOTH.

Painted Screen, per 100 sq. ft., net.. 1 35

WASTE COTTON.

Colored.....	per lb.
White, according to quality.....	4½ to 5
500-lb. bale lots shaded.	6½ to 7½

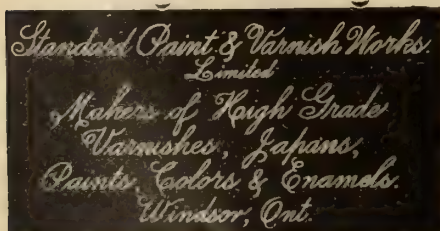
WRENCHES.

Acme, 35 to 37½ per cent.	
Agricultural, 60 p.c.	
Coe's Genuine, dis. 20 to 25 p.c.	
Towers' Engineer, each.....	2 00 7 00
" S., per doz.....	5 80 6 00
G. & K's Pipe, per doz.....	3 40
Burrell's Pipe, each.....	3 00
Pocket, per doz.....	0 25 2 90

WRINGERS.

Leader.....	per doz. \$30 0	33 00
Royal Canadian.....	26 00	28 00
Royal American, "	26 00	28 00
Sampson.....		30 00

Terms 4 months, or 3 p.c. 30 days.
WROUGHT IRON WASHERS.
Canadian make, discount, 40 per cent.



AXE HANDLES

Very heavy stocks
Thoroughly seasoned goods
We make a Can ship promptly and
specialty of . . . supply the very best

"Hand Shaved"

Octagon

Axe Handles

Made by
Indians

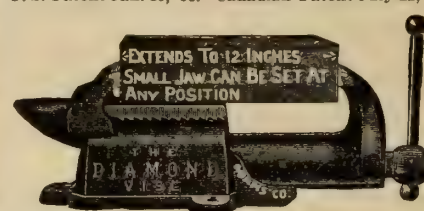
being the largest dealers in Canada in this line
Can give exceptional value.
Have 5,000 dozen of these handles
on hand ready for polishing.
Write for prices.

Eastern Agent—W. B. Murdock, Amherst, N.S.
Western Agent—Jno. Burns, Jr., Vancouver, B.C.
Montreal Agent—Alexander Gibb, 22 John St.

W. C. CRAWFORD
Tilbury, Ont.

DIAMOND VISE AND DRILLING ATTACHMENT

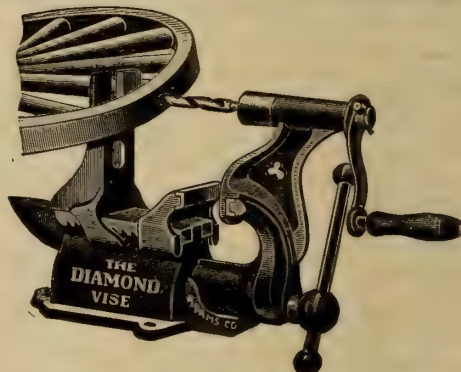
U. S. Patent Jan. 15, '95. Canadian Patent July 22, '95.



JAWS are faced with steel ¾ inch wide, 4 inches long, firmly fastened to jaw, checked and hardened.
VISE weighs 38 pounds. DRILL weighs 13 pounds.
For Sale by Jobbers of Hardware.

Made by—

The Adams Company, Dubuque, Iowa, U.S.A.
Made by A. R. Woodyatt & Co., Guelph, Ont.



Established Cable Address,
1832.
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MANUFACTURERS

Wood Turnings, Hand
Bench and other Screws
Mallets, Handles, Vises
Clamps, Tool Chests
Croquet, Lithographs
Wood Toys, Novelties
and also the celebrated

Wood's Patent Car Gate

For Street and Steam Rail-
road Cars.

The R. BLISS MFG. CO.

Pawtucket, R.I., U.S.A.

"THE EMLYN" SAW BENCH

Made in 6 sizes. Best value obtainable. Specially designed for export. With or without "Emlyn" Patent Guard. Sole maker—

CHARLES D. PHILLIPS,

Cables—
"Machinery," Newport. Emlyn Engineering Works, NEWPORT, MON., ENGLAND.

Buy the Best.



HERCULES

Sash Cord.

Star Brand Cotton Rope
Star Brand Cotton Clothes Lines
Star Brand Cotton Twine

For Sale by all Wholesale Dealers



"BUILD TO-DAY THEN,
STRONG AND SURE.
WITH A FIRM AND
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—Longfellow.

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TORONTO
will bring you
tenders from the
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Tailors' Shears,
Trimmers, Scissors,
Tinnern's Snips, etc.



ACKNOWLEDGED THE BEST.

R. HEINISCH'S SONS CO.

NEW YORK OFFICE, 90 Chambers St.
NEWARK, N.J., U.S.A.

Not connected with any Shear Combination.

CHAS. F. CLARK, President.

JARED CHITTENDEN, Treasurer.

...ESTABLISHED 1849...

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We manufacture the most popular and best selling lines of Garden Hose in Canada. Our "Maltese Cross" brand we confidently recommend as the finest Garden Hose on the market.

We have other grades not quite so expensive, but good reliable brands, viz. : "Lion" (the popular medium-priced hose), "King" "Sun" and "Leader."

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ALL KINDS AND FOR ALL PURPOSES.

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CANADIAN

HARDWARE

AND METAL
MERCHANT

The Weekly Organ of the Hardware, Metal, Heating, Plumbing and Contracting Trades in Canada.

VOL. XIII.

MONTREAL AND TORONTO, AUGUST 17, 1901.

NO. 33

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The Most Economical.
The Least Wearing.
The Most Durable.
Friction Preventing.

"Tandem" Metals are better than
any other for their purpose,
and are, therefore :

Resistance Reducing.
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Power Increasing.
Lubricant Saving.

A QUALITY

For Heaviest Pressure and Medium Speed
or Heavy Pressure and High Speed.

B QUALITY

For Heavy Pressure and Medium Speed
or Medium Pressure and High Speed.

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For Medium Pressure and High Speed
or Low Pressure and Highest Speed.

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THE TANDEM SMELTING SYNDICATE, LIMITED

The largest smelters of Anti-Friction
Metals in Europe.

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Corrugated Iron.

Lysaght's "Orb" and "Redcliffe" brands
are the standard—good iron, uniform
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WE CARRY A COMPLETE LINE OF ENGINEERS' SUPPLIES.

Safford's Steam } RADIATORS.
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Steam Traps. Wrought Iron Pipe.
Cast and Malleable Fittings, ALSO

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Expansion Joints, Brass and Iron Check Valves.

Can Ship Goods same Day as we receive Order. Write for Price List
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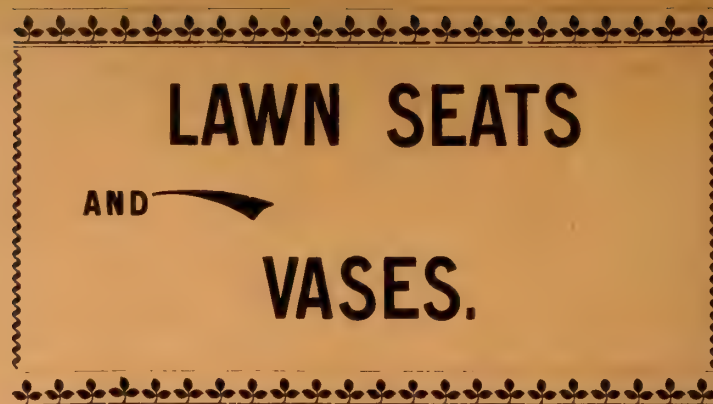


THE DOMINION RADIATOR CO., LIMITED, TORONTO, ONT.

Lawn Mowers

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Garden Hose



Special Mowers
FOR
Golf Grounds and
Tennis Courts.

RICE LEWIS & SON

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Rods and Tubes.

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Galvanized, "Gordon Crown."
Russia, Genuine and Imitation.

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Lead Pipe.

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Tin Plates—Charcoal and Coke.

Tin—Bar.

Ingot, "L. & F." and Straits.

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Zinc—Sheets and Block.

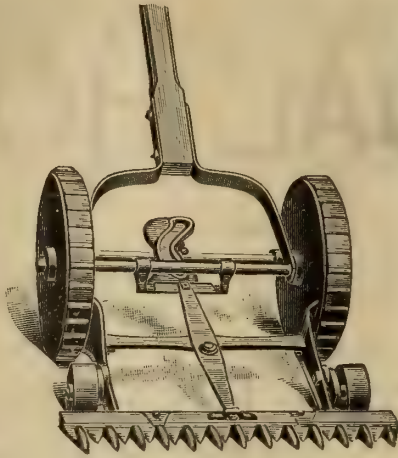
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PLEASE WRITE FOR QUOTATIONS.

The Mower

THAT WILL KILL
ALL THE WEEDS
IN YOUR LAWNS

If you keep the weeds cut so they do not go to seed, and cut your grass without breaking the small feeders of roots, the grass will become thick and weeds will disappear. The Clipper will do it.



CANADIAN PATENT FOR SALE.
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Brantford, Canada.

THE CANADIAN RUBBER CO.

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Other Tools are very
good Tools, but

"YANKEE TOOLS" ARE BETTER



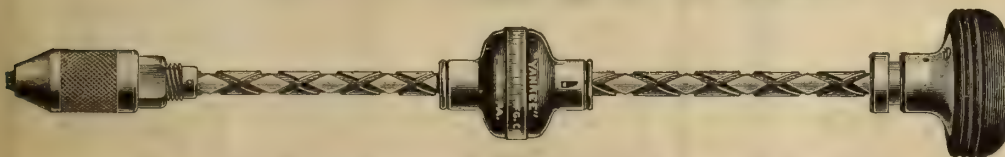
No. 15. "Yankee" Ratchet Screw Driver, with Finger Turn on Blade.



No. 30. "Yankee" Spiral-Ratchet Screw Driver, Right and Left Hand.



No. 41. "Yankee" Automatic Drill, Eight Drill Points in Handle.



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Pocket Magazine
Screw Driver.

Our "YANKEE" Tool Book
tells all about them. Mailed
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BLIZZARD
Ice Cream Freezers.**

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Ice Chippers.**

**Fluting Machines,
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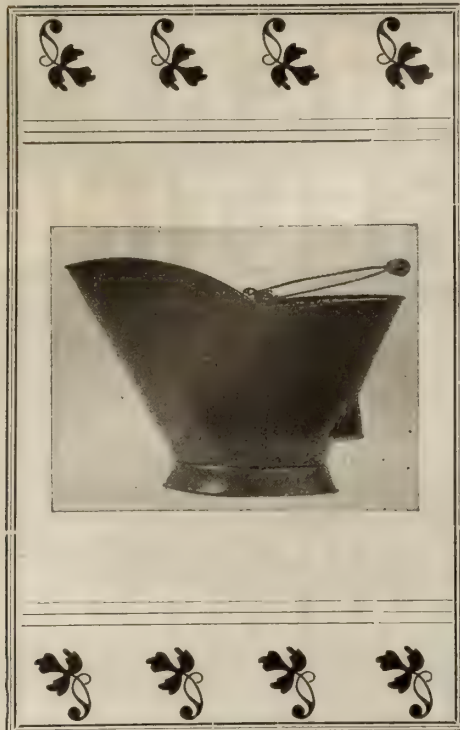
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INCORPORATED 1895.



COAL HODS

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All Other Fall Lines.

Stove Boards,
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DRY AIR CLEANABLE

REFRIGERATOR.

135 Modern Varieties.

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METAL, PORCELAIN, SPRUCE LININGS.

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Positive Circulation—
Sanitary—Odorless.Latest Cleanable Features—The Strongest
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Metal Air-Flues.Air-Tight Lever Locks
Ball-Bearing Casters.
Swing Base—in and
out.Rubber around Doors
and Lids, making
them doubly air-tight.Handsome Designs.
Moderate Prices.Built in the newest, largest and best equipped refrigerator plant in the East.
run all the year round on refrigerators exclusively; stock goods; special
refrigerators and coolers in sections.

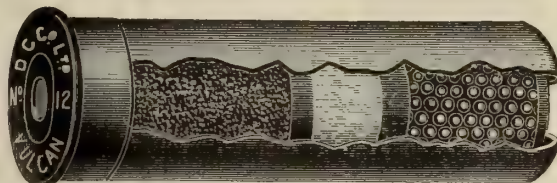
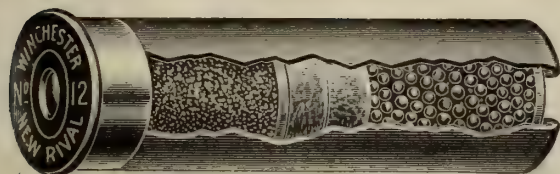
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LEWIS BROS. & CO.,

Wholesale Hardware, MONTREAL.

Loaded Shells, Cartridges and Ammunition
of all Kinds.

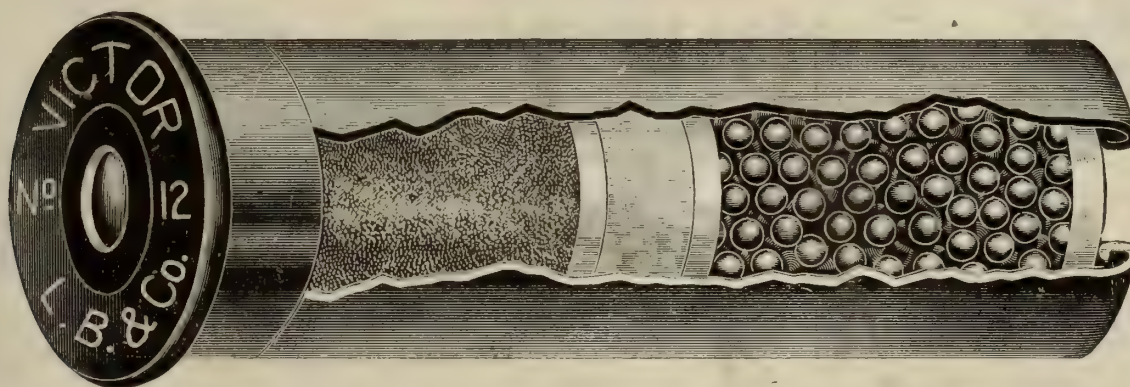


We Have Always on Hand Fresh Loaded Shells, Loaded With Smokeless or
Black Powder and Chilled Shot.

*all to Montreal office
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We Have Every Kind of Ball and Shot Cartridges, Smokeless or Black Powder.



"VICTOR" Loaded Shells.

CHEAPEST AND BEST VALUE SHELLS EVER MADE.

Name largest quantity you can handle and get prices
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MAIL ORDERS SHIPPED SAME DAY AS RECEIVED, AND GOODS BILLED AT LOWEST PRICES.

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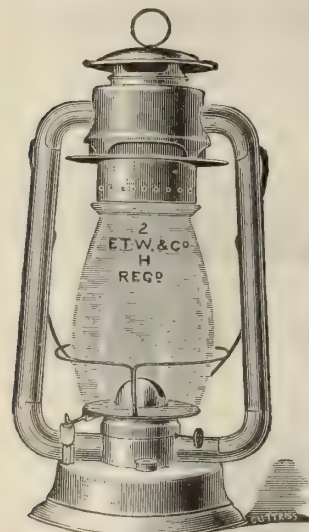
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COLD BLAST LANTERN

in the world, get WRIGHT'S,

GET THE ORIGINAL.

We lead, others imitate.

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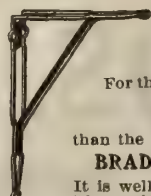
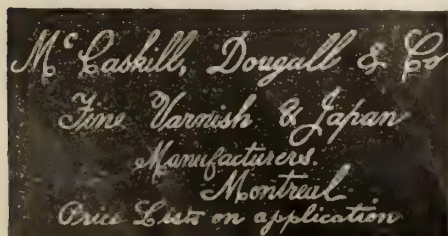
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Room 32, Canada Life Bldg., MONTREAL.



Samples sent free on application.

HORSE NAILS - "C" Brand Horse - Nails
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"BRASSITE" GOODS - Gunn Castor Co.
Limited, Birmingham, Eng.



Will Hold Up a Shelf!

That's what a shelf bracket is for.
For this purpose there can be

**NOTHING BETTER
NOTHING CHEAPER**

than the . . .

BRADLEY STEEL SHELF BRACKET

It is well **Japanned, Strong and Light.**
The saving in freight is a good profit, aside
from the **lower price** at which the goods are sold.
Order direct or through your jobber.

ATLAS MFG. CO., New Haven, Conn., U.S.A.

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E. DESBARATS ADVERTISING AGENCY
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ALEXANDER GIBB

Manufacturers' Agent and Metal Broker,

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Representing British and American Manu-
facturers. Correspondence invited from firms
wishing to be represented in Canada.

STEVENS-MAYNARD JR. RIFLE

The
Young Gentleman's
Rifle.

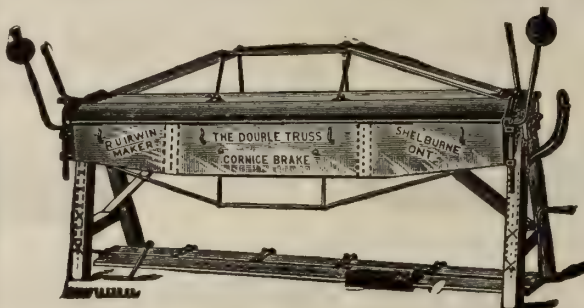


The
Young Gentlemen's
Rifle.

If you want the best cheap rifle ever made we have it in the Stevens-Maynard Jr. It
will be a great seller this year. Better place order now.

The leading Jobbers handle Stevens products.

J. Stevens Arms & Tool Co., P.O. Box 217 Chicopee Falls, Mass., U.S.A.



This eight-foot Brake bends 22-gauge iron
and lighter, straight and true.

Price, \$60

Very handy beader attachment, \$15 extra
if required.

Send for circulars and testimonials to

The Double Truss Cornice
Brake Co. SHELBURNE, ONT.

The Latest and Best.

**H. & R. Automatic Ejecting
Single Gun.**

Steel and Twist Barrels
in 30 and 32-inch.
12 Gauge.

Model
1900.



Harrington & Richardson Arms Co.

Worcester, Mass., U.S.A.

Descriptive Catalogue on request.

We want progressive, hustling dealers to make

...THE...

"London" Fence Machine

a specialty. It is just what the farmers are
looking for.

WOODSTOCK, ONT., July 27th, 1901.

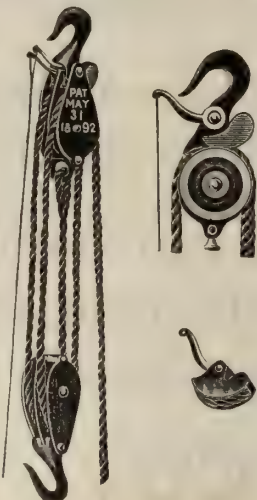
THE LONDON FENCE MACHINE CO.

Gentlemen,—We beg to report that the "London" Fence Machine seems to
be exactly what the farmers have been looking for, for some considerable time. It
appears to do most excellent work and has given our customers universal satisfac-
tion. We are very much of the opinion that the sales of your machine will
necessarily grow to large proportions. Yours very truly,

J. H. BUCHANAN & CO.

High-Grade High Carbon Coiled Spring Wire. "London" Pulley
Stretchers, Reels, Steel Gates, Soft Galvanized Wire, Barb Wire and
Plain Twist. Special prices on cars of wire f.o.b. London or Cleveland.

London Fence Machine Co., London, Can.



PORTLAND CEMENTS

Best German, Belgian and English Brands.

Fire Bricks, Fire Clay,
Flue Linings,
Drain Pipes,
Calcined Plaster,
Granite Hard Wall Plaster,
Wheelbarrows,
Mortar Stains.

A full stock of Builders' and Contractors' Supplies. Write for Quotations.

W. McNally & Co.,
MONTREAL.

DAVID PHILIP

MANUFACTURERS' AGENT

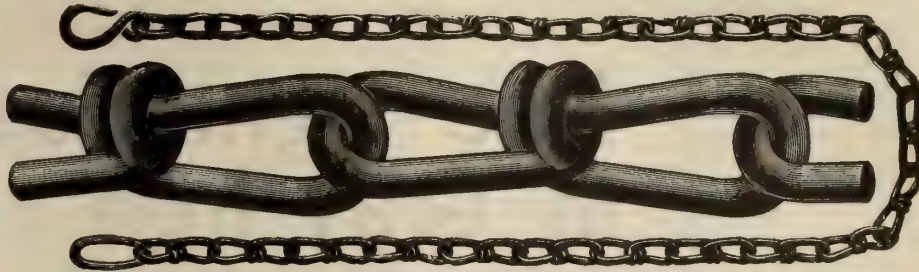
362½ Main St., - WINNIPEG.

Correspondence invited from manufacturers of Staple or Heavy Hardware, Iron or Steel Bolts and Nuts, etc., either by carrying stock in Winnipeg or by selling direct from factory.

GOOD REFERENCES.

IMPROVED STEEL WIRE TRACE CHAINS.

Every chain guaranteed. Most profitable and satisfactory chain to handle.



Improved Quality and Cheaper Prices for 1901

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HAMILTON, ONT., AND MONTREAL, QUE.



The New Century Drum.

NEWEST, neatest and best heating drum on the market. Can be used on back of stove, in hall, or in an upper room. Owing to its construction, the heat is forced all around next to outer cylinder, between two cylinders, making it a very powerful heater—a saving of about one-quarter to one-half of fuel—occupying a space of only about 11x27 inches, still having a radiating surface of about 1,000 square inches. Both ends being oval and being made out of polished steel, ready to set up, it makes a very handsome appearance, suitable for any drawing-room. Prices right to Jobbers and Dealers. Write the manufacturers,

THE COLLINS MFG. CO.,

34 Adelaide Street West

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The Robin Hood Powder Company

If you want the best Trap or Game load in the world, buy "Robin Hood Smokeless," in "Robin Hood" Shells. It is quick, safe, and reliable. Try it for pattern and penetration from forty to seventy yards against any powder on the market. We make the powder, we make the shells, and we load them. Write for our booklet, "Powder Facts."

The Robin Hood Powder Company

SWANTON, VT.

"Enterprise" Cherry Stoners

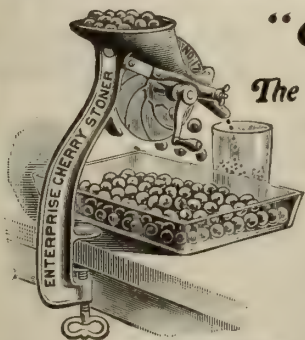
The Nos. 17 and 18 are constructed with a patented Regulating Device the simplicity of which makes it easier to adjust the machine for the different sizes of Cherries and absolutely insures the jaws retaining their position when set.

The No. 12 is intended to remove the stones with the least possible cutting or disfiguring of the Fruit.

All the Leading Jobbers
of the Dominion
SELL THEM

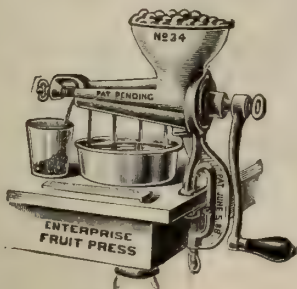
ILLUSTRATED CATALOGUE
MAILED FREE

The Enterprise Mfg. Co. of Pa.
Philadelphia, Pa. U. S. A.

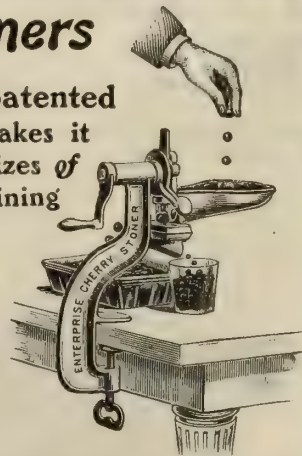


per doz.
No. 17, Japanned \$9.00
No. 18, Tinned 10.00

Fruit, Wine & Jelly Press

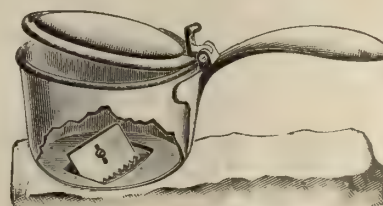


No. 34, \$3.00




per doz.
No. 12, Tinned \$12.00

Ice Shredders



No. 33, Tinned \$ 6.00 per doz.
No. 34, Nickeled 15.00 " "

We shall be pleased to quote for 

Fine Light Casting in Gray Iron . . .

for special work of any kind.

We can finish in any color of
Japan, or in Nickel,
Brass, Bronze, or
Old Copper
Plate.

We are also in a position to make promptly . . .

Special Castings in Brass or Bronze Metal

OF ALL GRADES.

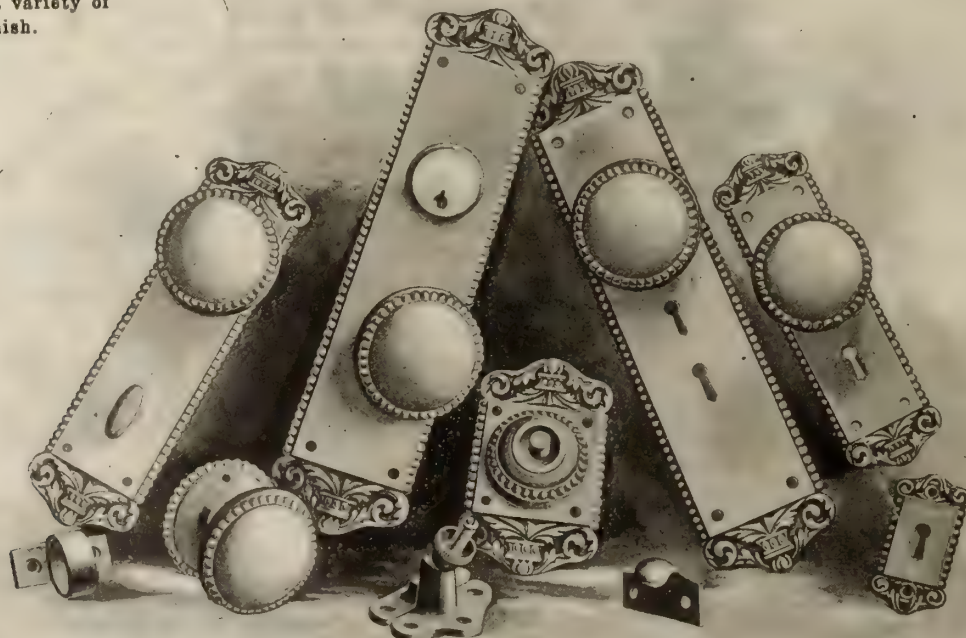
A. R. Woodyatt & Co., Guelph, Ont.

LOCKS and BUILDERS' HARDWARE

Made in great variety of
design and finish.

Catalogues and price list mailed on
application.

THE LARGEST MAKERS
IN THE DOMINION.



The Gurney-Tilden Co., Limited, - Hamilton, Canada.

COMMISSIONS TO ARCHITECTS AND CONTRACTORS.

HOW HEATING FIRMS ARE BLED THEREBY.



FEW days ago a stove and furnace manufacturing firm complained to HARDWARE AND METAL that, as a rule, 5 per cent. of the amount of its contracts had to be paid out in commissions to architects and builders, otherwise their furnaces and boilers would not be specified.

With a view to ascertaining to what extent this was being practised, HARDWARE AND METAL addressed a letter to the stove, furnace and boiler manufacturers throughout the country. Up to the time of going to press a number of answers have been received. As will be noticed by the subjoined extracts, which are published from letters, the practice of giving commissions cannot be called common, yet it is evidently being done to some extent, and that to a sufficiently large extent to warrant attention being drawn to it.

The letters being confidential, we are not at liberty to publish the names of the writers thereof.

KNOW IT IS DONE.

"We have no doubt at all that it is done," writes one manufacturer, "although we do not pay commissions ourselves and do not care to mention any names, but know firms who do pay and architects who receive commissions."

UNFAIR COMPETITION.

A western firm writes: "We think that such tactics are very unfair competition."

HEARD IT AT DIFFERENT TIMES.

"We have heard at different times," says one Ontario firm, "that certain of our competitors pay architects a commission on any contracts they may send them. We certainly do not approve of this manner of securing business, and we do not see how any architect can honestly work along these lines. Cannot say we have had any opportunity of doing business in this way, or that architects have shown any disposition to have us pay them commission. We should be very sorry indeed to know that this kind of thing was carried on to any great extent."

NO PERSONAL KNOWLEDGE.

"We have never done anything of the kind," says a manager, "and this may be the reason why our goods are not specified

to a great extent by architects; but, as before stated, we have no personal knowledge of the practice."

WANTED 10 PER CENT. COMMISSION.

One of the leading firms in Ontario writes: "We have reason to believe that this custom is quite general in the United States, but we doubt whether commissions are paid to any extent in this Province. We have seen copies of letters that have been written by American manufacturers to some of our local architects, offering commissions in consideration of specifying their goods. Within the last year a letter of this kind was handed to one of the trade papers by a leading firm of Toronto architects, and a copy of the letter was published in the paper. We believe that in the case of the very large percentage of our leading architects such a brazen proposition would operate to exclude the firm making it from even the opportunity to tender. The writer saw a letter which was written some time ago by a firm in the heating business to one of our local architects. In this letter a commission of 10 per cent. was offered for specifying their goods.

"In our opinion it would need be a poor class of goods that would have to be sold in this way. We are firmly convinced that first-class goods can be sold on their merits, without resorting to any such means. This company absolutely does not pay commissions to architects. We would look upon such a course as very dishonest and equivalent to bribery of a person holding an office of trust. An architect practically has his client's purse under his control, and we would be very reluctant to believe that any considerable number of our Ontario architects would sell out their clients and forfeit their position as arbitrator between client and contractor by placing themselves practically in the hands of the contractor. If such a practice were general, and were to become publicly known to be general, we feel certain that the large measure of confidence which is now placed in architects by their clients would be destroyed.

"With the contractor the situation is different. The contractor has no means of getting a certain kind of goods specified. He is a buyer in the open market, and we can see no impropriety in his buying at a special price. He does not hold a position of trust. Very often the owner knows the

amount of each sub-contract, and, unless the contractor can get a small commission from the supply house he would have no compensation for the trouble he would have in connection with the completion of sub-contracts and the payment of sub-contractors."

MOST HAVE THEIR PRICE.

A firm in an eastern city says: "We are not surprised to hear that some concerns are paying 5 per cent. to contractors and architects. We know most of them have their price, whether a lump sum or a commission."

NEITHER PRACTISED NOR HEARD OF IT.

A firm west of Toronto writes: "We are surprised to learn that manufacturers in our line are in the habit of paying commissions to architects. This is something that we have never practised, and, so far as we have been able to learn through inquiry, our competitors do not. At least they deny it."

HAVE HAD A SUSPICION FOR SOME TIME.

Another firm in the same city writes: "Although we have suspected for some time that some manufacturers were in the habit of making arrangements such as you refer to, still we have never come directly in contact with any case where we knew the same to have been done. As regards ourselves, we have never taken that method of securing business."

REAL ESTATE AGENTS NOT ARCHITECTS.

"Our personal experience," writes another firm, "is quite the contrary. None of the architects to our knowledge accept any commissions, and we have not made a practice of proposing such methods to them. We have sometimes found real estate agents looking for commissions, but in our opinion this practice is not general."

DO NOT BELIEVE IT.

"Our company will not countenance any such practice as you refer to," writes an Eastern Ontario firm. "We do not believe that architects as a class, would lend themselves to any such transaction. We have heard that this has been done by other manufacturers, but we do not believe it."

KNOW OF A NUMBER OF SUCH ARCHITECTS.

"We wish it was only one concern that made a practice of paying 5 per cent. on the contract to the architect or contractors

in order to secure the contract," writes one of the largest heating firms in Canada. "As far as we are concerned, we have never been so hard pressed for orders that we had to stoop so low as to offer or give bribes. When a man employs an architect to build a house for him he pays him 5 per cent., or whatever percentage is agreed upon to make the plans and look after the building of the house, and see that everything is made right, and then securing 5 per cent. from the successful tenderer, he practically gets 10 per cent. for the work that he promised to do for 5 per cent. We know of a number of architects that do business on this plan, and we either refuse to figure on their plans, or we take the tender direct to the party by whom they are employed, and explain to him that we prefer that he take the tender and open it himself. We have in many instances taken contracts in this way that we would not otherwise have secured. It is pleasing, however, to know that there are many architects who will not accept any other than legitimate business."

AN ARCHITECT'S VIEWS.

A Toronto architect whom **HARDWARE AND METAL** came across, when questioned in regard to the matter, said: "I personally know of no such practices by architects here. On the part of United States architects it is quite common. Little or nothing is specified before the architect ascertains what there is in it for himself." Proceeding, he remarked that he always specified a certain company's furnace, mentioning the name, and added: "I have never got a cent commission from them, not even a cigar."

STOVE LININGS, FIRE BRICK, ETC.

A good fire-pot is essential to a good fire and good heat, and the linings of the fire-pot play an important part in this. There are two firms in Toronto who supply the great bulk of the stove lining material used by the large manufacturers.

Jones Bros., of Bracondale P.O., a north-western suburb of Toronto, do a large business in this line. Their linings are known as the "Maple Leaf," and this brand is a guarantee of quality. They manufacture stove brick of all kinds, and will be pleased to furnish estimates to any wishing this class of goods.

R. Bailey & Son, 1220 2 Yonge street, Toronto, are also manufacturers of stove linings, fire clay and brick and all goods in this line. They do only a wholesale trade, and supply several dealers with this class of material, having a reputation for good goods at reasonable terms. They will be pleased to furnish any further particulars to the trade upon application.

McCLARY'S NEW STOVES AND FURNACES.

THE McClary Manufacturing Co., of London, Ont., have altered a number of their last year's stoves, ranges and furnaces, and also added some new lines for this season. With the improvements and additions they have made to their already well-assorted lines, the McClary company now have a line of cooking and heating apparatus which will give perfect satisfaction under any and every condition of climate and nature of the country which is to be found in Canada.

THE "CORNWALL" STEEL RANGE.

Among the numerous steel ranges now on the Canadian market, the "Cornwall," made by the McClary Manufacturing Co., is indeed one of the most handsome. The growing preference for steel over cast-iron ranges has set the manufacturers to work to produce an attractive and economical stove from this more expensive and lasting metal, and we think the McClary company have, in the "Cornwall," as handsomely and gracefully built range as any cast-iron stove on the market. This range has been formerly known as "McClary's Heavy Steel Plate Range," but several changes having been made in it since last year, the company decided to christen it with a name distinctly its own, and chose "Cornwall," after His Royal Highness, the Duke of Cornwall. Most of the steel ranges now being offered to the public largely resemble a huge steel box, and have little or no grace or shape in their outline. The "Cornwall," although built in large sizes and equipped with every modern feature, such as reservoir, high shelf and warming closet, tea-pot shelves, ash-pan receptacle, clean-out door, shaker crank, etc., possesses a sharp, graceful outline found on few steel ranges, and this shapely build, combined with its rich nickel dress, which contrasts beautifully with the highly polished hammered steel body, makes the "Cornwall" a range of which its makers have just reason to be proud.

A NEW COOKING RANGE.

The "Algoma" is an entirely new cooking steel range, specially built for lumber camps, railroad construction gangs and hotel use. It is built with an exceptionally large fire-box, oven and cooking surface, and can be supplied with or without copper reservoir as desired. The "Algoma" fills a long existing want in the more unsettled parts of Canada for a moderate priced steel range, suitable for extensive cooking and baking operations, and which will burn coal or wood. The manufacturers have got this range down to a fine point of perfection as

a baker and cooker, and will undoubtedly have a big sale for it.

A NEW STEEL COOKING RANGE.

The "Le Roy" is also a new steel cooking range, and intended for nearly the same sections of country and class of work as the "Algoma," except that it is a small range and only suitable for family use. The "Le Roy," although light, has heavy cast-iron linings which will stand a great deal of rough usage. It is made in two sizes, burns coal or wood, and is just the stove for family use in the new parts of the country.

A NEW COTTAGE HEATER.

The "Fairy Queen" is a new cottage heater which The McClary Co. are successfully selling this season. It is made in six sizes, burns coal or wood, has nickel foot rails and medallion on swing door, with fancy bronze-trimmed nickel urn on swing cover. Has one pot-hole under swing cover.

A NEW BASE BURNER.

They have also added a new base-burner, the "Victorian," to their last year's lines. This is a handsome heater, and is sold at a moderate price. It has a handsome nickel base, nickel edges, foot rail and top, which is surmounted by a fancy bronze-trimmed nickel urn. The "Victorian" is made in two sizes with oven and three for parlor.

The McClary Co. have remodelled and redressed their "Hot Blast" heaters this year, and are now making them in three sizes. They are ideal stoves for soft coal.

Their "Air-Tights" have also come in for some alterations and improvements, and are now made in 15 styles and sizes. The McClary Co. claim that the perfect screw-closing damper, combined with the feeding door on the top of the stove, make these the only actual air-tight heaters in Canada. "Famous" air-tights are made of Russia iron, will burn rough blocks of wood, retain fire over night, have handsome nickel dress and are always under

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The ONTARIO TACK CO.
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perfect control. They report a big demand for these stoves.

The "Model" cook has come in for a few changes too, and now has cut-top fire-door with extra large opening, new oven-door medallion and flush reservoir full size of top. With these changes and the perfect cooking and baking qualities of this stove, which have been so well known all over Canada since 1881, the "Model" is now one of the most up-to-date wood cooking stoves on the market.

M'CLARY'S NEW AND IMPROVED FURNACES.

The "Magnet" wood furnace has come in for considerable changes since last year, the radiator having been lengthened and improved, and the smoke pipe has been so arranged that it can be taken off the back or top of every furnace. This change alone is a big improvement on the "Magnet," and no doubt will be greatly appreciated by the trade. The fire-box and door in one or two sizes has been enlarged, and while the old-style radiator was easily cleaned, the new style is still easier. These improvements will naturally increase the sales of the already very popular "Magnet" furnace.

The "Sunshine" is practically a new furnace, having been on the market only since last fall, and yet in that time it has become one of the most popular and best known coal and wood furnaces in Canada. It is made in three sizes, burns coal, coke or wood; has large fire-pot and feed door, low setting, which makes it easy to set up; water pan and triangular grater, dust and direct draft damper, and its every detail is up to date. The McClary company have received many compliments from American manufacturers on this furnace, and such satisfaction from those already in use as to fully assure them of the success of their new "Sunshine" furnace.

LINSEED OIL EASIER IN CHICAGO.

The market for small lots has eased off 3c., and jobbers quote 77c. for single barrels and 78c. for five-barrel lots. Competition between different jobbing interests is responsible for the decline. The lower market for cash seed has also imparted a weaker undertone to the spot oil market for carloads and larger quantities, but as yet most of the mills adhere to 80c. for raw in casks and 81c. for boiled. One prominent local mill names 75c. for new crop oil deliverable in the very near future. There is an unsettled feeling among both buyers and sellers, and a minimum amount of business is being done.—Paint, Oil and Drug Review.

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AN OLD HARDWAREMAN'S MISFORTUNE.

THE DAILY EXPRESS on Tuesday last devoted the best part of a column to a notice of Mr. Albert Midlane, of Newport, Isle of Wight, and an appreciation of the classic hymns of which he is the author. Mr. Midlane is a member of his local Ironmongers' Association, and we think we need make no apology for referring to the matter in The Hardwareman. It is as a writer of hymns for little children that Mr. Midlane's genius is indicated, and some of us should feel honored that it was a member of our calling who framed the beautiful and well-known lines—

There's a Friend for little children
Above the bright blue sky;
A Friend Who never changes,
Whose love can never die.

Our contemporary tells that Mr. Midlane—a white-haired old man, saddened by his trouble, but, in spite of his seventy-seven years, with his faculties undimmed, and his manner unbroken—has kept the same little shop in Nodehill for fifty-three years, and that he conducts service in a little room every Sunday. In his earlier days he was

prosperous, but of late years younger rivals have taken away his trade. This, and becoming security for a friend, has made him a bankrupt in his old age. If Mr. Midlane had received a royalty for every time the poem we quote has been sung in public, he would have been wealthy instead of bankrupt. We agree with The Express that it is hardly in accordance with the fitness of things that a man who has written some of our national hymns, a man who has devoted himself through a long lifetime to leading our children to a healthy and cheerful Christianity, and a man who has worked all his life, should be suffered to want in his old age; and, acting on the suggestion of a friend and neighbor of Mr. Midlane, our contemporary expresses the pleasure it will have in forwarding to the proper quarter any subscriptions its readers may like to send. We are glad to know that the list has already made headway.—Hardwareman, Birmingham.

Owen Sound, Ont., has passed a by-law exempting the Sun Portland Cement Co. from taxation (except school taxes) for ten years.

SHIPBUILDING IN THE UNITED STATES.

IN the introduction of the "Blue Book of American Shipping," the marine and naval directory of the United States, some interesting information regarding the shipping and shipbuilding industry on this side of the Atlantic is given. It is stated that "Without probably a single exception the yards that engage in building steel vessels have work ahead to their full capacity for at least twelve months and some of them for a much greater length of time. This is true of all shipyards of the seaboard, as well as those of the great lakes.

"Contracts were awarded during the year for fourteen warships—five battleships, six armored cruisers and three protected cruisers—aggregating 187,354 tons in displacement, 297,120 in horse power, and costing, exclusive of armor and armament, \$49,944,600. There is no single instance which equals this splendid total. Altogether sixty-one warships are now building for the United States navy, representing a total displacement of 289,183 tons, 567,620 horse power, and costing, for hulls and machinery only, \$80,954,116.

"The number of vessels of all kinds built during the year ended June 30, 1901, was 1,173 of 401,285 gross tons, compared with 1,058 of 305,677 gross tons for the previous fiscal year. The distribution was as follows: Atlantic and Gulf coasts, 375 vessels of 190,938 tons; great lakes, 105 of 153,138 gross tons; Pacific Coast, 151 of 46,105 gross tons; and western rivers, 182 of 11,091 gross tons.

"A venture of far-reaching influence attempted on the great lakes is worthy of record. It is the opening of the all-water route from the great lakes to Europe, via the Canadian canals along the St. Lawrence river. As a matter of historical record it may be noted that although a few small craft made the passage from the lakes to European ports years ago, the first vessel to utilize these enlarged Canadian canals as a commercial highway between the great lakes and Europe was the British steamer Monkshaven, when in October last it carried a cargo of steel from Conneaut, on Lake Erie, to Avonmouth, England. This vessel had been employed by the Clergue water-power interests at Sault Ste. Marie and was returning to Great Britain for the winter when Mr. Carnegie seized the opportunity to send some steel abroad by that route. The vessel would have returned to England anyhow, but her trip constituted, nevertheless, the first use of the canals in a commercial sense. Since then The Northwestern Steamship Company, of Chicago, has opened a regular service on this route and its four steamships, built at Chicago last winter, have each made a trip abroad. The dimensions of the locks of the Canadian canals are 270 ft. length by 45 ft. width. They permit a draught of 14 ft. The vessels of The Northwestern Steamship Company are 256 ft. long over all, 42 ft. beam and 26 1-2 ft. depth of hold, which is regarded as the regulation Canadian canal size. The company expresses itself as satisfied with the results of its enterprise. The importance of this waterway, however, must not be either magnified nor minimized. It occupies a definite field, though a limited one, owing to the restriction in size. The completion of the canals, however, has per-

mitted the lake shipbuilders to compete with the coast shipbuilders for the construction of some types of vessels for coastwise trade. Twelve vessels suited to transatlantic and seaboard trade, as well as lake service, were built on the lakes during the year ended with July, 1901, and the experiment of building, each in two parts, two steamers much larger than the canal locks is now being tried in Cleveland. These vessels will each be of about 7,000 tons capacity when put together at the seaboard, after being towed down the Canadian canals in sections.

"The year has been one of unexampled activity with the shipbuilders of the great lakes, and they already have in hand enough orders to insure continued work for nearly all the plants for another year. The vessels built during the year ended with July, and those now under order, have an aggregate value of \$16,324,000. The combined capacity of the freight carriers in the list, some sixty-three of them, is 266,950 gross tons on 18 ft. draught."

REGULATIONS RE IRON BOUNTIES.

A despatch from Ottawa states that additional regulations governing the payment of bounties on iron and steel made in Canada have been approved by the Governor-General, and are issued by the Department of Trade and Commerce, for the information of all concerned. Under the Act of last session, these bounties, which had hitherto been paid by the Department of Customs, will hereafter be paid by the Department of Trade. The bounty on steel ingots is \$3 per ton, if manufactured before April 23, 1902. Thence, by a descending scale, the bounty is reduced each year until in 1907 it is 60c. per ton. The bounty will not be paid until the manufacturer has furnished to the Government satisfactory evidence that such steel ingots were manu-

factured in Canada from ingredients of which not less than 50 per cent. of the weight thereof consisted of pig iron made in Canada. The evidence must be taken upon oath before a collector of Customs or a justice of the peace. The bounty on puddled iron bars is the same as on steel ingots, but it is necessary for the manufacturer to produce evidence that the bars were manufactured from Canadian pig iron. The bounty on pig iron is to expire on July 1, 1907. Commencing the first year, the bounty on pig iron produced from Canadian ore is \$3 per ton, and on pig iron from foreign ore, \$2. The proportionate difference is the same for the seven years that the bounty is to run.

EDISON IN ONTARIO.

Thomas A. Edison, the inventor, was so impressed with the Ontario mining exhibit at the Pan-American Exposition that he decided to visit New Ontario and make a personal examination of the mines there. His visit has resulted in his renting an office in Sudbury in order to make an investigation of the nickel resources in that region. It is understood that he is perfecting a form of storage battery which requires considerable quantities of nickel. A New York engineer accompanies Mr. Edison, whose party numbers seven or eight men, according to information received by the Bureau of Mines. He has secured the services of two of the oldest prospectors in the locality, Henry Ranger and S. Jessop, who are acting as guides during Mr. Edison's investigation.

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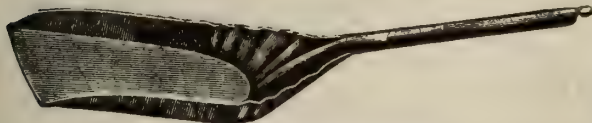


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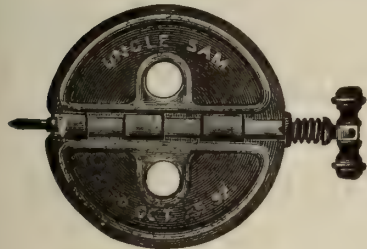


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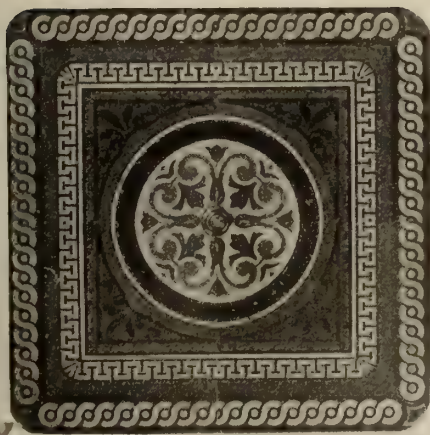
Flue Stoppers.



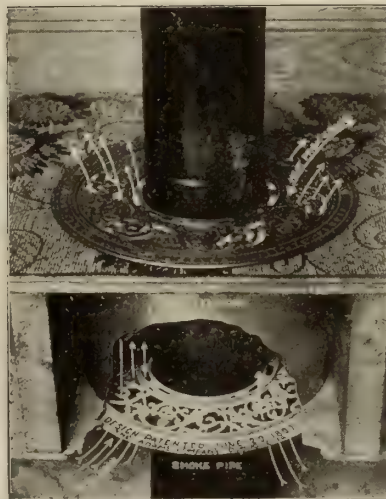
Stove Fronts.



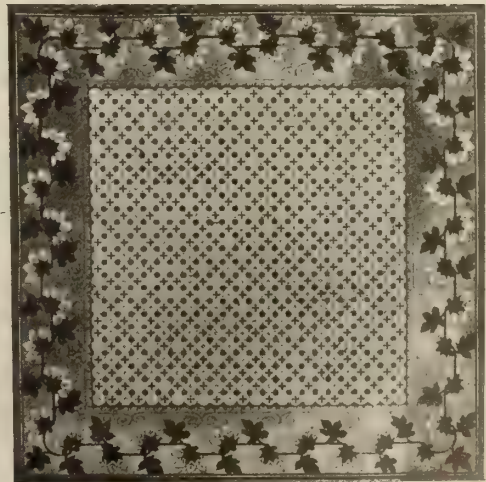
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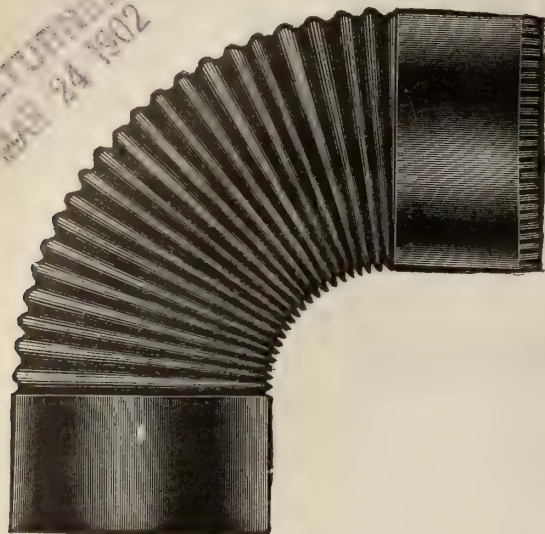
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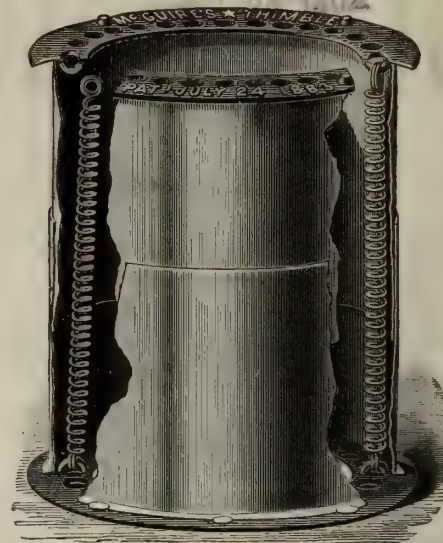
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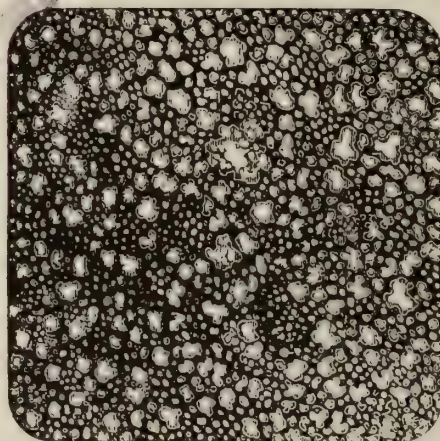
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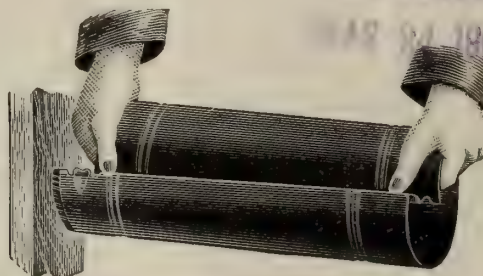
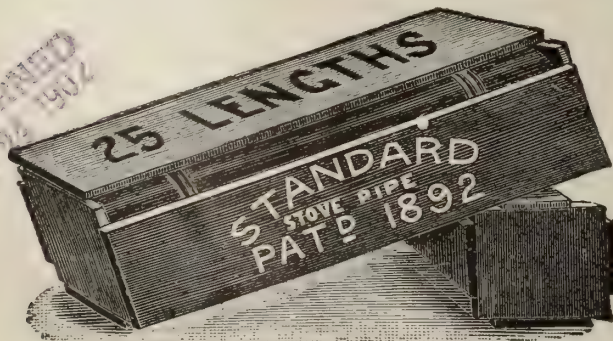
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A FAMINE IN METALS.

AT present there is a remarkable shortage of sheet metals of various kinds on the Canadian market, and all signs indicate that the scarcity will deepen into a veritable famine before the bulk of the fall trade has been done. There is no house that has a heavy stock of black sheets, Canada plates, tinplates and terne plates, and many a firm is out of goods and cannot procure them to fill orders taken some time ago for summer delivery. Prices are stiffer in sympathy.

It is a combination of circumstances that has led to this condition of affairs. First of all, it must be said that our Canadian importers have not bought heavily in the enumerated lines this year, their buying propensities having been checked by the ill-course of the market last winter and spring. But moderate as the orders were, they have not been filled with any approach to promptitude, the Welsh mills being now a month or so behind. What the reason for the delay is seems difficult to determine as the causes advanced multiply daily. Some mills attribute the inability to ship to light tonnage, some to strikes, some to drought, some to hot weather, and others to dock laborers' strikes. All these may be parts that go to make up a whole. At any

rate, importers here must grin and bear the difficulty, hoping that arrivals will increase. The ss. Monteagle, which arrived in Montreal last week, brought a disappointing cargo from Bristol, but the ss. Memnon, from the same port, is said to have plenty of plate in her 2,300 ton cargo.

Of course, the American strike is a serious factor just now, particularly so far as the tinplates are concerned. The United States dealers have not only bought up all spot lots in sight on their own market, but are bringing all they can from Swansea, while they have been looking for any purchasable stocks here. Some shipments have actually been made from Canada across the border during the past two weeks, both from Toronto and Montreal.

At present it is impossible to make contracts for tinplates for import this side of open water at Montreal, and only limited bookings can be made in other lines. So the probability is, and importers are unanimous in the same opinion, that supplies of sheet metals will be short here this fall. Should, however, the strike soon terminate, the likelihood of this would be lessened. Unfortunately at present there is no immediate prospect of a settlement of the dispute between the Steel Trust and its employees.

A good bargain is a reduction in price; a bad bargain is a deterioration of quality—no price will make a bad bargain good.

DELAYED ORDERS.

THE difficulty of getting orders filled is by no means confined to sheet metals, but it is the same in regard to some lines of shelf hardware.

One instance of this may be given by way of illustration. An importing house in Toronto in June last placed an order for carpenters' and farriers' hammers with a manufacturing firm in the United States. Only a small part of the order has so far been filled; and another, sent in a few days ago with the request that it, with the balance of the old order, be shipped together, brought the reply that they would not be able to complete even the first order inside of two months.

The wholesale houses are being put to a great deal of inconvenience because of the delay in getting their orders filled.

WILL BUY AS WELL AS ASSAY GOLD.

THE Dominion Government has decided to buy gold outright at the Vancouver assay office, thus making it a purchasing office as well as an assay office. This means that the bank charges of three-quarters of one per cent. which the banks had been getting for cashing the assay office certificates and shipping the gold to Seattle will be done away with, and that instead the assay office will give a cheque on the bank of Montreal, payable at par.

In other words, the same rate as that made at Seattle for assaying and minting (one per cent.) will be charged at Vancouver, while the miner will receive at Vancouver one per cent. rebate on the mining royalty, which rebate is not, of course, granted at Seattle. The result of these regulations is to make the price paid for gold at Vancouver exactly one per cent. higher than is paid by the United States authorities at Seattle.

It is expected that this will do much to induce miners and others to take their gold to Vancouver rather than to Seattle, a consummation devoutly wished for by the business men of British Columbia.

Klondike gold has been flowing into the sub-treasury at New York quite freely of late. In one day last week \$1,200,000 worth was received, and in four days \$4,500,000 worth.

Now that the silver question has been declared dead, it is to be hoped no one will try to revive it and declare it as good as gold.

HEAVY DEATH CLAIMS.

President Paton, of the Dominion Commercial Travellers' Association, tells us that the death claims on the association have been very heavy this year, amounting, so far, to \$31,000, against \$25,000 as a total for 1900.

Speaking financially, however, it is fortunate that it is mostly among the older members that death has made its ravages, four of the deceased being over 70 years of age.

Through the discovery of an error in his books the Chicago Corn King finds himself better off by \$134,000 than he thought he was. We wonder if there are many more of us in a similar position?

THE STOVE AND HEATING TRADE OF CANADA.

IN glancing over the pages of **HARDWARE AND METAL** this week our readers can scarcely fail to be impressed with the importance of the stove and heating industry of this country. There are in the Dominion probably between 40 and 50 firms engaged in manufacturing these lines, and the most important of these will be found represented in our columns this week.

The stove industry, as most of our readers are doubtless aware, is one of the oldest in the history of the country. We have this from a report made away back in 1752 by M. Franquet, who was sent from France to inspect the iron works at the St. Maurice Forges. "Each stove," he said, in describing the process of manufacture, "is manufactured in six pieces, which are separately moulded and are afterwards fitted into each other and form a stove about three feet high." The forges at that time were owned by the King of France.

Over 90 years ago quite an export trade was done in stoves of Canadian manufacture, for we are told by a gentleman who wrote in 1809 that the manufacture of iron in Canada at that time was the most important of the country's industries, and that there existed a "considerable export of cast iron articles, particularly of stoves."

Canada's export trade in stoves is now insignificant, the quantity sent out of the country in 1900 being valued at less than \$3,500. Our trade in stoves, therefore, is confined to the home market, which our manufacturers monopolize. Our import trade in stoves is practically confined to the gas description, which are brought largely from the United States, \$129,114 worth out of a total of \$129,864 coming from that country.

Our exports of stoves during the last three years and the countries to which they were sent were as follows:

	1898.	1899.	1900.
Great Britain	\$ 520	\$ 608	\$ 74
Australia .....	.....	61	143
British Africa	29	.....	.....
Cuba .....	.....	.....	55
British West Indies....	168	183	333
Newfoundland.....	2,628	1,799	1,019
China .....	.....	135	.....
France .....	.....	.....	218
Italy .....	.....	8	.....
Hawaii	4	.....	.....
St. Pierre	553	1,035	857
United States	367	346	693
Total.....	\$4,287	\$4,175	\$3,392

It will be noticed that our best customers are Newfoundland and St. Pierre.

There are four factories in Canada that make radiators, and it will be noticed, from articles printed in other parts of this issue, that some of them are most extensive affairs. Quite an important export trade is done in radiators, but unfortunately the official trade returns do not reveal its extent. But the countries to which we export them are Great Britain, Germany, France, Norway, Sweden, Austria, Belgium, South Africa, China, Japan, Australia and New Zealand.

In quality and pattern, Canadian stoves, furnaces and radiators stand high. In these respects, they are surpassed by no other country. The Canadian Customs duty is 25 per cent., and, although the home market is controlled by the home manufacturers, prices here are slightly lower than in the United States, possibly about 5 per cent.

An exceptionally good trade has been experienced by the stove and heating firms of Canada during the last two years. Frequently the demand exceeded the supply. For the ensuing season's trade a large number of orders have been booked. An unsatisfactory feature of the trade is the threatened scarcity of steel, and particularly of polished steel plates used in the manufacture of steel ranges, air-tight heaters, etc. These plates are imported from the United States, and although the stove manufacturers placed their orders early in the spring, they have not, owing to the activity of the market and the present labor troubles, been able to get proper delivery. Most of the manufacturers are thought to have a sufficient supply of steel plates to keep them going during the early part of the campaign, but, judging from the present conditions, the outlook is anything but promising for the latter part of it. In the meantime they can only pray that the strike may soon terminate.

GOOD NEWS FOR ST. JOHN.

A Montreal despatch says that the differences between the Canadian Pacific and the Intercolonial Railways over the transfer

of westbound freight from the Maritime Provinces have been settled.

This will be welcome news to the shipping and mercantile interests of St. John, N.B. It will be remembered that one result of the dispute between the two railroads was that the winter port business of St. John was considerably curtailed, as the Canadian Pacific made little effort to obtain cargoes for steamers, claiming there was no money in hauling cargoes east and they taking empty cars west while the Intercolonial was hauling westbound freight.

When interviewed in Montreal regarding the matter, E. G. Russell, manager of the Intercolonial, stated: "Difficulties between the two roads have been settled, and St. John will do a heavy shipping business this winter. Both the railways and the steamship companies are making preparations for it. The C.P.R. is enlarging its track room at West St. John, in the vicinity of the wharves, and making preparations which indicate that it anticipates a heavy winter's work. The Intercolonial is also extending its yard and siding accommodation to St. John."

A VETERAN PAINT MAN DEAD.

The death of John Lucas, paint manufacturer, Philadelphia, ends the career of one of the oldest and most enterprising paint manufacturers of America.

Mr. Lucas was born at Stone, Staffordshire, England, in 1823, and, when 26 years of age, removed to Philadelphia, where he at once started in business as paint importer. A few years later, seeing an opening for the manufacture of paints, etc., in the United States, he purchased a good water-power and manufacturing site, where the Gibbsboro' Paint, Color and Varnish works are now situated.

Like most manufacturers who have grown from moderate beginnings to large proportions, Mr. Lucas paid consistent attention to the quality of his productions, with the result that they have to day an excellent reputation throughout Canada as well as the United States.

Personally, Mr. Lucas was a genial, lovable man, and was an active worker in many fraternal and charitable organizations.

For several years Mr. Lucas has suffered from asthma and Bright's disease, yet the announcement of his death was unexpected in business circles.

DO NOT WANT MORE TRADE.

BUSINESS, like goodness, is something of which most people desire more than they possess. We say most people, because there are some who, at any rate, profess that they have all they want.

He who would make bold to tell us that he was as good as he wanted to be would be quickly set down as being in a rather bad state. What different conclusion, therefore, can we come to when a manufacturer or merchant declares he has all the business he wants, and refuses to try and get more? He may have a large surplus in the bank and many orders on his books, but if he is really honest in what he says, it is evident that the seeds of business degeneration are beginning to sprout.

A gentleman who has interested himself a great deal during the past couple of years in the West-Indian trade informs us that he has been repeatedly met with the remark, when broaching the subject of West-Indian trade to Canadian manufacturers, "Oh, we've got all the business at home that we want. We are not looking after foreign trade." And yet, at the same time, their confreres in the United States, busy and all as they are, still evince solicitation for the trade of the West Indies, and are steadily sending products there which might just as well be sent from the mills and factories of Canada. And what applies to the West Indies applies to our trade with other countries as well, to a greater or less extent.

There are plenty of manufacturers and others in Canada who, when the home market is dull, are only too anxious to do business with other countries. But how can they expect to compete for that trade when at certain times they cut all connection and allow their competitors in the United States and other countries full swing? It is contrary to all business experience to expect it.

Whether the trade is foreign or whether it is domestic, it can only be successfully exploited when the connection is maintained. We often fear that Canadian manufacturers are not in their generation as enterprising as their confreres in the United States. And when we hear of some of them refusing to make an effort to secure a promising trade,

when held out to them, our fears are certainly not diminished.

By steadily, and not spasmodically, courting their trade, the aggregate foreign business of the United States with the British West Indies during the fiscal year ending June 30 last was \$21,723,859, of which \$12,853,307 were imports and \$8,870,552 exports. Including Bermuda and British Honduras, the aggregate was \$24,624,515.

Now, our aggregate trade with the same British possessions in 1900 was valued at \$2,577,574, of which \$1,698,957 were exports and \$878,617 imports. In other words, our aggregate trade is about 10½ per cent. that of the United States. Taking exports alone, the Canadian figures are about 15 per cent. of those of the United States.

THE BIG STRIKE.

WHILE a great deal of confusion has been created by the divergent reports of the strike in the United States, it is evident the trend of victory is not in the direction of the Amalgamated Association.

In its issue of Thursday, The Iron Trade Review says that the failure of the Federation of Labor to give more than sympathy in aid of the strikers, and the refusal of the Western members of the Amalgamated Association to violate their contracts at the order of their president have been serious blows to the hopes of the leaders. Gains have been made by the strikers at McKeesport and in the Wheeling district, but it is already plain that the strike spirit has reached high mark, and that the news from now on will be of gradual defections.

It appears now that the action of President Shaffer in signing an agreement at New York, which he and his associates failed to carry out, was one occasion of the Western defection, and has caused discontent in other directions that may bring early breaks in the strikers' ranks. The stoppages of the week have been at plants of the National Steel Co. and the National Tube Co. Production of steel is considerably curtailed. At Wheeling the finishing mills are also idle, and at McKeesport the butt and lap weld departments were closed on Wednes-

day. Bellaire, Mingo Junction and New Castle steel plants of the National Steel Co. are idle, but shipments of Bessemer iron are still being taken by the United States Steel Corporation with some changes in the destination of the metal.

As matters stand the production of steel is now closely adjusted to the requirements of the trade, and pig-iron production is more nearly in line with steel works consumption. A statement, presumably official, telegraphed from New York, puts the daily output of ingots at plants of the steel corporation at 26,000 tons on Monday, as against 28,000 tons previous to the second strike order. The painter mill of the American Steel Hoop Co. started up Wednesday, and all three plants in the district are now going in part. The advances in price that have come in the week are in muck bars, skelp, sheets, tin-plates, bars and billets. Importations of black plates have already been made and it is understood that the tin house workers of the American Tin Plate Co. will not refuse to dip them. Billets are firmer in view of the curtailment of steel works capacity, \$24 at mill being now the minimum.

MARITIME BOARD OF TRADE.

The annual meeting of the Maritime Board of Trade, which opens at Chatham, N.B., on Wednesday next, promises, if one can judge from the intimations that have come to Secretary D. G. Smith, to be one of the most important yet held. Arrangements have been made whereby delegates will obtain transportation at one fare over railway and steamship lines.

Among the leading subjects for discussion will be the admission of Newfoundland into the Confederation.

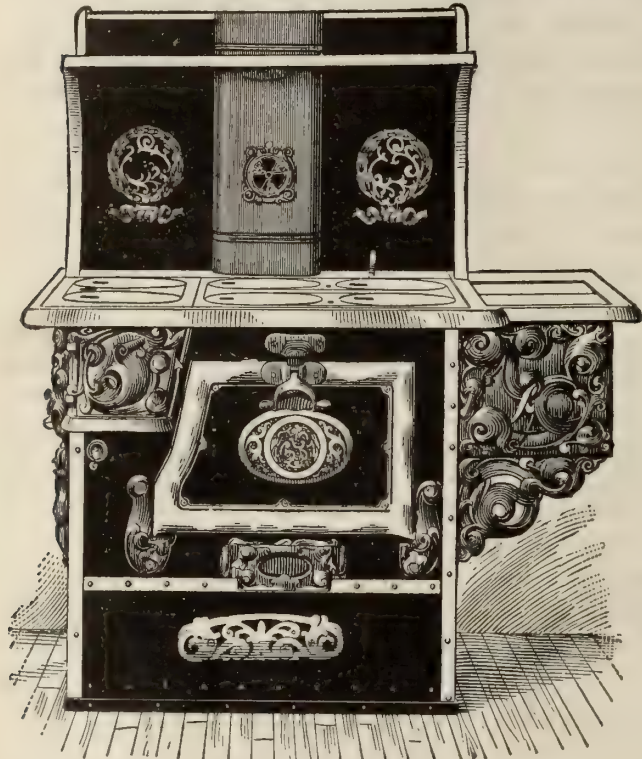
CHANCE FOR CANADIAN MANUFACTURERS.

The Canadian Manufacturers' Association have received from Sandbach, Parker & Co., Demerara, West Indies, a package of tools, etc., for which there is a good demand in that country. The list includes: shovel, concave, 10 inches deep by 4 inches wide; hoe, 6 x 6 inches; cutter for cutting sugar canes, with blade above 30 inches long; padlock, zinc, with brass finishings; bolts, nails, spikes, zinc sheet, sheet lead, flat iron, India rubber and asbestos in various degrees of thickness, washers, sewing twine, etc. The sewing twine is practically binder twine. On this quotations are asked for bales of 10 cwt. each. There should be an opportunity here for a good many Canadian manufacturers. The goods can be seen at the office of the Canadian Manufacturers' Association, Toronto, at any time.

AHEAD AS USUAL.

In approved up-to-date features the "**JEWEL**" line excels all others.

THE "MONARCH JEWEL" STEEL RANGE



3 SIZES 818-820-920.

OUR NEW LINES FOR 1901 FALL TRADE

THE "MONARCH JEWEL"

Steel Range, medium grade, low price, with CABINET or with leg base.

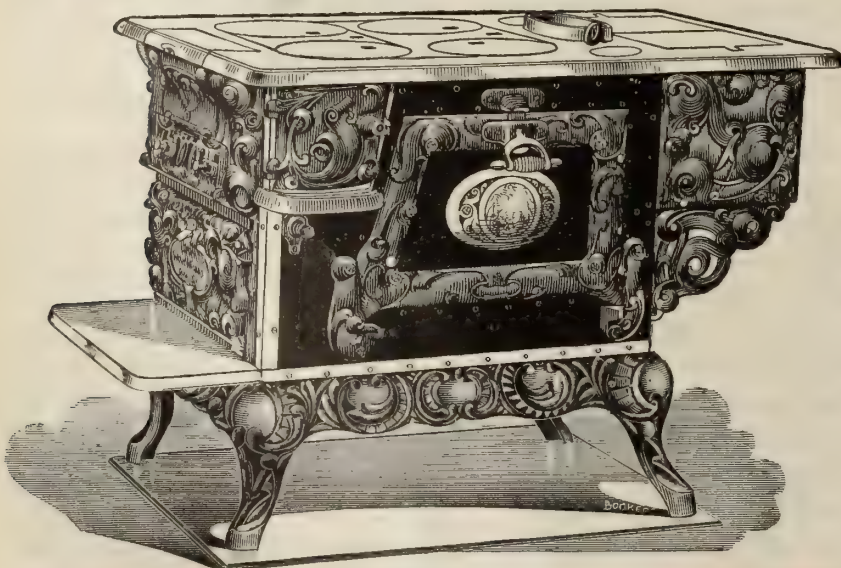
THE "HERALD JEWEL"

Steel Cook Stove. The first Steel Cook Stove made in Canada. With steel feet or with leg base.

THE "GIPSY JEWEL"

A small No. 8 low-priced Steel Cook Stove. Also furnished with a neat high shelf and tank if desired.

THE "HERALD JEWEL" STEEL COOK STOVE.



2 SIZES-818-920.

—MADE ONLY BY—

THE "TRIUMPH JEWEL"

Low-priced, square oven Wood Cook Stove, either PLAIN or best finish.

THE "HICKORY JEWEL"

AIR-TIGHT

In 5 sizes for wood. The very latest and most successful Wood Air-Tight Heater. Absolutely no sweating of pipes.

THE "RETORT JEWEL"

Smoke Consumer and Air - Tight Heater, for coal, in 4 sizes. The first Air-Tight Heater on the market furnished with ash pan.

THE BURROW, STEWART & MILNE COMPANY, LIMITED
HAMILTON, ONT.

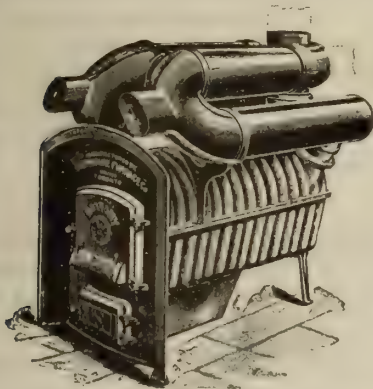
THE HEATING TRADE OF CANADA.

LEADING LINES MANUFACTURED BY LEADING FIRMS.

J. F. PEASE FURNACE CO., LIMITED.

THE J. F. Pease Furnace Co., Limited, of Toronto, report that the prospects of trade for the fall season are excellent. In fact, this company's sales of their heating and ventilating apparatus from March 1 to August 1 are larger than for any other year since the business was established, and are nearly double their sales for the same period last year.

This company are engaged exclusively in the manufacture of heating and ventilating



The "Economy" Wood Furnace.

apparatus. They devote particular attention to public-building work and they have a large staff of expert engineers, whose services are always at the disposal of the company's agents in the heating trade. Among several large contracts which the company have recently secured is one for a complete heating and ventilating plant for the large three-storey public school building at Edmonton, N.W.T. This building, which is now in course of erection, is to have 10 large class-rooms and an assembly hall.

During the past year the Pease Co. have been making extensive additions to their already large line of heaters. They are, this season, bringing out the "Economy" furnace, "200" series, for soft coal or wood, the "Victor" furnace for hard coal or wood, the "Ideal" heater and ventilator, for rural schools and churches, and the "Economy" wood furnace, an illustration of which will be found herewith.

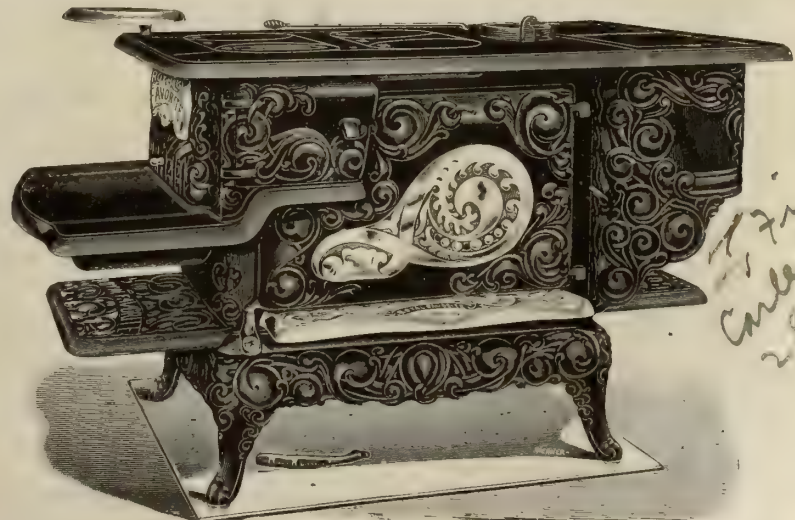
The original patterns for this new wood furnace were built by the Pease Co., and it is claimed that the castings are unusually smooth and of even thickness, thus minimizing the danger of cracking. The furnace is furnished either for brick setting, as shown, or portable, with galvanized iron double castings. The radiator pipes are

made of plate steel, 14 gauge; all other parts of the furnace are cast iron. The furnace has extra large feed and ash-pit doors, an ample corrugated combustion chamber and a deep ash pit. The two parts of the fire box are joined by a deep tongued-and-grooved joint, embedded in asbestos cement and firmly bolted together. The company claim, that by means of this joint the escape of smoke into the air chamber is made impossible. A direct draft outlet is provided at the top of the combustion chamber, this outlet being opened by means of a simple damper, operated from the front of the furnace. The smoke pipe may be connected either at the back-end or the top of the furnace. The radiators can be easily and thoroughly cleaned from the front of the furnace. This is an unusually low furnace and is consequently well adapted to erection in low cellars.

Owing to the angle at which the radiators are placed, the air in its passage through the furnace chamber is brought into contact with heated surfaces at every point.

A point which will appeal to the trade is that the furnace proper is shipped in three pieces and the only work to be done when setting it up is to bolt the front in place and set the radiator on the combustion chamber.

In accordance with their established custom, the Pease Co., before placing this



new furnace on the market, have made such thorough tests of its efficiency that they are now selling it under an absolute guarantee. It is made in several sizes to meet all requirements.

The Pease Co. have recently issued a new

catalogue, showing all their latest constructions, which will be cheerfully mailed to the trade on application.

FEATURES OF THE "FAVORITE" STOVES.

FINLAY BROS., Carleton Place, are erecting an entire new stove plant at a cost of \$25,000. Before deciding on the lay-out of their plant, members of the firm visited a number of the stove foundries in this country and on the other side. After a careful study of the most modern stove plants both in Canada and in the United States, it is safe to say that when their factory is completed and equipped it will be one of the model stove plants of Canada.

While conducting extensive building operations this firm will have many surprises to offer to the trade in the way of new patterns. They have just completed and are offering, under the name of "Ideal Favorites," an entirely new line of four and six-hole cast ranges, thoroughly modern in every respect. Among the many special features of merit it is claimed that the fire-backs in these ranges have the life of two or three of the ordinary cast backs, owing to a hot draft attachment which takes a circulation of air in at the bottom and discharges it into the fire-box through slots in the top

of the fire-back. They are offering an entirely new line of steel ranges under the name of "Crown Favorites." While it is claimed to be the lowest price steel range ever placed on the market, it is well constructed and embodies all the features of

merit found in the more expensive steel ranges.

This firm being located in a district where wood is largely used for fuel, they have built a line of wood cooks under their personal supervision, and herewith we give an illustration of this modern wood cook. This line is made under the name of "Royal Favorites," in three sizes, with cast or steel ovens, and so much confidence has this firm in this line of wood cooks that they guarantee these stoves from two to three years against cracking or any parts burning out. They also make a full line of heating stoves, air tight, etc., and will be glad to send on application their new catalogue, which is now in the hands of their printers, and which they expect to distribute to the trade in the course of a week or ten days. An announcement of this firm will be found on page 27.

THE KELSEY WARM-AIR GENERATOR

THOUGH it is only 12 years since the Kelsey Warm-Air Generator was put on the market in the United States, and though its sale was confined at first to small territory, the merits of this heater have been proved such that now over 20,000 of them are in use throughout the United States and Canada. In Syracuse,

N.Y., where they are best known, 1,500 are now in use. They are popular not only for heating residences, but also churches, schools, halls, etc.

The manufacturers of this heater claim that it is entirely unique—that the main principle of its construction is not recognized in any other heater. The feature referred to is its heating "section." The sections are placed upright on end in the generator, around and on the lower deck, and just above the grate. It takes from 9 to 17 of these sections to surround the grate surface, the number being according to the size and capacity of the generator. When they are placed in position in this circular fashion they form the fire-chamber within.

The straight lower parts of the sections facing the fire form the fire-cylinder. These straight lower parts are $1\frac{1}{4}$ in. thick, and, it is claimed, cannot crack or burn out—an important point.

The sections overlap each other at the back, thus keeping the fire within. But at the top there is about 6 in. of space between each section, thus allowing products of combustion to escape to the draught-chamber after travelling the length of the sections.

Thus the sections are in direct contact

with and overhang the fire, and are heated their entire length and on both sides by the fire. The products of combustion, on leaving the fire-chamber at the top, are then directed downward and around the backs of the sections before escaping to the chimney. Thus every part of the outside surface of every section is thoroughly heated.

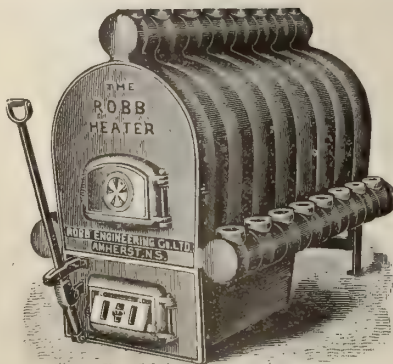
The principle underlying the construction of the Kelsey is the recognized axiom that air is heated by connection — by being brought into actual contact with a heated surface. Thus great volumes of air are warmed by being brought into direct contact with an extensive and properly-heated surface in the Kelsey generator.

The James Smart Mfg. Co., Limited, Brockville, Ont., who are sole manufacturers of these generators, offer to send to any of the trade advertising booklets, etc., giving full information regarding their construction, sale and use. Any stove and furnace dealer who desires to keep in touch with the times should make himself acquainted with this heater.

The contract for machinery for the new mill of the Central Milling Co., Peterboro', Ont., has been let to the Stratford Mill Building Co., Stratford, Ont.

It is Self-Cleaning

A Customer Says:

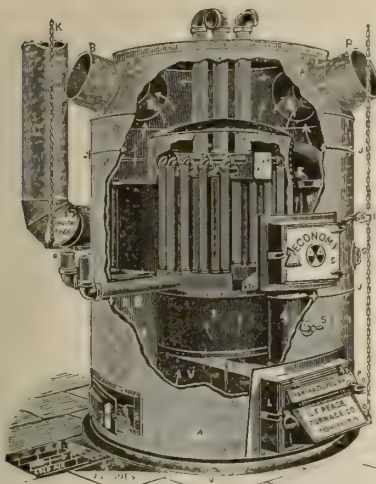


"One of the great advantages of the Robb Hot-Water Heater is that **It is Self-Cleaning** as to its heating surfaces, even when soft coal is used.

"It requires no more skill in its management than is required for an ordinary stove."

ROBB ENGINEERING COMPANY, Limited

AMHERST, N. S.

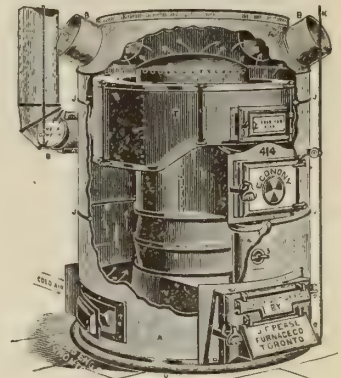


"ECONOMY" HOT-WATER COMBINATION
HEATER.

Pease-"Economy"

FURNACES AND HEATERS.

The Standard of Excellence.



"ECONOMY" WARM-AIR FURNACE,
"400" Series. For Hard Coal.

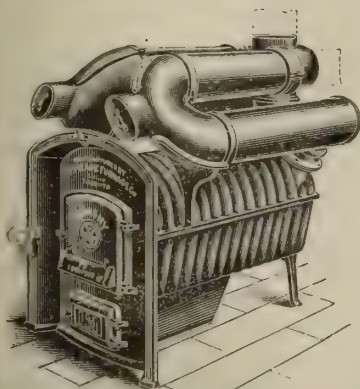
THE PEASE LINE OF HEATERS is this year larger and better than ever before. It pays the dealer to handle them, because they have a matchless record of successful results.

We are not trying to make the cheapest goods in the market; we are concentrating our efforts on producing the best Heaters that skill, enterprise and experience can produce, and we are selling these Heaters at reasonable prices, that afford the dealer a good margin of profit.

We believe that the best interests of the trade are served by selling high-grade, rather than light-weight Heaters. Our exclusive business is the manufacture and sale of heating and ventilating apparatus. We have had many years' experience in that business and ought to thoroughly understand it. We think we do.

Our experience and the assistance of our staff of experts are at the service of our agents, both in making sales and proper adjustments. We know that we can help you to increase your business.

We have a variety of kinds and sizes sufficient to meet every requirement, and will promptly send to the trade, on application, our new catalogue, which gives full information in regard to our latest constructions.



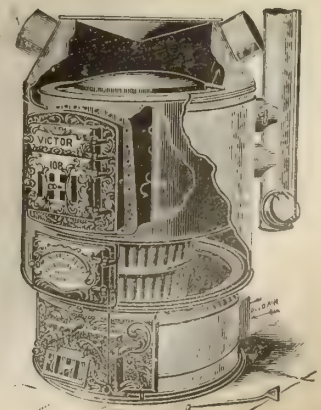
"ECONOMY" WOOD FURNACE.

J. F. Pease Furnace Co.

LIMITED.

Heating and
Ventilating Engineers,

189-193 Queen Street East,
TORONTO.



"VICTOR" FURNACE.
For Coal or Wood.

THE GURNEY FOUNDRY CO.'S SPECIALTIES.

AMONG all the twentieth-century improvements and inventions that daily pass before us, perhaps as large improvement can be seen in the modern stove as in any other article. Five years ago, many people supposed that few improvements could be added to the then-considered-perfect range, and yet the range of five years ago to-day stands entirely eclipsed and set aside.

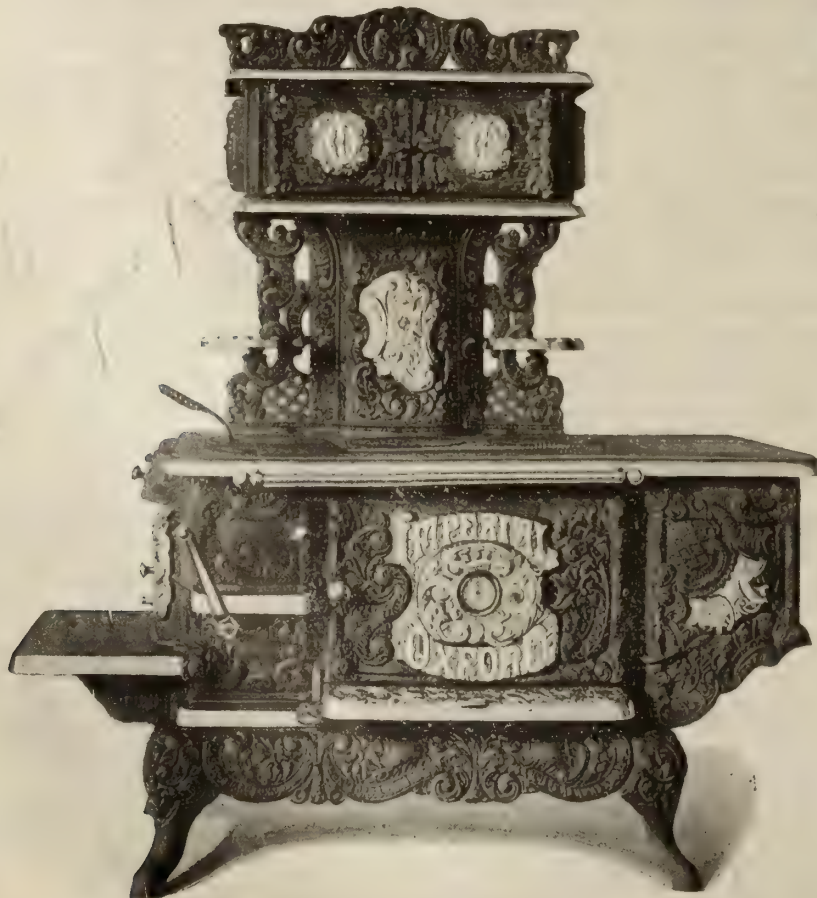
Probably the best example of this great improvement is shown in the accompanying illustration of one of the most popular ranges in Canada. From the appearance of the illustration, it would seem as though a great deal of the ornamentation and art design might be difficult to keep clean and bright, and yet it is guaranteed by the makers that this ornamentation on these art castings is so carved that a broom, in brushing the surface, roughly touches every recess of the ornamentation, making it really the easiest stove to keep clean that has ever been designed. One of the most important patented improvements is the fact that the whole grate, with shaking appliances complete, can be drawn out of the range by any person, the aid of a mechanic not being required. For instance, should anything go wrong with the grate of

an old-fashioned range, it usually required the time of two men for the greater part of a day getting the grate out of the body of the stove. To-day, the maid who operates this stove can easily, in less than two minutes, remove the whole grate and frame complete with all shaking devices, and without in any way interfering with the fire-box lining. These linings are almost indestructible. In past time, it has been the disturbance of the linings from time to time to effect repairs that has caused their short life.

Another very valuable improvement is the fact that the whole contents of the oven can be drawn forward into plain daylight on a draw out oven rack, which enables the operator to do basting, etc., with proper light and without scorching the hands and arms.

The oven thermometer, which demonstrates to a nicety just when the oven is at the proper temperature for roasting or baking, etc., has now come to be recognized as more of a necessity than a luxury. In the old-fashioned cooking apparatus of five years ago, a large amount of heat generated by burning the fuel escaped

to the smoke-pipe. To recover the heat so lost, the modern range is fitted with cast-iron tube, with which all the products of combustion come in contact. This tube is so arranged that it draws cold air from the



A Stove with a Removable Grate.



A Smoke-Burning Heater.

floor of the kitchen, superheats it, and shoots it scorching hot into the top of the oven, the effect of which is to save a vast amount of heat heretofore wasted, and, at the same time, to make an even baking heat throughout the whole oven, pastry browning exquisitely and without trouble. The heavy, moist vapors of cooking being removed from the oven by a flue provided for the purpose, the pastry is prevented from falling if it has any tendency to be heavy.

Turning to the heating stoves, there is the Oxford "Florence." The makers recognize the fact that, in burning any fuel, and more particularly in soft, slack coal and peat, a large amount of smoke that is quite combustible is allowed to escape to the chimney unburned, thereby wasting a large amount of fuel. To overcome this, the air supply in the Oxford "Florence" is completely cut off, stopping the combustion of particles of carbon in the fuel, but the heat of the mass of fuel drives out the gaseous products of combustion, which, arising in

SHOULD BE EASY

FOR ANY PRACTICAL FURNACE MAN TO SEE WHY

KELSEY CORRUGATED WARM-AIR GENERATORS

MUST GIVE THE MOST

(Patented)

ECONOMICAL, SANITARY AND SATISFACTORY

System of Warming and Ventilation.

KELSEYS ARE { **HEAT-MAKERS**
FUEL-SAVERS

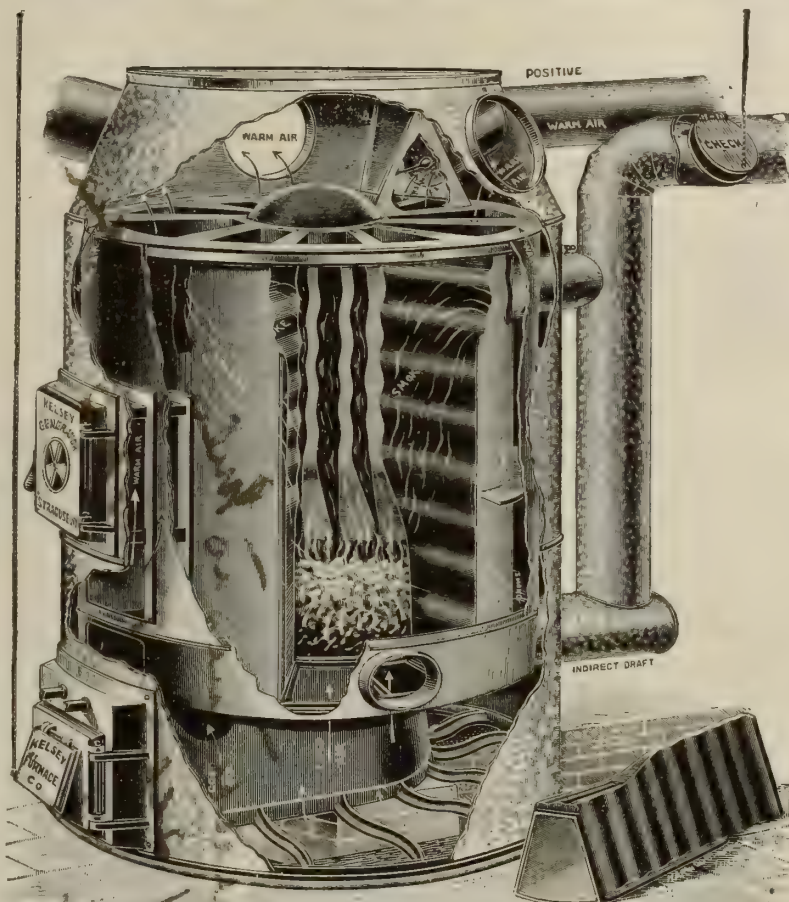


KELSEYS put a dealer in a position to talk something besides "How Cheap."

KELSEYS are in a class by themselves, separate and distinct from all other devices.

KELSEYS are most appreciated when used to replace some other system.

KELSEYS give a large volume of mild, warm, healthful air, rather than a small volume of dry, hot, super-heated air.



KELSEYS are particularly adapted to the proper and economical warming and ventilating of schools, churches and large residences.

KELSEYS have three times as much heating surface and air capacity as the ordinary hot-air furnace.

KELSEYS have a "Positive Attachment," making it possible to warm rooms at a distance as well as those close by and at the same time.

KELSEYS are made in six sizes, with capacities from 5,000 to 100,000 cubic feet.


KELSEYS do not have any caldron fire-pot to crack and burn out every few years.

NOTE PARTICULARLY—How Kelsey Fire-Pots are Formed.

WE GUARANTEE TO KELSEY USERS:

- More heat with less fuel.*
- Most sanitary system known.*
- Pure, mild, warm air, not super-heated.*
- Perfect ventilation, cool cellars.*
- All rooms warmed at all times.*

KELSEYS were originally designed to overcome the many well-known defects of the ordinary Hot-Air Furnace.

 We give exclusive agencies and provide experienced heating experts to assist in closing contracts, making estimates, etc.

We have the most modern and model line of heating devices in Canada, including, in addition to the Kelsey Generators:

"IMPERIAL" Hot-Air Furnaces (for Coal).

"IMPERIALIST" Hot-Air Furnaces (for Coal or Wood).

"EMPEROR" Hot-Air Furnaces (for Wood only).

Warm Registers, Ventilators, Etc.

It will pay any "up-to-date" dealer to send for our printed matter.

THE JAMES SMART MFG. CO., Limited, Brockville, Ontario.

an effort to escape to the flue, are brought in contact with a series of superheated columns of fresh air. The effect is instantaneous, of course. A fierce, white flame is the result, while no smoke whatever



Gurney's Hot-Water Boiler.

escapes into the flue. After the gaseous products are all burned, the then remaining mass of coke is burned by the opening of lower draughts below the grate. An interesting experiment is shown by the makers. A stove set up out of doors is operated with soft coal, as though it had no patented device. Thick, heavy clouds of smoke curl out of the few lengths of smoke-pipe on the back of the stove. Suddenly, the proper draughts are adjusted to make the patented device come into operation, with the effect that the smoke which comes from the smoke-pipe is suddenly and cleanly cut off, and nothing is apparently emitted from the flue but thin blue vapor, which at once demonstrates that smoke ordinarily escaping from the everyday stove can be burned to great advantage. There are very many other advantages, such as the base cast in one piece, in order to be quite air-tight; especially-designed and patent fire-pot, which throws the heat of combustion to the floor, together with exquisite carving, which gives a most bold and handsome appearance.

Turning to the department of hot-water heating, a contrivance possessing great merit is illustrated herewith, namely the Oxford instantaneous gas water heater. This device is intended to be attached to the side of the ordinary range boiler. It heats enough water for a bath during the time a person would ordinarily be preparing to take the same, with so small an expense

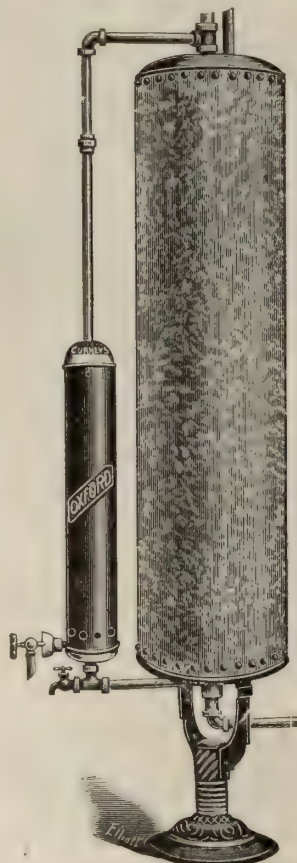
that it is really quite difficult to figure the fraction of a cent which a bathtub of hot water costs; indeed, this heater consumes less gas than would be burned to light an ordinary room. One of the claims made by the makers is that the price is so extraordinarily low that the poorest workingman can afford to have this luxury.

Many of us are very curious as to really which is the best heating apparatus for warming dwellings by hot water. Various makers make, of course, various claims. We illustrate what is called the Oxford hot-water boiler, which possesses many features quite unknown to the ordinary run of hot-water boilers. For instance, it is guaranteed by the makers, that the fiercest combustion in this heater occurs around the outside of the fire, next to the fire-pot, which, of course, as is well known, is a most valuable feature, due to the fact that the fire-pot is the most active part of the heater. It is claimed that this is the only heater in which the outside of the fire does not die out owing to the chilling effect of the walls of the water-section or fire-chamber. Much difficulty has always been experienced in repairing the grate bars in these water boilers, but in this boiler any person can withdraw the whole grate, with its rest and shaking attachments, without disturbing any other part of the heater, making it possible to

replace worn-out bars at minimum expense, and entirely getting away from the necessity of dismantling the whole heater to get out the grate. This heater is so constructed that the coldest water of the system, namely, that returning from the radiators, is compelled to hug the outside of the boiler, so preventing radiation of heat into the cellar where the boiler stands. A very nice device in connection with this heater is an attachment for heating domestic hot-water supply. This enables the user to have an abundant supply of hot water without extra cost throughout the winter.

While on the subject of heating, it would be appropriate to say something in reference to the radiators manufactured by the firm. We show an illustration of what is called the Oxford "Vesta," a most artistic creation. It is really an art casting.

The works of The National Iron Works, Birmingham, Ont., were opened the other day and are now running almost full blast, as a large number of orders had been booked some time before operations commenced.

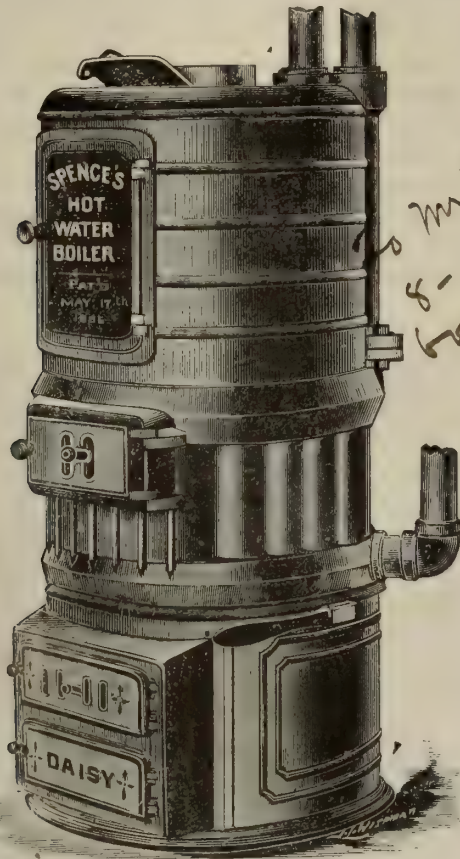


A Gas Water-Heater.

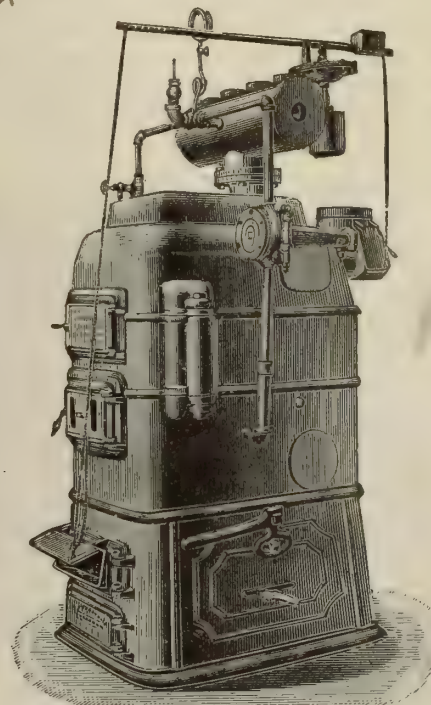


An Artistic Radiator.

HOT-WATER AND STEAM HEATERS



"DAISY" HOT-WATER HEATER.



"GEM" STEAM HEATER.

"DAISY" HOT-WATER HEATER.

"DAISY" BATH HEATER.

"GEM" HOT-WATER HEATER.

"GEM" STEAM HEATER.

SOIL PIPE AND FITTINGS.

CAST-IRON STEAM FITTINGS.

CAST AND WROUGHT IRON STABLE FITTINGS.

BUILDERS' CASTINGS AND JOBBING.

Made in 12 Sizes.

Made in 2 Sizes.

Made in 6 Sizes.

Made in 6 Sizes.

WARDEN KING & SON

MANUFACTURERS

LIMITED

Write for Illustrated Catalogue.

Montreal.

WHERE THE "SAFFORD" SCREWED NIPPLE RADIATORS ARE MADE.

"**H**ERE is where they make the 'Safford' radiators," said the man to his son, as they passed a huge building on the road to the Toronto Industrial Fair.

"Who is Safford, Pa, and what are radiators?" asked the boy, who, it is plain, had not been accustomed to hot-water or steam heating.

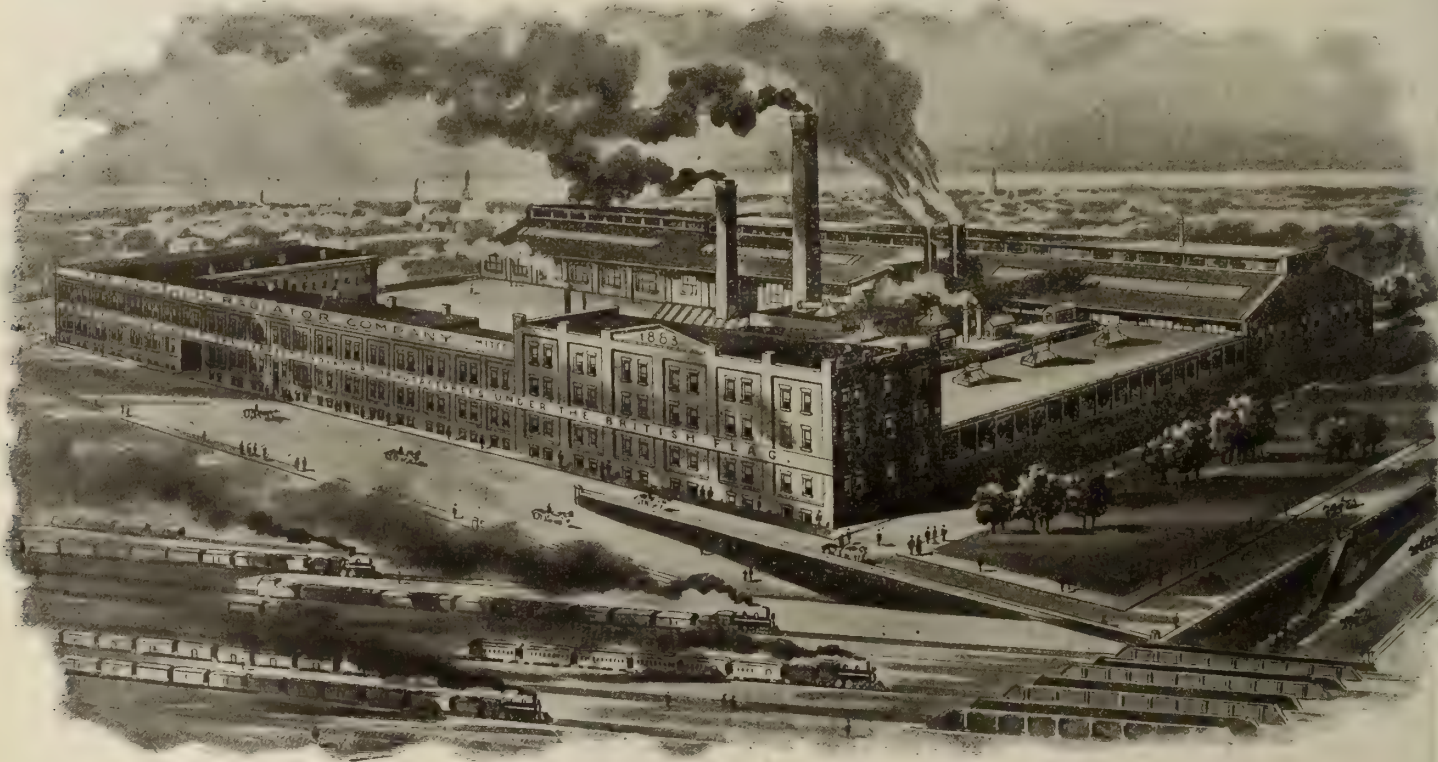
Both father and son would have known a good deal about "Safford" radiators if they could have accompanied the writer over The Dominion Radiator Company's works the other day. For nearly a dozen years we have been hearing of radiators, have seen them and used them, recognizing

This will account for a certain European country demanding an absolutely plain surface and a flat top in their heaters, while another wants lots of carving and curlicues, with a curved top.

One man insists, for example, in having his house heated with a "Daisy" ornamental radiator, with several colors in the carvings; while his neighbor infinitely prefers the "Favorite" plain specimen in white with a gold edge. Many have taken the "Perfect" for choice, but to our mind there is none among the lot so graceful as the "Florence," either in its shape or the pattern of its arabesques, which are as nearly pure Greek as the taste of the present

Dominion Radiator Company having sole control of the "Safford" patent right and left screwed nipple, it is enabled to produce not only an absolutely perfect joint, but with the patent machinery (which it also controls) a faced joint is obtained by milling the surfaces perfectly true, thereby securing a double connection, one of the most practical known to mechanism. With this right and left nipple system each section is drawn face to face and held firmly without the use of red lead or any other substance. Each section of every radiator is subjected to a pressure of 120 lb. to the square inch, which assures steamfitters that there can be no liability of leaky joints.

The list of the company's agencies abroad shows how great a business this enterprising Toronto concern has secured in the comparatively short space of 12 years. Besides



Dominion Radiator Manufacturing Company.

their value, but never had witnessed the operation of making them or guessed with what delicacy and skill they were put together or what marvellous machinery is used to produce them.

This peculiar system of steam joints, we understand, is patented, and all the designs and names of the products of this company registered. Good workmanship is presumed, and good materials are necessary; but it is easier to produce ugly radiators than neat ones. This concern has shown remarkable taste, as a rule, in the designs of their work and in the coloring of it. Of course, all tastes are to be consulted, and what is considered pretty by one may not suit another.

generation for renaissance architecture will allow.

But we have not said anything yet about the way these curious masses of hollow-ware are put together so as to make throughout one's house, or shop, or hotel a series of stoves giving out the mellowest sort of heat, which can be turned on or off room after room as a man will turn a corkscrew. Unless one sees the operation it is not easy to understand how a series of hollow sections can be so fastened together as to let water circulate through them without leaking, and yet no packing be used in the joints. But it is true that neither bolts, lead nor packing is used in the "Safford" radiator. The

five depots in five other principal Canadian cities it has agencies in London, England; Edinburgh and Glasgow, Scotland; Auckland, New Zealand; Antwerp, Belgium; Berlin, Germany; Johannesburg, South Africa, and Christiania, Norway. Orders are now in hand, we are told, for the heating of a hospital in Glasgow, a public building in Antwerp, and several large halls in London and other cities.

Enormous premises are, of course, required for the making and storing of the great quantity of these goods required for a world-wide trade. And, indeed, the storage warehouses and their contents surprised us most. The foundry, in the shape of an L,

ECLIPSE BOILERS

Are adapted to all
heating requirements.

Most..... { Efficient
Economical
Easily Managed.

Catalogue with full par-
ticulars free on request.

THE
R. McDougall Co.
LIMITED.
GALT, - Canada.

BUTLER'S FAMOUS Sheffield Cutlery.

Fish and Dessert Knives ; Spoons and Forks ;
Cabinets and Cases of Cutlery and Plate.



"BUTLER" was registered as a
Trade Mark, A.D. 1768.



Sole Makers of the celebrated
"KEEN" Razors, "CAVENDISH"
brand of Table Knives and Carvers.

HIGHEST AWARDS.

SPECIAL MENTION.

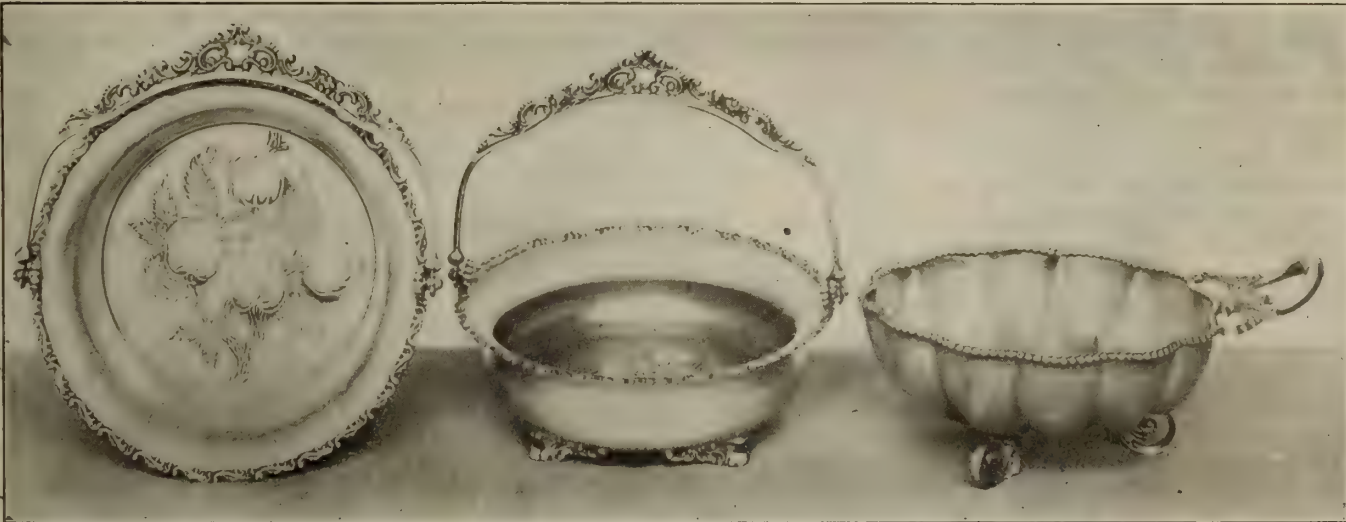
—Full Line of Samples and stock at—

GEORGE BUTLER & Co.'s

LONDON SHOWROOM: 62 HOLBORN VIADUCT, E.C.
(Over Snow Hill Station.)

MANUFACTORY:
Trinity Works, SHEFFIELD, ENG.

NOT IN THE TRUST OR MEMBERS OF ANY SILVERWARE ASSOCIATION OR COMBINE.



Our line of new
goods in both

Sterling Silver and Electro Silver Plate

is very
complete.

Write for Catalogue or wait until our traveller
calls on you, before placing your order elsewhere.

THE TORONTO SILVER PLATE CO., LIMITED,

Silversmiths and Manufacturers of Electro Silver Plate,

Factories and Salesrooms, King St. W., Toronto, Canada

E. G. GOODERHAM, MANAGING DIRECTOR.

We have the Toronto silver
plate to see in both 3 pgs 80

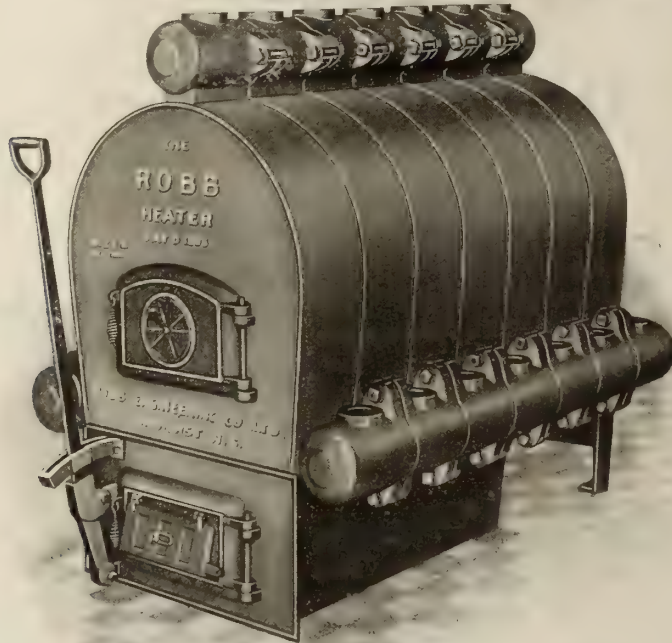
extends 178 feet one way and 150 feet another, and is from 50 to 70 feet wide. There is a 58-foot cupola in the casting-room, and what a sight to see them casting!

with the result that a great deal of heat is wasted.

Sufficient surface is supplied to take up the heat without requiring the flame to

fire; it should, therefore, move away as soon as warmed, allowing cooler water to take its place.

This heater is very convenient to connect, as the flow pipes may run in any direction, and the returns may be brought to either side or part to each side, as preferred. The height is much less than any other type, so that it may be used in a very low cellar.



The Robb Heater.

The core-room, the annealing furnace, the testing-room, the tank-room, the room where a machine (as wonderful in its way as a linotype), screws the iron sections so close together as not to leak—all these we saw, and more. The establishment occupies a square some 500 ft. by 400 ft., from one to four storeys in height, employing 270 men, and is entitled, we believe, to make the boast that appears on the cut of the works which we reproduce, that "We are the largest Radiator Manufacturers under the British Flag."

THE ROBB HEATER.

THIS heater is manufactured by the Robb Engineering Co., Limited, of Amherst, N. S., and while it has been in use in the Maritime Provinces for three or four years, it has not been introduced into the other Provinces, and is probably new to many of our readers. It is very simple in construction and is designed to overcome many of the objections found in the older forms.

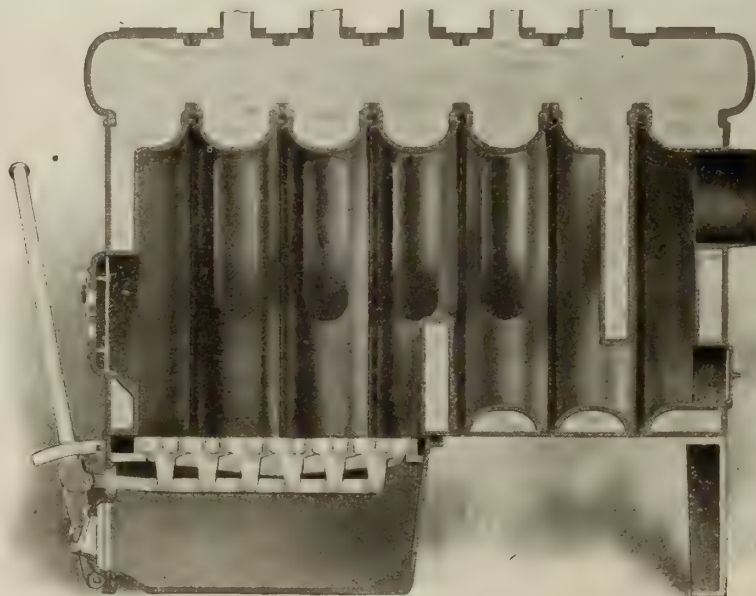
It will successfully burn any kind of fuel, hard or soft coal, coke or wood. The heating surfaces are self cleaning, as they are directly exposed to the fire and cannot become coated with soot even when burning the poorest soft coal. This is a strong point in its favor, as the cleaning of a hot-water heater is seldom properly attended to,

travel through a number of narrow or crooked passages, as is usually done. The draft is therefore unobstructed and good combustion insured.

The water circulation is rapid, because it is always upward, which is the natural direc-

tion for heated water to move. Besides heating a building more quickly than is usual with hot water, this helps very materially with the economy. The cooler the water the more heat it will absorb from the

since 1896, when this section was patented, there has not been a single break. The shape of the heater also assists materially in making it one of the most economical heaters now being made.



The Robb Heater—Cross Section.



"IDEAL FAVORITE"

4 and 6-HOLE RANGES.

**Brand New
and Up to Date.**

If you are looking for a
strictly modern line of

Cast Ranges
Steel Ranges
Wood Cooks
Coal and Wood Cooks
Base Burners
Air-Tight Heaters
Or any kind of Stove

Write for our . . .

1901 Catalog.

The "UNIVERSAL FAVORITE" Steel Ranges

are full of character and advanced ideas.

The Fire Boxes for wood are 27 inches long—guaranteed to burn coal as nicely as wood.

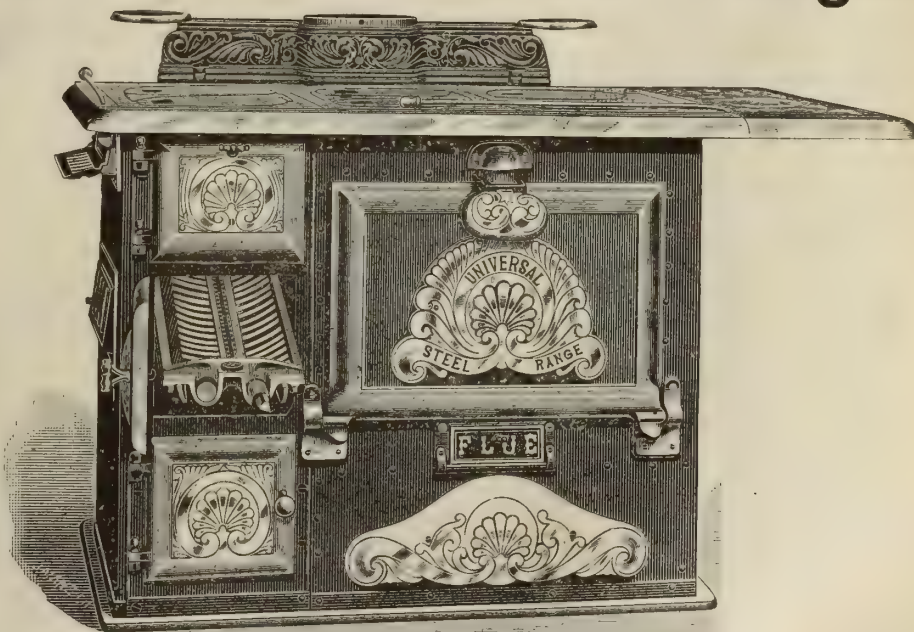
"CROWN FAVORITE"

(Shown in our 1901 Catalog) is the lowest-priced STEEL RANGE ever offered to the Canadian trade.

WRITE FOR OUR

1901 Catalog

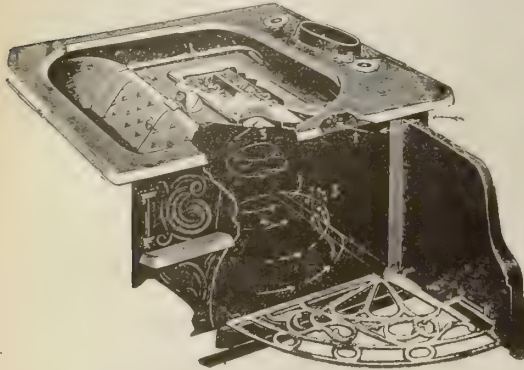
WHICH IS JUST OUT.



**FINDLAY BROS., CARLETON PLACE
ONT.**

"SOUVENIR" AERATED OVENS.

RECOGNIZING the well-known principle that a well-ventilated oven will produce better cooked and more palatable food than an air-tight oven, The Gurney-Tilden Co., Limited, Hamilton, Ont., have provided ventilation in the ovens of their "Souvenir" stoves and ranges by the admission of fresh, heated air in such quantity and manner that they confidently claim that food can be cooked better and more cheaply than with the usual oven. At the same time the impurities arising from the food cooking in the oven



are made to pass out into the exit flues, instead of escaping into the room.

The accompanying cut shows how fresh air is taken over the oven doors and passes through a circulating-flue underneath a plate which is attached to the top oven plate, thus becoming heated, after which it is discharged into the oven. The heated air then creates a literal whirlwind in rotating from the top to bottom of oven, carrying all the impure air out of the oven, at the exit provided, and replacing it continually with heated fresh air.

As the air is heated before it enters the oven, the temperature within is kept steady. The vitiated air passes off into the flues, carrying with it all odors and gases given off by cooking food.

FEATURES OF WHEELER & BAIN'S PRODUCTS.

WHEELER & BAIN, 179 King street east, and 108 George street, Toronto, are making a strong bid for business this season with their hot-air furnaces and feed boilers, which are reported to be excellent heaters. Their hot-air furnace is fitted with an extra heavy corrugated fire pot. This is made in three sections to allow for expansion, an advantage which can be readily understood. It is also fitted with a No. 10 sheet steel body and steel down drafts, all extra heavy make throughout. The whole contributes to a furnace which gives the best possible results, and, at the same time, is very economical in fuel.

The feed boiler is also a splendid article in its respective line, and is guaranteed to

heat 100 gallons of water in 20 minutes, using only about one-quarter the quantity of wood used by the old style. It is also a very desirable heater, and what is equally as important, consistent with quality, is that it can be attained at a very reasonable price. Cuts of both these heaters will be found in their advertisement on another page.

This firm in addition to these lines are manufacturers of galvanized iron eave-troughs, corrugated conductor pipe, corrugated roofing and siding, cornices, skylights and many other articles in constant demand by the trade.

Wheeler & Bain will be pleased to furnish any further particulars at any time to intending customers.

CORRUGATED LINING FOR HEATERS

ATENTION is called to the advertisement on page 33 of The D. Moore Company, Limited, Hamilton, manufacturers of "Treasure" stoves and ranges. This company have since last season made extensive additions to their plant, such being necessary to meet promptly the ever increasing demand for the high grade of goods produced by them. Some entirely new lines are now being made and stocked for the coming season's business, and dealers throughout Canada desirous of obtaining control of a most complete line of high-grade goods will receive prompt replies to inquiries addressed to head office or branch agencies, or requests for illustrated catalogues, booklets, etc. This company's advertisement deals only with their Hot Blasts and Air-Tight heaters, of which they are among the most extensive manufacturers in Canada. The superiority of the Air Tights made by this company is due to the excellence of workmanship put on them, the high grade of steel used in them, and the patented corrugated lining with which each stove (except cheapest lines) is fitted. The accompanying cut is an illustration of this lining.

The patented corrugated lining allows for expansion and contraction, and in that way protects body of stove, prevents any straining of body, makes stove long-lived and air-tight to the end. These corrugated linings are found only in Air-Tights made by The D. Moore Company, Limited, Hamilton.

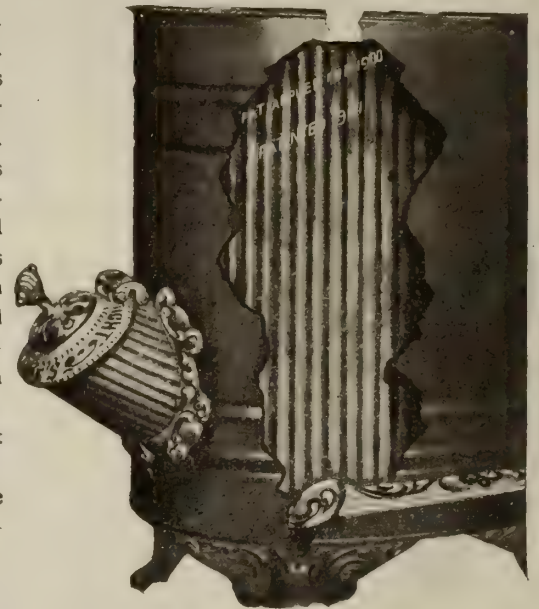
THE "NATIONAL" WOOD FURNACE.

Owing to the abundance and cheapness of wood in this country, it is but natural that there should be a healthy demand for a good wood furnace. The Ottawa Furnace

and Foundry Co., Limited, make a furnace of this class. It has a very large feed door and firebox, so that rough wood is easily burned; an unusually big ashpit of corrugated cast iron, and a radiator of heavy rolled steel plate, so arranged to utilize all possible heat for radiation in the most economical manner. It is gas-proof and dust-tight.

KEMP MANUFACTURING CO.'S HEATING GOODS.

THE name of the Kemp Manufacturing Co., the well known manufacturers of tinware and enamelware, Toronto, needs no introduction to the trade through these columns. Perhaps no business in Canada has developed more rapidly during the fourteen years of its existence than has that of the Kemp Co. A reputation for the very best goods, courteous treatment of customers, together with sound business principles, has secured them an enviable position in the trade. But it is more especially about their line of manufacture relating to heating that **HARDWARE AND METAL** wishes to speak of in this issue.

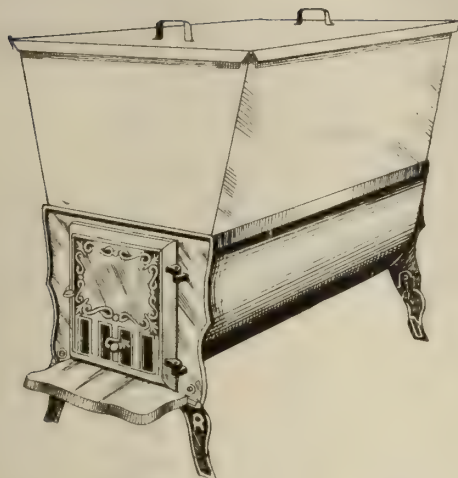


A glance at their full page advertisement on page 12 will show that they are interested in this class of goods to a considerable extent. They manufacture a line of stove-pipe known as the "Standard," which has become very popular with the trade. It is made entirely without rivets, and is so constructed that 25 lengths can be packed in a neat crate, and when wanted for use can be put together forming a perfect and easy pipe. The pipe has a coating which prevents rust, being nested secures low freight rates, and can be bought as cheaply as ordinary misfitting stove-pipes. A neat, close-fitting and strong elbow is also manufactured by the Kemp Co. A glance at the illustration

Wheeler & Bain, Toronto

— MANUFACTURERS OF —

"SUCCESS"



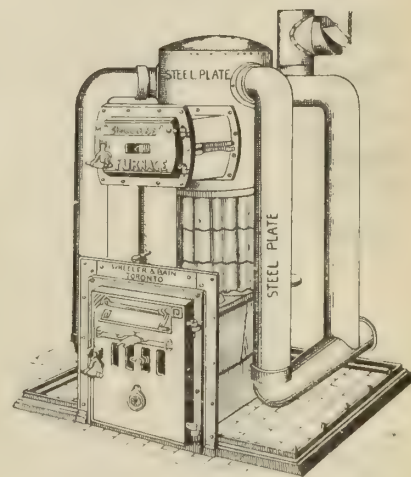
HOT-AIR FURNACES

The most durable, economical and best heaters made anywhere.

FARMERS' FEED BOILERS

50, 75, 100, 125 and 150 gallons capacity.

It will boil 150 gallons of feed in 20 minutes.



WRITE FOR PRICES.

GALVANIZED IRON EAVETROUGHS
and CORRUGATED CONDUCTOR PIPES

THE KING OF RANGES---BUCK'S "HAPPY THOUGHT."

ITS POPULARITY
SPEAKS
ITS WORTH.

BUCK'S "HAPPY THOUGHT" RANGE.

Has the largest sale of any range ever made. It brings happiness to the user and profit to the dealer. It is a specialty that sells easily, and gives a standing to the dealer handling it. If you are not posted on this range, with its exclusive patented features, write the makers.

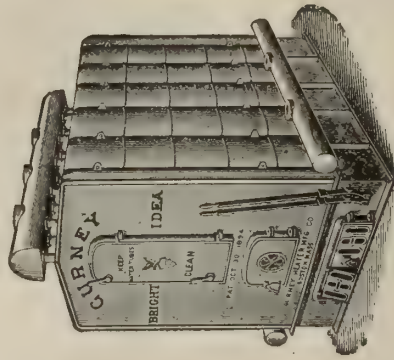


THE WILLIAM BUCK STOVE CO., Limited, Brantford, Montreal, Winnipeg.

FOR HEATING AND COOKING

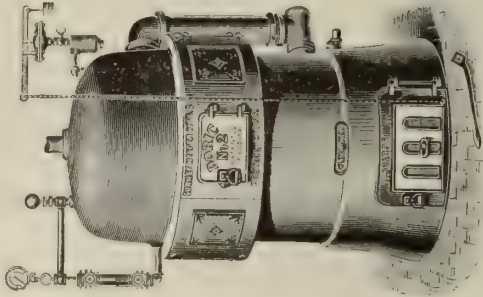
We think, on examination, you will find our line most comprehensive, both as to range of power and adaptability to the purchasing ability of your buyers. You will find that practically all the lines we offer are entirely modern, and, while embodying well-known and tried principles, at the same time present to the eye the latest designs known to the patternmakers' art. Below we give a few ideas of some of our leaders:

HOT-WATER HEATERS AND STEAM BOILERS.



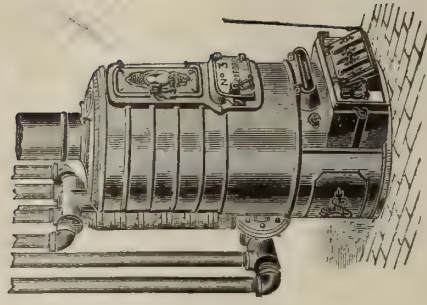
"THE BRIGHT IDEA" HOT-WATER HEATER.

Will burn almost any kind of fuel. Preeminent for its durable efficiency and enormous heating surface. Made in 9 sizes for either Hot Water or Steam.



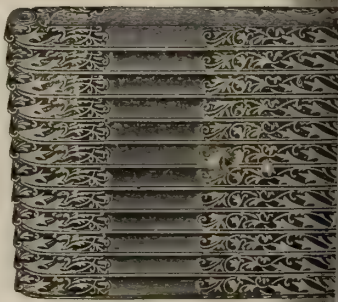
"THE DORIC" STEAM BOILER.

Seamless, and made from one single-coned casting without joints, giving unvarying and economical satisfaction. Made in 4 sizes for Steam or Hot Water.



"OXFORD" HOT-WATER HEATER

for hard or soft coal. They are exceptionally economical with the fuel, and have new mechanical features of highest improved excellence. Made in 11 sizes for Hot Water or Steam.



"OXFORD" RADIATORS

for Hot Water and Steam have been tested by years of gratifying service in Canada, England and United States. Their prestige is world wide. Among our leaders are the



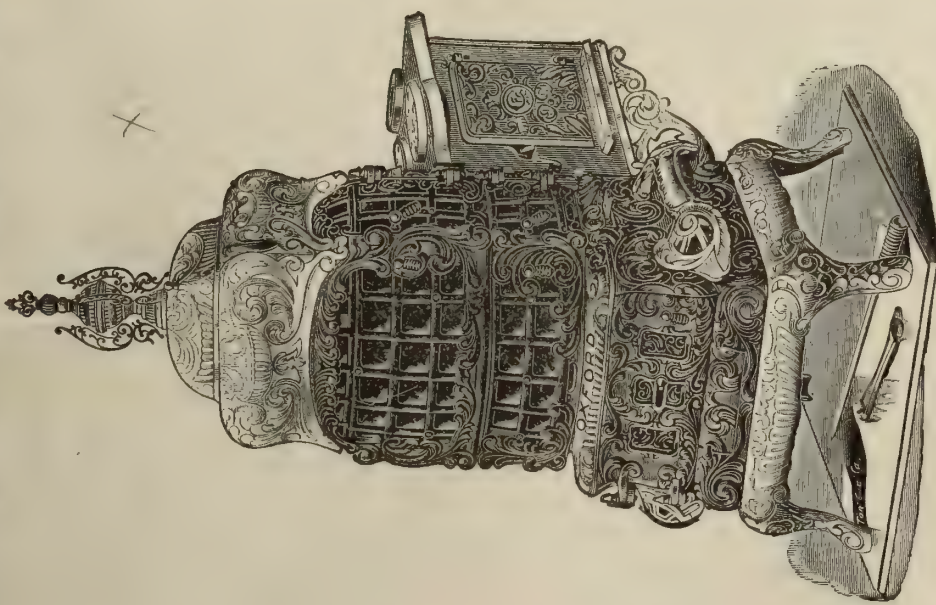
OXFORD QUARTET

Climax

Quintet

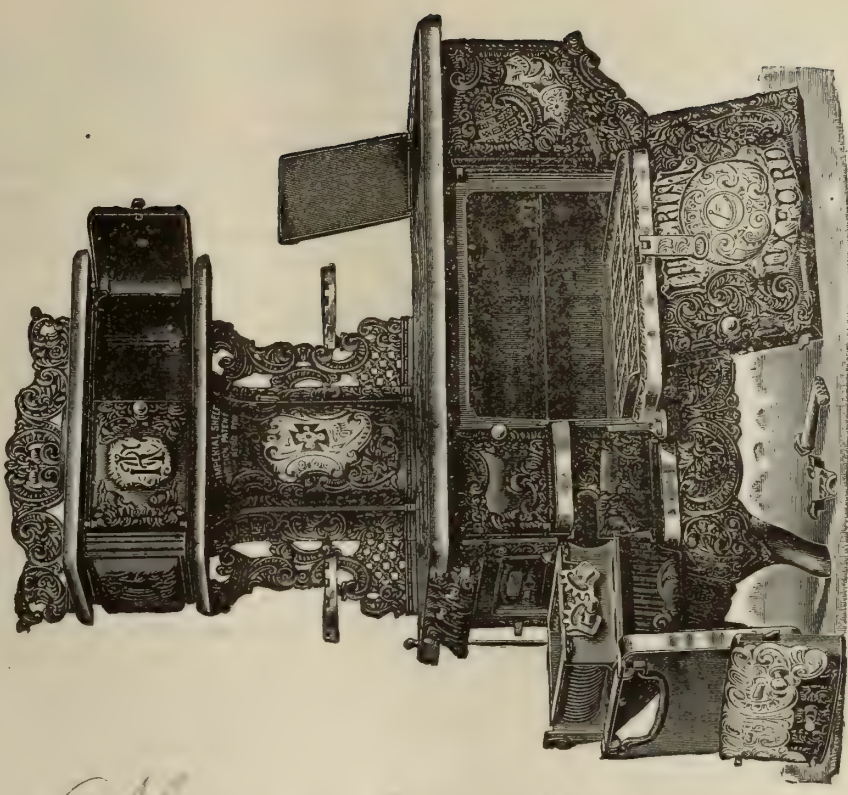
OXFORD DUET

"THE OXFORD" BASE BURNER



With Double Heater Attachment and Circulating Air Tubes. With or without oven. This is easily the leader the world over in elegance, efficiency and economy.

"THE IMPERIAL OXFORD" RANGE



Its splendid new features and patent improvements give it a pre-
dence over all others. Its practical ease of regulation and economy with
fuel commend it to everyone. The range having the largest sale in
Canada.

*All cast-iron
February 12/12*

THE GURNEY FOUNDRY COMPANY, LIMITED

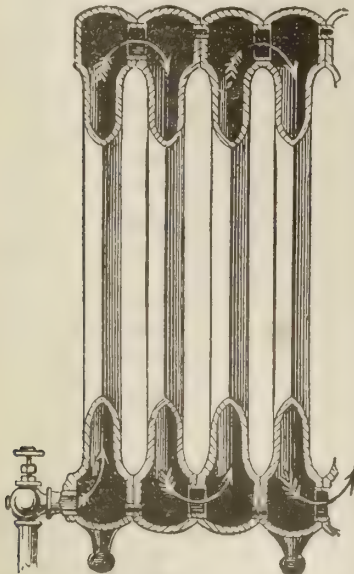
TORONTO. WINNIPEG. VANCOUVER.
THE GURNEY - MASSEY CO., MONTREAL.

in the advertisement will show that, owing to the short turn in the production of this elbow, less material is required, consequently, like the pipe, shipping rates are reduced.

Another line of interest to the heating trade is their extension thimble, made to fit any wall or ceiling. Still another is their handsome stove boards, lithographed in many neat and pretty designs, and made in all sizes. And so on the list might be extended. Coal hods, stove shovels, stove-pipe dampers and collars, flue stoppers, coal sieves, furnace elbows and many other articles in this line are all manufactured by the Kemp Co., their brand constituting a guarantee of high quality in every instance. Members of the trade who are placing fall orders will do well to consult them before buying.

STEAM AND HOT-WATER RADIATORS.

THE Canada Radiator Co., Limited, who have now their factory in full working order at Port Hope, are manufacturing the new radiator known as the "Canada," and that works in both steam and water. By examining the section cut which appears herein, the reader will



see that this radiator is so constructed that the steam or water must travel the length of each section before entering the next, thus causing the same circulation as there is in the ordinary box coil.

These radiators are now in use in all parts of the Dominion, from Vancouver to Prince Edward Island, and testimonials of the highest character have been obtained from different users. The company claim to have one of the most complete radiator plants in the Dominion, and have a capacity sufficient to fill orders for large or small quantities upon the shortest notice.

The company not only manufacture the "Canada" radiators, but are also selling

agents for the Dominion of Canada for the famous steam and hot-water boilers manufactured by Pierce, Butler & Pierce, of Syracuse, N.Y. The Fairbanks Co., of 749 Craig street, Montreal, are the selling agents for the "Canada" radiators for the Maritime Provinces, Quebec, Newfoundland, Manitoba and British Columbia.

INDUSTRIAL GOSSIP.

Those having any items of news suitable for this column will confer a favor by forwarding them to this office addressed the Editor.

HUGH WHALEY, of Stratford, Ont., is installing a plant for the manufacture of peat fuel, about five miles from Stratford.

Fire did \$30,000 damage to the Noxon Implement Works, Ingersoll, Ont., on Monday.

D. McArthur & Son, foundrymen, Russell, Ont., have added a large trip hammer to their plant.

The Metallic Roofing Company, Toronto, have asked permission from the city to erect an iron-covered frame addition to its building at the corner of King and Dufferin streets.

The Enterprise Foundry Co., Sackville, N.B., have just completed an addition to their mounting and finishing shops, and have doubled their melting capacity. They are now building a new sand and oil room.

The Terreault Steel & Malleable Iron Co., Montreal, have been incorporated with \$200,000 capital stock, to conduct a process for the transformation of pig-iron into steel; to forge and temper iron, steel and metal, and to manufacture articles of iron and steel, etc.

Isaac P. Greig, manager, and Hon. H. M. Cuniff, director of the Coxheath Copper Mines, Cape Breton, were in Sydney last week, where they stated that arrangements were being made to develop the copper mines on a large scale. "This development," said Mr. Greig, "will warrant and mean the erection of reduction works at Coxheath. Five hundred men at least will be employed when the new shafts are sunk and the reduction works started."

MIXED PAINTS FIRMER IN THE U.S.

The situation in this department has been very unsatisfactory since linseed oil values advanced beyond 50c. Demand has been satisfactory, but prices have been out of harmony with the cost of production and distribution. The present tendency is in the direction of higher selling figures, and a movement to that end has been inaugurated during the present week. A number of mixed paint houses advanced the price of their best quality of goods to \$1.35 some time ago, and are now being joined by others.—Paint, Oil and Drug Review.

THE NATIONAL SEWING MACHINE.

THE National Sewing Machine has much to commend it to the hardware trade. It is a machine which can be sold at a moderate price and thus reach the great mass of consumers. The manufacturers long ago adopted the policy of marketing their machines largely through the hardware trade, as their appointment of Caverhill, Learmont & Co. selling agents for Canada will show, thus saving the enormous selling expenses of special agencies. The retail hardwareman who pushes this trade will find that he has price on his side every time.

Moreover, at an early date the manufacturers realized that to suit the trade it was necessary to manufacture machines of simple design, whose operation would easily be understood by anyone of little experience. A complicated mechanism requiring the careful instruction of an operator would not fill the requirements of a trade handled in this manner. The National line of sewing machines are so designed that special instruction is not necessary. In fact, it is a saying with the company that a man has no more need of being a sewing machine operator to sell their goods than of being an expert cook in order to sell a range.

The National comes in ten different styles of machines, one being an automatic machine and therefore constituting a distinctive type; five being of the highest grades, which embody the very best mechanical ideas and most thorough finish, and others of standard styles sold at lower prices. Every machine is put through a thorough system of inspection and a practical test.

The present extensive works of the National Sewing Machine Co. were located at Belvidere, Ill., about eleven years ago. The plant covers 20½ acres of ground, the buildings having in them 16 acres of floor space. In the erection of the buildings during all the past years the most approved practice has been studied, until there is no better as well as no larger sewing machine factory in America to-day. The total number of employes now on the rolls of the company is 2,300, who are employed to manufacture the 468 separate pieces of the sewing machines.

These are a few of the most ordinary and superficial facts that could be told of the immense factory, but they are sufficient to show that the firm is one of magnitude and strength, and that the machines produced possess exceptional merit.

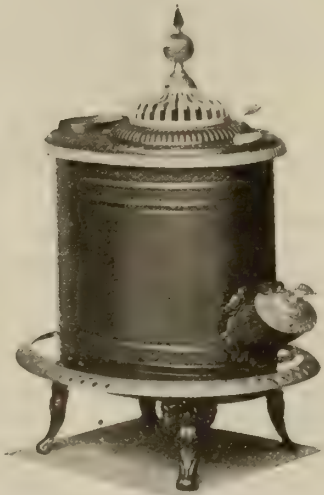
This fall is likely to be one of activity in sewing machines, and it remains with the hardwareman to get his share of the trade.

The Hot Blasts and Air Tights

which lead the market for 1901.



Moore's Hot Blast with ash pan for Soft Coal, Hard Coal, Lignite, Slack, etc. Made in two sizes. Consumes all gases, increasing heating capacity 50 per cent.



Moore's Air Tight Cast Top line for Wood, Cobs, etc. Made in two classes and six sizes.

We also make a very extensive line of Sheet Top Air Tights for Wood, Cobs, etc. Can give you these at almost any price.

All our Air Tights (except \$2.00 line) are fitted with Moore's Patented Corrugated Lining, this Lining is used only in Moore's Air Tights.

Write to us or our Agencies for Booklets illustrating and giving full particulars and prices of our entire line. They are quick sellers.

SECURE THE AGENCY FOR YOUR TOWN.

Manufactured by

The D. Moore Company,

Limited

HAMILTON, ONT.

Manitoba Depot:

Merrick, Anderson & Co.,

117 Bannatyne St., Winnipeg, Man.

British Columbia Agency:

John Burns, Jr.,

Vancouver, B.C.

FOR FRIGID DAYS.

For over six months out of the twelve in Canada, we have to heat our houses artificially. That's a big item. Consistent with health, we must do it as cheaply as possible.

What is the most economical and satisfactory mode of heating?
Which the best radiator—the most economical and satisfactory?
Hot-water or steam are admittedly the best methods of heating—
Because the heat is non-gaseous. The "Safford" is the best radiator.
Because it is durable, compact and positively non-leakable radiator.

PROOF OF IT.

The "Safford" is positively non-leakable, simply because the connections at the joints are made with patent screwed nipples, admitting of no possible leakage—no red lead, no bolts, no packing used. Therefore, the

"Safford" Stands Alone.

A RADIATOR THAT CANNOT LEAK SAVES MONEY FOR YOU AND MEANS COMFORT.

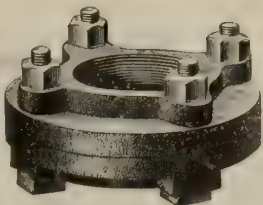
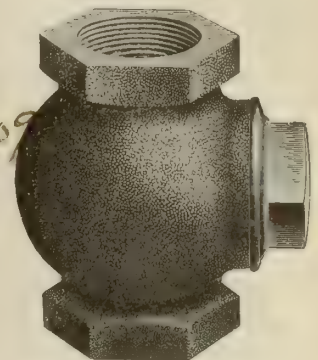
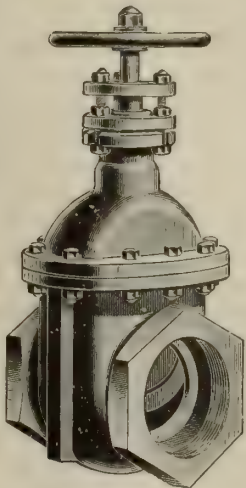
The "Safford" is built in many designs and several heights. It will be found always rich in decoration and catchy in outline. If you wish to know all about the "Safford" Radiator send for free booklet.

The Dominion Radiator Company,

(Limited)

Head Office and Works: TORONTO, Canada.

"The Largest Radiator Manufacturers under the British Flag."



TRADE IN COUNTRIES OTHER THAN OUR OWN.

BAR IRON IN THE UNITED STATES.

IN finished material bar contracts by the agricultural machinery trade have been a feature for 10 days, the leading producers of bar iron having closed a large tonnage of both iron and steel for Central Western delivery. On orders for early delivery prices are \$1 to \$2 a ton higher for both iron and steel. At Pittsburg 1.50c. on steel is the new price made by one interest on August and September deliveries. The American Shipbuilding Co. has placed orders for 3,500 tons of plates and shapes and a 7,000 ton contract is pending, the company having now taken on orders for 19 vessels, all but one for next year's delivery. The scarcity of sheets is more marked and premiums are being paid both for sheets and tinplates.—Iron Trade Review.

BLACK AND GALVANIZED SHEETS.

The demand for both black and galvanized sheets continues in unabated activity and scarcity is becoming more pronounced. Jobbers who have sheets in stock can get almost any price they ask. There is some talk of foreign sheets coming into the market, as they can be laid down here and sold at a profit at to day's prices. The independent sheet mills are running right along and making a mint of money. The American Sheet Steel Co. are steadily increasing their output of sheets, and have Wellsville and Hyde Park running full, non-union. Prices are very strong and moving upward.—Metal Worker, Aug. 10.

ENAMELLED WARE HIGHER IN THE U.S.

The effect of the strike at the mills is becoming apparent in a marked stiffening of the market for sheet metal household ware. This week the prices of tinware and enamelled ware were advanced 10 per cent. at a meeting in New York of the manufacturers who are members of the association covering this line of product. Should the strike be prolonged there will probably be a further advance before long. Stocks of finished goods are comparatively light, and those manufacturers who do not make their own tinplates and sheets are said to be carrying little more material than will last them for a month or so. Consequently, a shortage of goods is among the possibilities of the future.—Metal Worker, August 10.

PIG IRON IN GREAT BRITAIN.

In the pig iron section of the trade there is a healthy tone, and makers are looking forward with confidence to a further improvement in business as the autumn season approaches. The tendency of prices to

improve has stimulated the demand, and a fair amount of business is being done, buyers being anxious to place their orders before any material advance takes place, and, although in some instances, consumers are still somewhat cautious about buying for forward delivery, yet, taking the trade all around, it is the seller rather than the buyer who is assuming this attitude. It is a singular feature of the position that although the stocks of Cleveland iron in Connal's stores are accumulating, this fact does not seem to affect the market adversely; the fact that the daily increase is lessening affords matter for further encouragement. That public stocks should increase at all in the Cleveland district with the trade that has been doing there is difficult of explanation, but that the market is not influenced thereby may be gathered from the fact that prices have gone up this week, No. 3 having been raised to 46s. per ton, while warrants have been moving steadily up also. The hematite iron trade is brisk in Middlesbrough; in Barrow, too, a new furnace has been put into blast to keep pace with the demand. The following is a statement of the public stocks:

	Tons.
Connal's at Glasgow	60,000
Connal's at Middlesbrough	109,000
Railway stores, Middlesbrough	8,800
Connal's at Middlesbrough, hematite....	3,280
Cumberland & Barrow stores	20,000

—Iron and Coal Trade Review.

NEW YORK MARKETS.

COPPER—Although the cable reported heavy transactions in copper in London to-day, the market there was weak, and closed 11s. 3d. below last night's quotation. The present prices in London are the lowest for about three years, and are the equivalent of 2c. per lb. below the quotations of August 13, 1900, at which time lake copper was quoted in New York at 16.50c. No reasons for the sharp break to-day were given in the cable advices, but it was believed to be due to the influences heretofore commented upon in these reports, namely, light consuming trade and excessive supplies. The New York market was apparently not affected by the news from the other side. Trade seems to be at a standstill, and the prices quoted are entirely nominal. They are 16.50 to 17c. for Lake Superior and 16.73½ to 16.62½c. for electrolytic and casting.

PIG TIN—The London market opened quiet and steady, but went off slightly in the afternoon and closed 2s. 6d. below last night's quotations. To-day's London

quotations are £24 12s. 6d. below those of August 13, 1900. In New York the market was very quiet, such small business as was reported being done on the range of 27 to 27.25c. Futures received no attention whatever. The price of spot tin in New York on this date last year was 31.35c. bid and 31.55c. asked. The following-named steamers were posted on the Exchange to-day: Menantic, due from Singapore and Penang on August 28, with 785 tons; Hillglen, due from Singapore August 21, with 230 tons, and Ikbass, due from Antwerp August 19, with 180 tons. The total stock afloat at this date is 2,760 tons. The Civic brought 5 tons, making the arrivals from the beginning of the month to date 885 tons.

PIG LEAD.—The market remains very quiet, with prices nominal and unchanged, on the basis of 4 37½c. on lots of 50 tons or over. In St. Louis there is little doing and prices remain 4.25 to 4.30c. for soft Missouri and 4.40c. for chemical hard. London was unchanged.

SPELTER — There is very little demand for this metal, and prices are rather easy at 3 90 to 3.95c. St. Louis remained quiet at 3 80c. The London quotation was the same as yesterday.

REGULUS ANTIMONY—Trade is slow, but prices remain steady at the range of 8½ to 10¼c., as to brand and quantity.

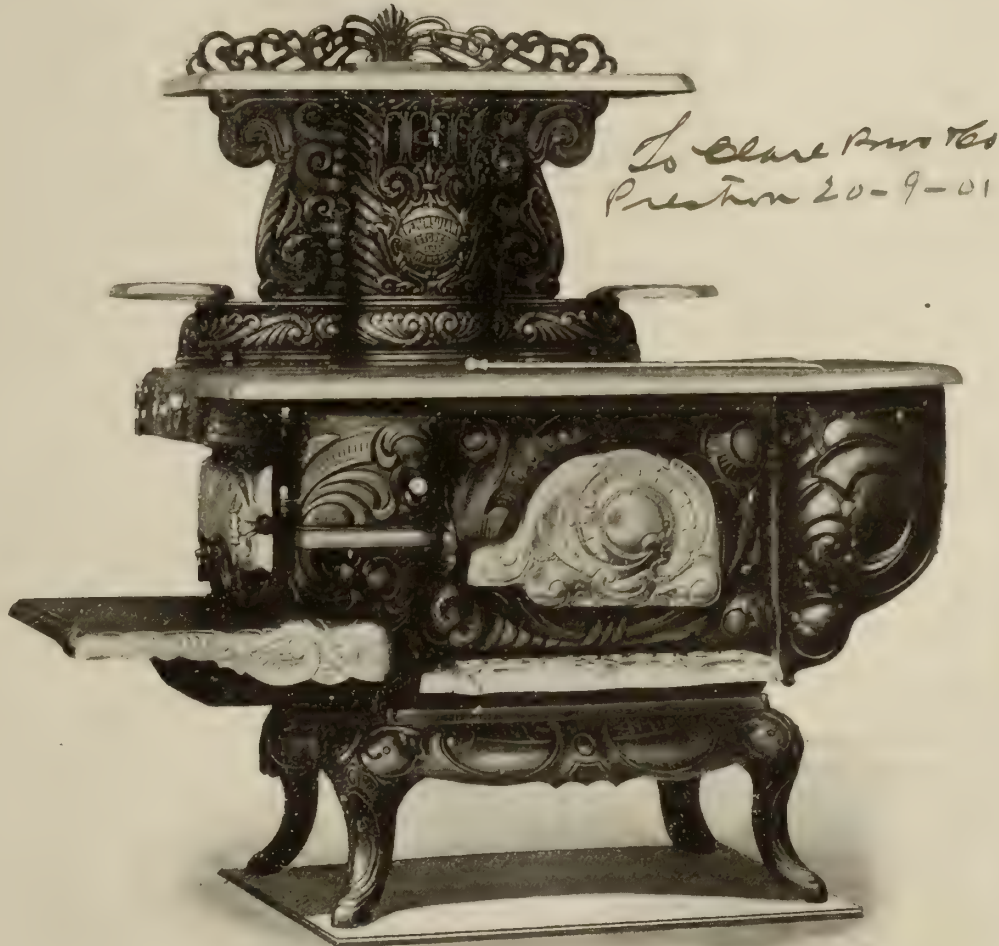
OLD METALS — The market is dull, with price nominal and unchanged.

IRON—Conditions in the iron market are without material change, and about the only news has to do with the strike. Although opinion favors an early collapse of the efforts of the Amalgamated Association, the outcome is still so uncertain as to prevent anything more than the most necessary business in pig iron. On the other hand there continues an active demand for many lines of finished materials, with a very firm market. Old materials are firm, but in somewhat spasmodic request.

TINPLATE—The demand for imported plate continues, but few of the transactions are made public. We hear of one sale of 10,000 boxes for September-October delivery, presumably at full quoted prices. The last cabled quotation from London was 15s. 3d. f.o.b. Swansea. The Wells City, due about the end of this week, will, it is expected, bring a considerable quantity of Welsh plate. So far, this week, about 8,000 boxes have arrived from Liverpool. The stock of tinplate in Swansea on July 27 amounted to but 56,052 boxes, compared with 237,364 boxes at the same date last year.—New York Journal of Commerce, August 14.

The **PENINSULAR** line **STOVES and RANGES** ...of

is now the most complete on the Canadian market. It comprises a full line of Four and Six Hole Ranges for coal and wood; Coal and Wood Cooks, Base Burners and Heating Stoves.



The accompanying cut is of our "Home Peninsular" Four-Hole Range and is an example of what we have to offer. It has a Steel Oven and all modern improvements. During the Spring of 1901 we sold more of these stoves than we made all last year, giving evidence of their increasing popularity.

Send for our catalogue and discounts and special advertising booklets
with which we supply the trade.

Clare Bros. & Co., Preston, Ont., and
Winnipeg, Man.

THE CASH CUSTOMER AT A DISCOUNT.

OLD Ben Franklin, who was once the highest authority on this side of the sea on domestic economy, was the author of this maxim: "A nimble sixpence is better than a slow shilling."

Dr. Franklin meant to express the doctrine that in business cash customers were better than credit sales, and, as he wrote in a time when the American States were British Colonies, and English money was then in vogue, he expressed his maxim in the terms of shillings and pence.

Times have changed since the days of "Poor Richard," which was the name over which Dr. Franklin's homely wisdom was given to the public, and, apparently, in great retail stores in cities the cash buyers are not particularly esteemed.

In an article on "Shopping in New York," in *The March Century Magazine*, by Lillie Hamilton French, the writer says:

Shopkeepers sometimes say that the "cash customer" is the profitable one, but fashion has already deserted those stores where cash payments are the rule. My corner grocer tells me that if each of his customers should insist on paying cash he would have to employ two extra men just to make the change. Certainly many of us could ill afford the time to wait for it. In the great retail stores women are sometimes detained 20 minutes until half as many cents in change can find a way back to them. There is, therefore, in large cities, where time has a value not attached to it in smaller places, a necessity for credits, for having bills and accounts, and a certain quixotic sense characterizes the conduct of those who declaim against the custom of accounts.

This statement seems to be true everywhere in cities. The cash customer receives no favors or special consideration when shopping, and is always looked upon as a stranger who would probably never be seen again in the establishment, while the shopper whose name goes on the books is well known and is an object of interest.

There is an old story to the effect that once a boat capsized in the river, throwing three persons into the water. A man on shore cried out in the most agonizing manner, begging the people to rescue the man with the red head. With difficulty the red-headed man was fished out of the water, while the other two were drowned. On being asked the cause of his intense interest in the party whose life was saved, the information was elicited that the red-headed man owed the other \$11, and if he drowned, leaving no estate behind, his death would make the debt a total loss. In this case the two cash customers were allowed to drown, while the man whose name was on the books saved his own life by being in debt.

Another disadvantage suffered by the cash customer is that he has less chance

than anybody else of getting credit. A person who has bought in the same place for 20 years and always paid money down, was, on one occasion when the purse had been accidentally left behind, refused credit for a trifling sum and was denied the benefit of a C.O.D. package, because the amount was too small for the trouble.

Nevertheless, the buying for cash has one advantage to the buyer. It saves peace of mind. By it the housekeeper escapes the sword of Damocles in the shape of debts hanging over her.

In the wholesale business, however, the cash buyer gets his innings. There is for him a premium on his cash, a discount which the credit buyer does not get. Here he is appreciated, and he is always the recipient of particular attention at the hands of the drummers and their employers. Cash in the wholesale business has not lost its attractions.—*New Orleans Picayune*.

INQUIRIES AND ANSWERS.

A Portage la Prairie subscriber writes:

Please let me know where I can sell ashes by the carload.

[Remarks: Henry Dobell & Co., 21 St. Sacramento street, Montreal. Perhaps our readers can give us the names of others who may be purchasers of carlots.]

SPOILED BY CHEAP HARDWARE.

SUITABLE and appropriate trimming is something that is too often slighted both by owner and architect, and the tendency to cheapen the entire contract by reducing the cost of the hardware is daily evidenced by the appearance of some of our buildings, writes "W. S.," in *Architects' and Builders' Journal*. As a rule, the hardware is a neglected matter until the building is nearly completed, and then as an offset to the expenditure in other details, the allowance for this detail is cut down.

The result is what one would look for in such a case. A handsome house or apartment with everything of an elegant appearance, the floors tiled, the walls beautifully frescoed and the woodwork handsomely polished, while the hardware throughout is of the cheapest class, not fit for a tenement. There is an abundance of such hardware on the market. Take in the first place the front door which is at all times before the eyes of the public. If trimmed artistically, it at once makes a good impression, and to be artistic does not necessarily mean at the same time expensive, for a good lock that is reliable can be had at a very reasonable figure, and a plain grille may pay for itself in effect. Ornamental hinge straps will also add wonderfully to the appearance of a house, while on the other hand a cheap lock and trimmings will cheapen a door no matter how handsome it

may be. A door cheaply trimmed makes the same impression as a soiled shirt front on a person, both are criterions by which you may judge of the rest of the make-up.

Locks for interior doors may not be either elaborate or intricate, but should be in keeping with the other appointments. If an ornamental design is too costly, then plain trimmings are by all means in good taste, and, like black clothes, always in keeping. When the cheap ornamental designs have the word cheap woven in the pattern, the owner makes a sad mistake when using such goods. The public notices and is influenced by such apparently little things. Plain bronze hardware is but very little more expensive than the cheap trade ornamental goods and its application shows better taste.

Then again the utter disregard of the general architecture of the building in applying trimmings also of wood-finished is a very common mistake. The effect of an elegantly carved door of a Romanesque style trimmed with colonial hardware is not only an example of bad taste, but is a mistake that means a money loss, as a tenant may not be artistically educated, still a feeling of inconsistency will be experienced, for no person is so constructed that discord will not affect to a more or less degree.

No clause in the contract is so much neglected nor none of more importance than the one relating to hardware. In the matter of butts there are many varieties from which selections may be made, but experience and judgment should be brought to bear in this matter. Bronze iron butts for the purpose of hanging the door do the work as well as the more expensive solid bronze, but they will not remain bronze but a short time. The appearance of the iron on a hardwood door where the lock trim is bronze certainly is not pleasing. Then again, the mistake of cheapening the trimming by using a light butt is a serious one.

Nothing can be more provoking than a door that drags in closing or that will not close at all. While a settling of the building affects this matter more or less, it is more often the case of the butt being too light or too small, so that the weight of the door causes a sag that the butt will not withstand. A loose joint butt is a little less expensive than the loose pin, but it is not so durable nor convenient, as in a loose joint there is one bearing, and consequently more tendency to give and wear, thereby causing the same trouble as in the case of using a light butt. A loose pin has three bearings, and in case of necessity to remove the door it is much easier to do so.

A conspicuous fault in the present cheap trimmings of apartment houses and residences is the fact that the keys are interchangeable, or, in other words, the key that opens the hall door is more than likely to operate the lock on the pantry door or the linen closet and vice versa. This may be overcome by specifying in the contract that the locks have two or more tumblers and all keys different.

The tendency to use cheap hardware seems to prevail more with the owner than the architect. In a great many cases the owner is not a man competent to select good trimmings for his house, and therefore should turn it over to the architect who will select something in keeping with the house for which he has drawn plans.

UNIVERSITY COMMERCIAL COURSE

AS a result of a communication from The Canadian Manufacturers' Association, the University of Toronto has decided to introduce a commercial course, providing two years of study, leading to a diploma in commerce. If the experiment proves satisfactory a further term of one year will probably be added, leading to the reception of a degree. To enter the course the curriculum prescribes an examination equivalent to that of the junior matriculation, in the following subjects:—English, modern history and geography, mathematics, and any two modern languages. Like any other course, however, it is important to note this one can be entered without any preliminary examination. A student who successfully passes the examination at the end of the first year will be presumed to have been able to pass the entrance.

The subjects of study in the first year are: English, and two of the four modern languages, viz., French, German, Spanish and Italian; application of mathematics to commerce; elementary inorganic chemistry; elementary physics; elementary economics (of the second year honors); drawing (optional). In the second year the subjects required are: English; any two modern languages of the second year, with exercises in commercial literature; economics (including economic geography, economic history, banking, public finance, and transportation); commercial law; geology and mineralogy of the second year; or applied chemistry; or history and principles of architecture or electricity, with laboratory work; or mechanical drawing. The course of drawing in the first year will lead naturally to those of architecture and mechanical drawing in the second year.

The Toronto Board of Trade has offered \$250 to be given as scholarships. This sum will likely be divided into two sums of \$200 and \$50, to be competed for by students of the second year.

Another departure of much interest to the industrial classes is the formation of a branch of The British Chemical Association by Prof. Lang, of the chemistry department of the university. The members of this association will be chiefly the chemists of the large manufacturing firms of the country. They will meet at fixed times, and papers will be read and open discussions held upon subjects of practical interest and importance to them in their business. Demonstrations and experiments also will take place, and everything will be done to render the association of great value to those interested.

CONTRACT NOT TO ENGAGE IN BUSINESS.

The Court of Appeals of the District of Columbia held, in the case of Love et al. vs. Stidham, reported in The Washington Law Reporter, that where the contract executed by the two members of a partnership for the sale of a retail grocery business conducted by them contained a covenant

that "the party of the first part" (the vendors) "shall not engage in the retail business for the period of five years within one mile of the store building located as herein set forth," a violation of such covenant by one of the former partners was a violation by both, for which both were liable; that in order to show a breach of the covenant it was not required to be shown that the defendant had a regular store, or that he retailed all the articles kept and retailed from the store sold the plaintiff, but that the retailing by the defendant within the prescribed limits of a material and substantial part of such articles would constitute such breach, provided it came within the definition of a retail grocery business; that the defendant was responsible if he served customers within the prescribed limits, although he might have no residence, shop or place of business within such limits, and that what constitutes a retail grocery business is largely a

matter of fact to be determined by a jury under proper instructions by the court as to the meaning and construction of the contract.

A large part of the business section of Armstrong, B.C., was burned Saturday. The total loss will be \$90,000; insurance, \$23,000. The origin of the fire was incendiary. A half-wild man named Eagles started the blaze with the aid of coal oil. Eagles confessed his guilt, was arrested and is now in jail.

An Owen Sound, Ont., despatch says that on Monday the alteration of the largest of the C. P. R. elevators at that place, to a huge cornmeal mill was commenced. The mill will be operated by Chandler & Co., of Richford, Vermont. Corn will be brought from Chicago and other ports, ground here in bond and shipped to the Eastern States at the rate of 2,000 barrels a day. Large cooper shops will be erected to supply the barrels.



Maple Leaf Brand.

JONES BROS.

Manufacturers
ofStove Bricks,
Open Grate

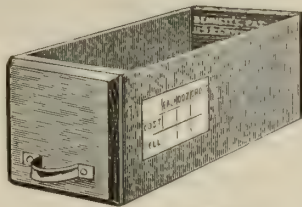
. . . Backs,

Furnace Bricks and Range Bricks

Estimates
furnished on
application.

Bracondale P.O., Ont.

BENNETT'S PATENT SHELF BOX



Always gives satisfaction.

Virtden, Manitoba, July 31, 1901.

"We have drawers installed and like them splendid. Send us a 44 DRAWER BOLT CASE."

Campbellton, N.B., August 8, 1901

"The boxes fit well."

For full particulars and prices on our full line of Shelf Boxes and Cabinets for all classes of goods write to

J. S. BENNETT, Patentee and Manufacturer,
Toronto.

R. Bailey & Son

Manufacturers of

STOVE
LININGSFor Ranges
and Ovens.All kinds of Fire Brick and Fire
Clay Work, Paving Tile, etc.

Wholesale Only.

Write for particulars.

1220 Yonge St., TORONTO.

THE EDINBURGH ROPERIE &
SAILCLOTH CO., LIMITED

LEITH, SCOTLAND.

Manufacturers of

Cordage of all kinds, Flax Sail-
cloths, Tarpaulins and Water-
Proof Cloths, Sewing Twines,
Fishing Twines, Fishing Lines,
Tying Twines, Etc., Etc.

Represented by

DAVID INGLIS, 9 St. Peter St.,
MONTREAL

Phone Main 4359.



E. B. SALYERDS

Manufacturer of

Hockey Sticks

PRESTON,

Ontario, Canada.

The Best Stick.

Made of Rock Elm.

Wholesale Trade Only Supplied

Ask your Wholesale House for
the Preston make of Stick.

Write for Prices.

BUSINESS CHANGES.**DIFFICULTIES, ASSIGNMENTS, COMPROMISES.**

A MEETING of the creditors of Wm. T. Fleming, general merchant, Melrose, Ont., has been held.

Ben Bowring, general merchant, Sydney, N.S., has assigned to Hugh Ross.

S. Gauthier, harness dealer, Sherbrooke, Que., is offering 25c. on the dollar.

George Roy, general merchant, Berthier en Bas, Que., has effected a compromise.

V. E. Paradis has been appointed curator of E. Soucy, general merchant, Rimouski, Que.

The sheriff is in possession of the business of R. H. McLean, general merchant, Sydney, N.S.

John Hyde has been appointed curator of V. Leblanc & Co., general merchants, Hull, Que.

Ernest Spraggett, sawmiller, Grand Forks, B.C., has assigned to Hugh S. Cayley.

The creditors of Lander Bros., hardware dealers, etc., Oshawa, Ont., met yesterday (Thursday).

John R. Boyd, general merchant, West Lakevale, Ont., has assigned to Duncan Chisholm.

A meeting of the creditors of V. Leblanc & Co., general merchants, Hull, Que., has been called.

G. A. Black, general merchant, Hawkesville, Ont., has assigned to C. S. Scott, Hamilton.

Everett E. Wells, general merchant, Frelighsburg, Que., has assigned to J. McD. Hains.

V. E. Paradis has been appointed curator of Dionne & Co., general merchants, etc., St. Moise, Que.

Elijah W. Doane, tinsmith, Bridgeburg, Ont., has assigned to George N. Pettit, Welland, Ont., and a meeting of his creditors will be held to-morrow (Saturday).

PARTNERSHIPS FORMED AND DISSOLVED.

William Smith & Son, blacksmiths, Talbotville, Ont., have dissolved.

Clute & Mather, general merchants, Stirling, Ont., have dissolved. W. R. Mather continues.

Graham Bros., blacksmiths, Lawrence Station, Ont., have dissolved. George W. Graham continues.

SALES MADE AND PENDING

The stock of R. W. Richardson, general merchant, Hartland, N.B., has been sold to J. K. Fleming at 51c. on the dollar.

The stock of the estate of Thompson & Co., general merchants, Harrow, Ont., is advertised to be sold by auction to-day (Friday).

The stock of G. E. Nugent & Co., general merchants, Wapella, N.W.T., is advertised

for sale by auction on September 3 by J. H. Rawson, assignee, Wapella.

Charles Warwick, sawmiller, Shedden, Ont., has sold out.

Alex. Munro, general merchant, Ardock, Ont., is offering his business for sale.

J. Foss & Sons, carriagemakers, Ottawa, are advertising their business for sale.

Daniel Matthews, blacksmith, Oil City, Ont., is advertising his business for sale.

A. Hurdon, hardware dealer, Beeton, Ont., is advertising his business for sale.

The stock of The Sydney Hardware Co., Sydney, N.S., has been sold by the sheriff.

The assets of James Grady, carriagemaker, New Glasgow, Que., are to be sold on August 19.

The stock of J. T. Cote, general merchant, Chicoutimi, Que., has been sold at 60c. on the dollar to A. D. Guilbault.

CHANGES.

George McKinzie, painter, Corinth, Ont., is out of business.

Robert Love, blacksmith, Appleton, Ont., has retired from business.

Bancroft Bros., blacksmiths, Belmont, Ont., have retired from business.

J. H. A. Brodeur, has registered as general merchant at Varennes, Que.

Burley Tibbits, general merchant, Luton, Ont., has sold out to H. McConnell.

George F. Emerson, bicycle dealer, etc., Goderich, Ont., is giving up business.

H. Cairns & Co. have registered as general merchants in Sawyerville, Ont.

James Kerwin, general merchant, Kazabazua, Que., has removed to Otter Lake.

George Cole, general merchant, Mount Uniacke, N. S., has sold out to O. Pentz.

J. S. Burwell, dealer in agricultural implements, Eden, Ont., has left that place.

Wilson & Glasgow, general merchants, Notch Hill, B. C., are removing to Salmon Arm.

Pickard & Co., general merchants, Sydney, N. S., have been succeeded by Chapell & Warren.

Elford & Smith, manufacturers of bricks, etc., Victoria, have been succeeded by The Victoria Brick Co., Limited.

Ross R. Ball, hardware and stove dealer, etc., Chatham, Ont., has sold his stock to King, Cunningham & Drew.

Mrs. J. L. Sasseville has registered to do business under the style of J. L. Sasseville & Co., tinsmiths, Magog, Que.

Chas. E. Bourgeois has registered as proprietor of Joe. Bourgeois & Co., general merchants, St. Angele de Laval, Que.

Mary A. K. De Champlain has registered to do business under the style of A. De Champlain, general merchant, St. Ferdinand de Halifax, Que.

FIRES.

F. X. Frechette, general merchant, Wolfestown, Que., has been burned out; insured.

Kersey & Kersey, general merchants, Edy's Mills, Ont., have been burned out; partially insured.

DEATHS.

S. J. Hill, general merchant, Great Village, N. S., is dead.

W. S. Hambly, of Hambly & Co., general merchants, High Bluff, Man., is dead.

DOOR AND WINDOW WEATHER STRIPS.

As an essential adjunct to the most economical heating of any building is protection from wind, rain and snow, all hardwaremen, and especially those who handle stoves and furnaces, should be thoroughly acquainted with the various weather strips on the market. One of the best strips on the market is an automatic door and weather strip for doors and windows, manufactured by Helms & Helms, 139 141 Produce avenue, Philadelphia. This strip is so made that it is automatically closed by the closing of door or window. As it is made entirely of wood, so that its working is never affected by weather conditions, it is especially adapted to a cold country like Canada, where it has now a large sale, most of the leading hardware retailers selling it.

SCARCITY OF CANS FOR CANNERIES.

A press despatch from Sacramento, Cal., says: It is feared by the fruit canners here that the strike may have the effect of closing the local canneries for failure of the supply of cans. The two canneries here are of large capacity, each employing 600 hands, and both are running at full blast. The local supply of cans is very short, and would probably be exhausted in a single week. Each cannery is using about 40,000 cans a day. Other canneries up the valley are in a like condition.

Pictou Foundry Co., Pictou, N.S., have sold out to Wier & Hannan. Mr. Wier was a member of the firm of Wier & Morrison, founders and machinists, of Westville, N.S., and Mr. Hannan recently withdrew from the firm of Robb, Hannan & McDonald, Halifax.

Watch our ad. in next issue, or write to us for particulars on our patented

Automatic Door Strip and Weather Strip

Specially adapted for cold climates and takes the place of the inner window.

HELMS & HELMS, 148-50 Willow St. PHILADELPHIA.

A NEW COAL COOK

The "Good Cheer" Sunshine.

A GUARANTEED OPERATOR.



FULL NICKEL TRIMMINGS.
ALL LATEST IMPROVEMENTS.
LARGE SQUARE SHEET STEEL OVEN.

A PERFECT FIREBOX. ALL CAST LININGS.
DUPLEX GRATE.

GRATE CAN BE CHANGED WITHOUT REMOVING LININGS.

POSITIVE ROLLING DAMPER. DOUBLE COVERS AND CENTRES.

THE JAS. STEWART MFG. CO., LIMITED
WOODSTOCK, ONT.

JAS. H. ASHDOWN, WINNIPEG, MAN., Wholesale Representative for Manitoba and N.W.T.

HEATING AND PLUMBING

PLUMBING AT THE "SOO."

THE rapid development of Sault Ste. Marie, Ont., during the past three years is a matter of general knowledge. Business men have, as a rule, realized the opportunity for enterprise in practically every line presented by this "boom," but few have recognized and been able to take advantage of the opening as did two young plumbers of Toronto. Last March, John Culliton was sent by Purdy, Mansell & Co. to do some steam-fitting at the "Soo" for that firm. While there he recognized the opening in the town for a capable plumbing and heating house. When his engagement was finished he wrote to W. Anstey, plumber, also with

Purdy, Mansell & Co., and soon persuaded him to "go north." The firm Anstey & Culliton, plumbers, steamfitters, etc., was started last April and progressed rapidly, until during the busiest of the summer season they have had twelve men in their employ. They are both immensely pleased with the results of their enterprising removal to Sault Ste. Marie.

PLUMBING AND HEATING CONTRACTS.

Purdy, Mansell & Co. have contracts for hot-water heating in a house at 305 Givens street, for Angus Cockburn; plumbing and heating the addition to the Walker House, and plumbing and hot-water heating in a house for J. Roland, Walkerton.

PLUMBING AND HEATING NOTES.

L. H. Gaudry, plumber, etc., Quebec, has bought the substantial stone building, together with the adjoining warehouse, now occupied by William McLimont & Sons, St. Peter street. Mr. Gaudry will renovate the premises and will then move his business into them. It is his intention to have a thoroughly up-to-date warehouse and showroom.

The Ottawa plumbers' union are going to follow the example of their Toronto brethren this year and make a big effort to capture the cup offered for the best turnout in the Labor Day parade at Ottawa.

Building Inspector Chausse, of Montreal, says that as soon as the department is placed in possession of the necessary printed matter, the examination of candidates desirous of becoming plumbers in that city will be taken up. That is the only thing which now occasions delay, as Mr. J. W. Hughes, the plumbing expert, is quite ready to proceed. Under the provision of the new plumbing by-law the examination must take place before September 1.

The annual picnic of the plumbers and steamfitters and the amalgamated sheet metal workers of Montreal, which was held on Saturday afternoon at Otterburn Park, was somewhat marred by rain, but was a financial success.

SOME BUILDING NOTES.

Judge McCallum is building a residence at Gore Bay, Ont.

H. Ogletree is building a residence in Portage la Prairie, Man.

Evans & Sons are building a house for Wm. McVittie, Sudbury, Ont.

A new \$2,000 Presbyterian church will be erected at Blind River, Ont., this year.

A new Catholic church is being erected at Byng Inlet, Ont., by W. J. Howell.

Bassingthwaight & Co. are erecting a business building in Sault Ste. Marie, Ont.

Thos. J. Hardy and A. P. McKenzie are erecting a business block at Phoenix, B.C.

The corner stone of a new Presbyterian church at Patterson's Corners, Ont., was laid last week.

The corner stone of the new \$40,000 hall and library at the Ontario Agricultural College grounds was laid on Wednesday afternoon.



A "Soo" Plumbing Shop.

The Rochester Lamp Co.

OF CANADA

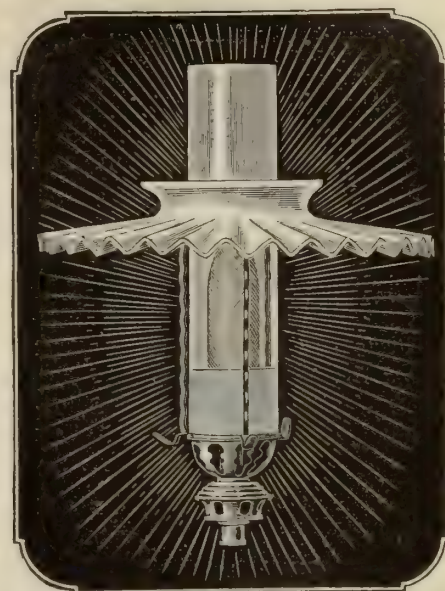
Carry a large stock of the very best **Incandescent Gas Lamps, Mantles, etc.** Also a large and select line of Table, Banquet and Store Lamps for Coal Oil.

Our Solar Incandescent Gas Lamp is the finest light ever used.

And our No. 39 Parlor Oil Heater is a "thing of beauty and a joy" wherever used.

You cannot afford to be without these goods. Mail orders filled promptly.

Ask for Prices.



SOLAR GAS LAMP.

*Both cuts returned to
Rochester Lamp
NOV 26 1901*

The Rochester Lamp Co.
of Canada, 24 Front Street West, Toronto.

National Sewing Machines.

NEW STYLE FRONT OF ELDREDGE.

MONARCH

DROP HEAD
PATTERN.

CURVED LAMIN-
ATED WOODWORK.

QUARTERED-OAK
FINISH.



CORONA

BALL-BEARING
STAND.

INTERCHANGEABLE
ATTACHMENTS.

PERFECT RESULTS.

CAVERHILL, LEARMONT & CO.,
MONTREAL.

FULL SEWING MACHINE CATALOGUE ON APPLICATION.

TORONTO PLUMBERS' BALL GAME.

FULLY two hundred plumbers, including journeymen, masters and supply men, gathered at the Woodbine race-track on Saturday afternoon to see the much-discussed ball game between the master plumbers and the supply men. Both teams had their rooters, all of whom were well stocked with baseball phrases and yells with which to encourage or disconcert the players.

The first three innings, however, took away all chance for "jollyng" from the supply men, for, in the first two, with Carlyle in the pitcher's box, the masters made eight runs, and in the third, with W. Taylor in the box, they added nineteen more, while in these three innings the supply men only made one run. But in the fourth innings the supply men made a "find." F. Crellar, who had been catching for them, was tried in the box, and proved a strong, accurate pitcher, holding his opponents down to four runs in the next five innings. In the sixth, Maxwell, who pitched the entire game for the masters, eased up somewhat, and the supply men took advantage of the opportunity to "swat" out six runs. The features of the game were the long-fly hit by Richardson, the one-hand catch by Mansell, and the pitching of both Maxwell and Crellar. The result was a win for the masters, with a score of 35 to 13.

The players were: Masters, W. Mansell, of Purdy, Mansell & Co.; J. Menzies, of Manzies & Hay; K. J. Allison, 668 Yonge street; A. H. Richardson, of The John Ritchie Plumbing and Heating Co., Limited; Geo. Clapperton, of The Bennett & Wright Co., Limited; F. Maxwell, of Maxwell & Doughty; D. McMullen, of Fullerton & McMullen; G. E. Pickard, 603 Yonge street, and Geo. Cooper, of Berkeley street. Supply men: A. Taylor, W. Taylor, D. Carlyle and F. Crellar, of The Dominion Radiator Co., Limited; W. L. Halliwell, of The Gurney Foundry Co., Limited; C. World, of The James Morrison Brass Co., Limited; G. F. Clare, A. Mann and H. Foster, of The James Robertson Co., Limited.

Geo. Nicholls, of The J. G. Gibson Marble Works, proved an efficient umpire.

As the supply men want revenge, and as they think that with Crellar in the box and a catcher who has practised catching him they could beat the masters, there is a possibility of another game. If there is, it will be a warm one.

BUILDING NOTES FROM GALT.

R. McDougall & Co. have a new foundry almost completed; The Galt Knitting Co. have a factory well under way; tenders for

a new rink will be opened to-day (Saturday); Robert Gilholm is building two brick residences on Gilholm avenue; W. A. Hunter is building a residence on Dickson street; Alex. Buchanan is building five houses behind the Opera House; Clark & Demill are erecting a new foundry.

SHERBROOKE BUILDERS BUSY.

There is activity in building circles in Sherbrooke, Que., just now. A new \$20,000 opera house is being erected. Several large business blocks and many costly residential houses are going up. The city intends erecting a new city hall, and the Provincial Government will probably put up a new court house there.

TORONTO BUILDING PERMITS.

Building permits have been issued in Toronto to The Toronto Railway Co. for new car sheds on King street, near River street, to cost \$10,000; to W. Fitzsimmons, for a \$3,800 residence on Avenue road; to Mrs. G. W. Moorehouse, for a \$3,200 residence on Smith street; to W. L. Symons, for a \$2,800 dwelling on Howland avenue; to Geo. Harron, for a \$1,500 dwelling at 96 Victor avenue; to H. White, for a \$3,500 dwelling on Brunswick avenue; to James McCarl, for two \$1,250 stores at 1452 and 1454 Queen street west; to Wm. Murray, for four \$1,500 residences on Brunswick avenue.

The following building permits have been issued in Ottawa: Hon. E. H. Bronson, 27 Queen street, stables, \$3,000; W. Cochran, 13 Osgoode street, dwelling, \$1,800; R. E. Armstrong, 16 Hickey street, dwelling, \$1,000; W. L. Clarke, 63 Frank street, dwelling, \$1,400.

The Bradley, Levy & Weston Machinery Co., Limited, have been incorporated, with a capital stock of \$40,000, to handle iron and wood-working machinery, engines, boilers, and engineers' and machinists' supplies. The officers of the new company are: President and mechanical superintendent, W. J. Levy; vice-president and business manager, W. J. Bradley; secretary, W. H. Weston; treasurer, Ed. McLean. The company are starting business at 102 Front street west, Toronto.

The Nova-Scotia Steel Co. has been re-organized, with \$9,500,000 capital, divided as follows: Bonds, \$2,500,000; preferred stock, \$2,000,000, of which \$1,030,000 has been issued, and \$5,000,000 of common stock, \$3,090,000 of which had been issued and representing \$1,030,000 of the old company's common stock. The issue of 6 per cent. 30 years gold bonds to the extent of \$2,500,000 will be made, so it is said, in October.

Now is the time to look for a line of

Hot Air Furnaces.

It will pay you to investigate the merits of the

HECLA

It has more convincing talking points than any other furnace on the market.

It will burn Coal, Wood or Peat; Fitted with a Patent Fused Joint; Double Fire Door; Heavy Flanged Sectional Fire Pot; Provision for Positive Radiation of Heat.

So great has been its success that we have added to the line making

FIVE SIZES

with capacity ranging from 10,000 to 75,000 cubic ft.

We can interest you if you will send for a catalogue.

Clare Bros. & Co.

PRESTON and
WINNIPEG.

The Fairbanks Standard Scales.

GIVE UNIVERSAL SATISFACTION.

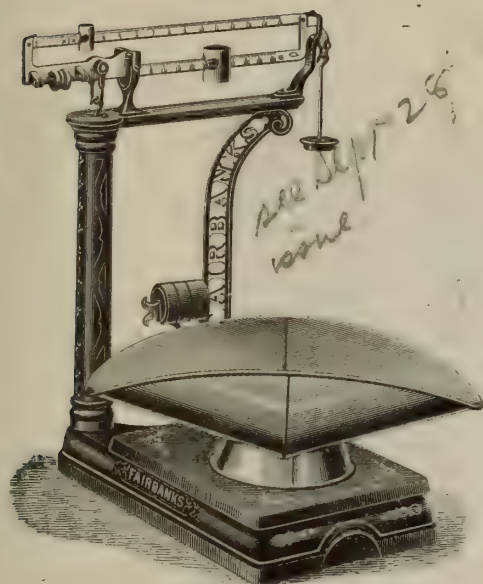
We Have Scales to suit
all Purposes.

"Fairbanks Standard,"

TAKE NO SUBSTITUTE.

Send
for our

New
Catalogue.



THE FAIRBANKS COMPANY
749 Craig Street - Montreal.

"CANADA" RADIATORS

are the only ones made with perfect circulation and that work in both steam and water. By their use you save cost of plant and cost of fuel. Ask for catalogue and other information from

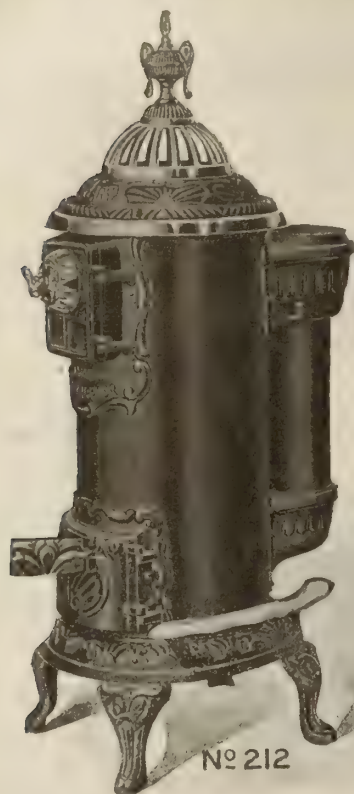
CANADA RADIATOR CO., Limited,
PORT HOPE.

OR _____

THE FAIRBANKS CO.,
MONTREAL.

DESIGN REGISTERED. CONSTRUCTION PATENTED.

McClary's "Famous" Hot Air Blast Heaters.



No 212

Height 4 feet 3 inches.
Shipping Weight 105 pounds.



No 214

Height 4 feet 5 inches.
Shipping Weight 120 pounds.



No 216

Height 4 feet 6 inches.
Shipping Weight 155 pounds.

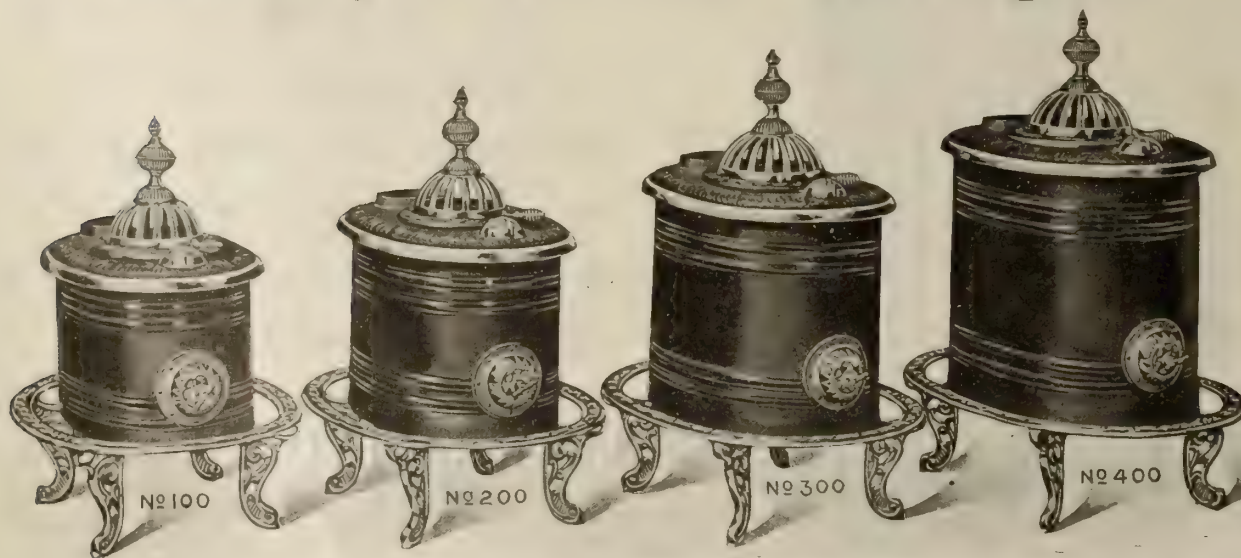
Made in Three Sizes.

BURN HARD, SOFT, OR SOURIS COAL.

A Powerful Heater and a Great Saver of Fuel.

This Stove has been constructed specially for the Trade of Manitoba, the Northwest Territory, British Columbia, New Brunswick, Nova Scotia, and other sections where coal is the principal fuel. Is supplied with Nickelled Fancy Swing Top, Air-tight Screw Damper, Direct and Indirect Drafts.

McClary's "Famous" Air-Tights.



No 100

No 200

No 300

No 400

Made in Three Styles and Thirteen Sizes. Burn Wood Only.

The perfect-screw closing damper, combined with feed-door on top of stove, makes these the only actual Air-tight Heaters made in Canada. It is impossible for air to pass through stove when draft is turned off. Will retain fire over night. Free advertising matter on these or any lines of heaters cheerfully furnished. All orders for stoves can be promptly filled.

THE McCLARY MFG. CO.

LONDON,

TORONTO,

MONTREAL,

WINNIPEG,

VANCOUVER

AND

ST. JOHN, N.B.

"Everything for the Tinshop."

MARKETS AND MARKET NOTES

QUEBEC MARKETS

Montreal, August 16, 1901.

HARDWARE.

THERE has been a good business done during the past week, a marked improvement being shown on the previous week. The fall trade is opening up early and several lines of fall goods, such as guns and ammunition are moving out in surprising quantities. Fall trade is opening up much better than it did last year, orders from every Province being full and heavy. The only break to a firm market was a drop in the price of white lead; otherwise the tendency is upward rather than downward. It is difficult to presage what may be the effects of the great strike, but certain it is that if it keeps on there will be advances in several lines. The great scarcity of sheet metals that we have spoken of in several issues still continues and prices are advancing in consequence. Payments are first-class.

BARB WIRE—Just now the situation is not regarded as dangerous. The demand has been quite light during the week; prices are unchanged at \$3.05 per 100 lb. f.o.b. Montreal.

GALVANIZED WIRE—But few lots are moving. We quote as follows: No. 5, \$4.25; Nos. 6, 7, and 8 gauge, \$3.55; No. 9, \$3.10; No. 10, \$3.75; No. 11, \$3.85; No. 12, \$3.25; No. 13, \$3.35; No. 14, \$4.25; No. 15, \$4.75; No. 16, \$5.

SMOOTH STEEL WIRE—Hay-baling wire is in good request, but other wire business is slow. We quote oiled and annealed as follows: No. 9, \$2.80; No. 10, \$2.87; No. 11, \$2.90; No. 12, \$2.95; No. 13, \$3.15 per 100 lb. f.o.b. Montreal, Toronto, Hamilton, London, St. John and Halifax.

FINE STEEL WIRE—The demand is moderate. The discount is unchanged at 17 1-2 per cent.

BRASS AND COPPER WIRE—A fair trade is passing at unchanged discounts. The discount is 55 and 21-2 per cent. on brass, and 50 and 21-2 per cent. on copper.

FENCE STAPLES—There is not much doing. We quote: \$3.25 for bright and \$3.75 for galvanized per keg of 100 lb.

WIRE NAILS—Both wholesalers and manufacturers report a fairly brisk movement. We quote: \$2.85 for small lots and \$2.77 1-2 for carlots, f.o.b. Montreal, London, Toronto, Hamilton and Gananoque.

CUT NAILS—The demand is moderate but regular. We quote \$2.45 for small and \$2.35 for carlots; flour barrel nails 25 per cent. discount; coopers' nails, 30 per cent. discount.

HORSE NAILS—There have been sold a few more than last week but business is not likely to be heavy for some little time as dealers stocked up some months ago. "M" brand is held at a discount of 50 and 11-2 per cent. off the new list. "M" brand is quoted at 60 per cent. off old list on oval and city head and 66 2-3 per cent. off countersunk head. Monarch's discount is 66 2-3 per cent., and 70 per cent. in 25-box lots.

HORSESHOES—Quite a little business has been done in this line and the fall trade

is opening up. We quote as follows: Iron shoes, light and medium pattern, No. 2 and larger, \$3.50; No. 1 and smaller, \$3.75; snow shoes, No. 2 and larger, \$3.75; No. 1 and smaller, \$4; X L steel shoes, all sizes, 1 to 5, No. 2 and larger, \$3.60; No. 1 and smaller, \$3.85; feather-weight, all sizes, \$4.85; toe weight steel shoes, all sizes, \$5.95 f.o.b. Montreal; f.o.b. Hamilton, London and Guelph, 10c. extra.

POULTRY NETTING—Business in this line is about over for the season. The discount is still 55 per cent.

GREEN WIRE CLOTH—There is nothing new to note. We quote \$1.35.

SCREWS—A fair demand is reported. Discounts are: Flat head bright, 87 1-2 and 10 per cent. off list; round head bright, 82 1-2 and 10 per cent.; flat head brass, 80 and 10 per cent.; round head brass, 75 and 10 per cent.

BOLTS—The sorting trade is continued. Discounts are as follows: Norway carriage bolts, 65 per cent.; common, 60 per cent.; machine bolts, 60 per cent.; coach screws, 70 per cent.; sleigh shoe bolts, 72 1-2 per cent.; blank bolts, 70 per cent.; bolt ends, 62 1-2 per cent.; plough bolts, 60 per cent.; tire bolts, 67 1-2 per cent.; stove bolts, 67 1-2 per cent. To any retailer an extra discount of 5 per cent. is allowed. Nuts, square, 4c. per lb. off list; hexagon nuts, 4 1-4c. per lb. off list. To all retailers an extra discount of 1-4c. per lb. is allowed.

BUILDING PAPER—The demand is reported to be fairly good. Prices are steady. We quote as follows: Tarred felt, \$1.70 per 100 lb.; 2-ply ready roofing, 80c. per roll; 3-ply, \$1.05 per roll; carpet felt, \$2.25 per 100 lb.; dry sheathing, 30c. per roll; tar sheathing, 40c. per roll; dry fibre, 50c. per roll; tarred fibre, 60c. per roll; O.K. and I.X.L., 65c. per roll; heavy straw sheathing, \$28 per ton; slaters' felt, 50c. per roll.

RIVETS AND BURRS—A moderate trade is passing. Discounts on best iron rivets, section, carriage, and wagon box, black rivets, tinned do., coopers' rivets and tinned swede's rivets, 60 and 10 per cent.; swedes iron burrs are quoted at 55 per cent. off; copper rivets, 35 and 5 per cent. off; and coppered iron rivets and burrs, in 5 lb. carton boxes, are quoted at 60 and 10 per cent. off list.

BINDER TWINE—A good demand is reported. We quote: Blue Ribbon, 11 1-2c.; Red Cap, 9 3-4c.; Tiger, 8 3-4c.; Golden Crown, 8c.; sisal, 8 1-4c.

CORDAGE—There is a good call for all kinds of cordage. Manila is worth 13 1-2c. per lb. for 7-16 and larger; sisal brings 10c. and lathyrus, 10c.

HARVEST TOOLS—There is not much demand for harvest tools. The discount is 50, 10 and 5 per cent.

SPADES AND SHOVELS—There is better inquiry this week. The discount is 40 and 5 per cent.

FIREBRICKS—The demand seems to be as small as ever. We quote: Scotch, at \$17.50 to \$22 and English at \$17 to \$21 per 1,000 ex-wharf.

CEMENT—There has not been much improvement noticed and there does not seem

to be much wanted. We quote: German cement, \$2.25 to \$2.40; English, \$2.20 to \$2.35; Belgian, \$1.65 to \$1.95 per bbl. ex-wharf, and American, \$2.15 to \$2.30, ex-cars.

METALS.

The scarcity has not been relieved and situation is becoming more acute. Strikes are increasing in numbers in England and deliveries are away behind. Canada plates are advancing to £9 and all sheet metals on this market are very firm and scarce. Black sheets and terne plates are about out of stock altogether. Americans are eager buyers of tinplate on this market.

PIG IRON—The market is unchanged with little business being transacted. Summerlee is worth \$20.50 to \$21 and Canadian \$17.50 to \$18.

BAR IRON—The market is firm and active with merchants' bar selling at \$1.85 and horseshoe \$2.15.

BLACK SHEETS—Supplies of black-sheets are almost nil and it is difficult to give quotations, as values vary. We quote: 28 gauge, \$2.70 to \$2.80; 26 gauge, \$2.65 to \$2.75, and 8 to 16 gauge, \$2.60 to \$2.70.

GALVANIZED IRON—The market is very firm and good quantities are selling. Stocks are none too heavy and deliveries are behind. We quote: No. 28 Queen's Head, \$4.40; Apollo, 10 3-4 oz., \$4.40; Comet, \$4.15, with 25c. extra in less than case lots.

COPPER—The market is rather easy. Sheet copper is firm. For ingot we quote: 17 3-4 to 18c.

INGOT TIN—The market is about steady at 31 to 32c.

LEAD PIPE—A nice business is passing at former quotations. We quote as follows: 7c. for ordinary and 7 1-2c. for composition waste, with 30 per cent. off.

IRON PIPE—The market is firm and active. We quote: Black pipe, 1-4, \$2.80 per 100 ft.; 3-8, \$2.80; 1-2, \$3; 3-4, \$3.30; 1-in., \$4.75; 1 1-4, \$6.45; 1 1-2, \$7.75; 2-in., \$10.35. Galvanized, 1-2, \$4.60; 3-4, \$5.25; 1-in., \$7.50; 1 1-4, \$9.80; 1 1-2, \$11.75; 2-in., \$16.

TINPLATES—Tinplates are very firm and scarce. Americans have been buying up any odd lots to be found. We quote as follows: Coke plates, \$4.10 to \$4.25; charcoal, \$4.70 to \$4.75; extra quality, \$5.25.

CANADA PLATE—The market is higher and goods are scarcer. We quote as follows: 52's, \$2.65; 60's, \$2.75; 75's, \$2.80; full polished, \$3.25 to \$3.50, and galvanized, \$4.25 to \$4.50.

STEEL—Unchanged. We quote: Sleigh-shoe, \$2.00; tire, \$2.05; bar, \$2; spring, \$2.75; machinery, \$2.75, and toe-calk, \$2.50.

SHEET STEEL—We quote: No. 10 to 20, \$2.50.

TOOL STEEL—Black Diamond, 8c. and Jessop's, 13c.

TERNE PLATES—The market is bare of supplies and quotations are purely nominal. Values range from \$8 to \$8.25.

COIL CHAIN—There is talk of an advance in coil chain. As yet the former prices prevail and lots of goods are selling.

THE PAGE-HERSEY IRON & TUBE CO. Limited MONTREAL

Manufacturers of

Wrought Iron Pipe

For Water, Gas, Steam, Oil,
Ammonia and Machinery.

DRAIN PIPES, PORTLAND CEMENTS, FIRE BRICKS AND CLAY SILICA AND MAGNESIA BRICKS,

with specially prepared mortar.

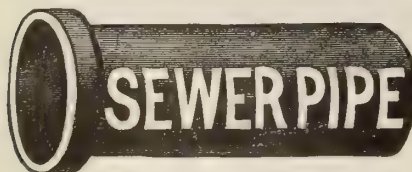
Contractors' and Founders'
Supplies.

F. HYDE & CO.

31 WELLINGTON ST., MONTREAL

.. FULL STOCK ..

Salt Glazed Vitrified



Double Strength Culvert Pipe
a Specialty.

THE CANADIAN SEWER PIPE CO.

HAMILTON, ONT. TORONTO, ONT.
ST. JOHNS, QUE.

Deseronto Iron Co.

LIMITED

DESERONTO, ONT.

Manufacturers of

Charcoal Pig Iron

BRAND "DESERONTO."

Especially adapted for Car Wheels, Malleable Castings, Boiler Tubes, Engine Cylinders, Hydraulic and other Machinery where great strength is required; Strong, High Silicon Iron, for Foundry Purposes.

We quote as follows: No. 6, 12 1-2c.; No. 5, 10 1-2c.; No. 4, 10c.; No. 3, 9 1-2c.; 1-4-inch, 7 1-4c. per lb.; 5-16, \$4.75; 5-16 exact, \$5.20; 3-8, \$4.20; 7-16, \$4; 1-2, \$3.80; 9-16, \$3.70; 5-8, \$3.50; 3-4, \$3.45; 7-8, \$3.40; 1-in., \$3.40. In carload lots an allowance of 10c. is made.

SHEET ZINC—Unchanged at \$5.75 to \$6.

ANTIMONY—Quiet, at 10c.

ZINC SPelter—Is worth 5c.

SOLDER—We quote: Bar solder, 18 1-2c.; wire solder, 20c.

GLASS.

The glass market is firm but quotations here are unchanged. We quote: First break, \$2.10; second, \$2.20 for 50 feet; first break, 100 feet, \$4; second, \$4.20; third, \$4.70; fourth, \$4.90; fifth, \$5.20; sixth, \$5.70, and seventh, \$6.20.

PAINTS AND OILS.

Business is very satisfactory for the season of the year. While lead has declined 25c. per 100 lb. owing to the easy lead market in England. Linseed oil keeps very firm and turpentine is fluctuating. It is important to note that several of the largest manufacturers of paint in the United States have raised their prices 10c. per gallon on account of the high value of linseed oil. We quote as follows:

WHITE LEAD—Best brands, Government standard, \$6; No. 1, \$5.62 1-2; No. 2, \$5.25; No. 3, \$4.87 1-2, and No. 4, \$4.50 all f.o.b. Montreal. Terms, 3 per cent. cash or four months.

DRY WHITE LEAD—\$5.25 in casks; kegs, \$5.50.

RED LEAD—Casks, \$5; in kegs, \$5.25.

DRY WHITE ZINC—Pure, dry, 6 1-4c.; No. 1, 5 1-4c.; in oil, pure, 7 1-4c.; No. 1, 6 1-4c.; No. 2, 5 1-4c.

PUTTY—We quote: Bulk, in barrels, \$1.90 per 100 lb.; bulk, in less quantity, \$2.05; bladders, in barrels, \$2.10; bladders, in 100 or 200 lb. kegs or boxes, \$2.25; in tins, \$2.55 to \$2.65; in less than 100-lb. lots, \$3 f.o.b. Montreal, Ottawa, Toronto, Hamilton, London and Guelph. Maritime Provinces, 10c. higher, f.o.b. St. John and Halifax.

LINSEED OIL—Raw, 83c.; boiled, 86c. in 5 to 9 bbls., 1c. less; 10 to 20 bbl. lots, open, net cash, plus 2c. for 4 months. Delivered anywhere in Ontario between Montreal and Oshawa at 2c. per gal. advance and freight allowed.

TURPENTINE—Single bbls., 55c.; 2 to 4 bbls., 54c.; 5 bbls. and over, open terms, the same terms as linseed oil.

MIXED PAINTS—\$1.20 to \$1.45 per gal.

CASTOR OIL—8 3-4 to 9 1-4c. in wholesale lots, and 1-2c. additional for small lots.

SEAL OIL—47 1-2 to 49c.

COD OIL—32 1-2 to 35c.

NAVAL STORES—We quote: Resins, \$2.75 to \$4.50, as to brand; coal tar, \$3.25 to \$3.75; cotton waste, 4 1-2 to 5 1-2c. for colored, and 6 to 7 1-2c. for white; oakum, 5 1-2 to 6 1-2c., and cotton oakum, 10 to 11c.

PARIS GREEN—Petroleum barrels, 18 3-4c. per lb.; arsenic kegs, 19c.; 50 and 100-lb. drums, 19 1-2c.; 25-lb. drums, 20c.; 1-lb. packages, 20 1-2c.; 1-2-lb. packages, 22 1-2c.; 1-lb. tins, 21 1-2c.; 1-2-lb. tins, 23 1-2c. f.o.b. Montreal; terms 3 per cent. 30 days, or four months from date of delivery.

Plates and Sheets

Tank, Boiler and Firebox Plates.
Lysaght's Best Steel Sheets.

Low Prices for Import to Wholesale Buyers.

Sanderson's Tool Steel ⁱⁿ Stock.

A. C. LESLIE & CO. MONTREAL.

IRON AND
BRASS

Pumps

Force, Lift and Cistern
Hand and Power.

For all duties. We can
supply your wants with
—quality the best and
prices right. Catalogues
and full information for a
request.

THE R. McDougall CO., Limited
Manufacturers, Galt, Canada.

ADAM HOPE & CO. Hamilton, Ont.

We offer from stock

Coke Tin Plates 1 C 14 x 20,

" " 1 C 20 x 28,

Galvanized Sheet Iron,

"Comet" and American Brands.

L. and F. Ingot Tin,

Straits Tin,

Ingot Copper,

Pig Lead, Spelter and Antimony.

NOVA SCOTIA STEEL CO. Limited

NEW GLASGOW, N.S.

Manufacturers of

Ferrona Pig Iron

And SIEMENS MARTIN

Open Hearth Steel

ARE YOU COMING TO
TORONTO, LONDON
and
OTTAWA EXHIBITIONS?

We are going to be at the three, so let us meet you at Toronto between the west end door of the Carriage Building, opposite main entrance to the grounds. Also in the Carriage Building at London and Ottawa, and we will show our display of Elastilite Varnish and other lines.

Arrange to meet your friends at our exhibit, where you can wait on one another in comfort, and at the same time see and learn while you wait.

The Imperial Varnish & Color Co.
LIMITED
TORONTO, ONT., CANADA.

SCRAP METALS.

There is a little more left to the market this week on account of a heavy demand for scrap lead and copper which all dealers want in fair quantities. Dealers are now paying the following prices in the country: Heavy copper and wire, 13 1-2 to 14c. per lb.; light copper, 12 to 12 1-2c.; heavy brass, 12 to 12 1-2c.; heavy yellow, 9c.; light brass, 6 1-2 to 7c.; lead, 2 1-2 to 2 3-4c. per lb.; zinc, 2 1-4 to 2 1-2c.; iron, No. 1 wrought, \$14 to \$15 per gross ton f.o.b. Montreal; No. 2 cast, \$13 to \$14; stove plate, \$8 to \$9; light iron, No. 2, \$4 a ton; malleable and steel, \$4; rags, country, 60 to 70c. per 100 lb.; old rubbers, 7 to 7 1-2c. per lb.

HIDES.

Prices are very firm under an active demand. We quote: Light hides, 7 1-2c. for No. 1; 6 1-2c. for No. 2, and 5 1-2c. for No. 3. Lambskins, 25c.; sheepskins, \$1; calfskins, 10c. for No. 1 and 8c. for No. 2.

ONTARIO MARKETS.

TORONTO, August 16, 1901.

HARDWARE.

BUSINESS for this time of the year appears to be in a more than usually satisfactory condition. In sheet metals the demand is stimulated somewhat by the strike in the United States, and in shelf and heavy hardware, although the orders are not large, a good sorting-up trade is being done. The outlook for fall trade is not promising. The light yield of wheat in Ontario is almost forgotten in view

of the bountiful harvest in Manitoba. And in Ontario the farmer is getting a good price for everything he produces, while his enormous hay crop is a further compensating influence. Prices rule steady to firm in hardware and there has been no quotable change in last week's figures. Some barb wire is going out, and a brisk sorting up trade is being done in wire nails. Cut nails are still only in moderate request. Quite a nice trade is developing in sporting goods, and a little better business is to be noted in cutlery. Builders' supplies and mechanics' tools are all in good request. The demand for rope is being fairly well maintained.

BARB WIRE—There is still some movement in this line, and prices are as before. We quote: \$3.05 per 100 lb. from stock Toronto; and \$2.82 1/2 f.o.b. Cleveland for less than carlots, and \$2.70 for carlots.

GALVANIZED WIRE—There is not much of this going out. We quote as follows: Nos. 6, 7 and 8, \$3.50 to \$3.85 per 100 lb., according to quantity; No. 9, \$2.85 to \$3.15; No. 10, \$3.60 to \$3.95; No. 11, \$3.70 to \$4.10; No. 12, \$3 to \$3.30; No. 13, \$3.10 to \$3.40; No. 14, \$4.10 to \$4.50; No. 15, \$4.60 to \$5.05; No. 16, \$4.85 to \$5.35. Nos. 6 to 9 base f.o.b. Cleveland are quoted at \$2.57 1/2 in less than carlots and 12c. less for carlots of 15 tons.

SMOOTH STEEL WIRE—There is but little movement in oiled and annealed wire, but a fairly good business is being experienced in hay-baling wire. Net selling prices are as follows: Nos. 6 to 8, \$2.90; 9, \$2.80; 10, \$2.87; 11, \$2.90; 12, \$2.95; 13, \$3.15; 14, \$3.37; 15, \$3.50; 16, \$3.65. Delivery points, Toronto, Hamilton, London and Montreal, with freights equalized on those points.

WIRE NAILS—The demand for wire nails in small lots continues brisk and prices steady. The base price is \$2.85 for less than carlots, and \$2.77 1/2 for carlots. Delivery points Toronto, Hamilton, London, Gananoque and Montreal.

CUT NAILS—Some trade is to be noted in cut nails, and it does not amount to much. Base price is \$2.45 per keg for less than carlots, and \$2.35 for carlots. Delivery points: Toronto, Hamilton, London, Montreal and St. John, N.B.

HORSE NAILS—Just a little trade is being done. Discount on "C" brand, oval head, 50 and 7 1/2 per cent. off new list, and on "M" and other brands, 50, 10 and 5 per cent. off the old list. Countersunk head 60 per cent.

HORSESHOES—Trade keeps quiet. We quote f.o.b. Toronto: Iron shoes, No. 2 and larger, light, medium and heavy, \$3.60; snow shoes, \$3.85; light steel

Binder Twine **Binder Twine**

The John Bowman
Hardware & Coal Co.,
London, Ont.

We can supply for immediate shipment:

Peoria Standard Twine, 500 feet.

Consumers Cordage Co.'s Red Cap, 600 feet.

Consumers Cordage Co.'s Blue Ribbon, 650 feet.

Shipment guaranteed day order is received.

Binder Twine **Binder Twine**

shoes, \$3.70; featherweight (all sizes), \$4.95; iron shoes, No. 1 and smaller, light, medium and heavy (all sizes), \$3.85; snow shoes, \$4; light steel shoes, \$3.95; featherweight (all sizes), \$4.95.

SCREWS—Business, as it has been for some time, is good. Discounts are: Flat head bright, 87½ and 10 per cent.; round head bright, 82½ and 10 per cent.; flat head brass, 80 and 10 per cent.; round head brass, 75 and 10 per cent.; round head bronze, 65 per cent., and flat head bronze at 70 per cent.

RIVETS AND BURRS—There is the usual steady trade to report. We quote as follows: Iron rivets, 60 and 10 per cent.; iron burrs, 55 per cent.; copper rivets and burrs, 25 and 5 per cent.

BOLTS AND NUTS—Trade continues satisfactory, and, in certain sizes of bolts, the demand exceeds the supply. We quote as follows: Carriage bolts (Norway), full square, 65 per cent.; carriage bolts full square, 65 per cent.; common carriage bolts, all sizes, 60 per cent.; machine bolts, all sizes, 60 per cent.; coach screws, 70 per cent.; sleighshoe bolts, 72½ per cent.; blank bolts, 60 per cent.; bolt ends, 62½ per cent.; nuts, square, 4c. off; nuts, hexagon, 4½c. off; tire bolts, 67½ per cent.; stove bolts, 67½; plough bolts, 60 per cent.; stove rods, 6 to 8c.

ROPE—A fairly good trade is still being done. The tone of the hemp market continues strong. Base price of sisal is unchanged at 10c., and of manila at 13½c. per lb.

BINDER TWINE—The sorting-up demand is good. We quote: Pure manila, 650 ft., 12c.; manila, 600 ft., 9½c.; mixed, 550 ft., 8½c.; mixed, 500 ft., 8 to 8½c.

SPORTING GOODS—Business shows further improvement. Quite a good movement is reported this week in cartridges, loaded shells and guns.

CUTLERY—An improved trade can also be reported in this line. The city trade is better and nearly all travellers' orders in Ontario call for cutlery.

GREEN WIRE CLOTH—Seasonably quiet with price unchanged at \$1.35 per 100 square ft.

BUILDING PAPER—The movement in this line continues fair. We quote as follows: Building paper, 30c.; tarred paper, 40c., and tarred roofing, \$1.65.

HARVEST TOOLS—A few orders have been received during the past week, but they are chiefly from outlying districts. Discount, 50, 10 and 5 per cent.

SPADES AND SHOVELS—A fair trade is reported this week. Discount, 40 and 5 per cent.

POULTRY NETTING—There is still a little of this going out. Discount, 55 per cent.

BUILDERS' HARDWARE—Quite a good trade is being experienced in most lines of builders' hardware, particularly on country account.

ENAMEL AND TIN WARE—There is not a great deal of business going out. In some lines of enameled ware the demand is brisk, particularly in preserving kettles, in some sizes of which the manufacturers have run short.

STOVES AND FURNACES—The manufacturers are beginning to make delivery of stoves and furnaces, for which quite a large number of orders have been booked.

MALLEABLE IRON FITTINGS—Jobbers in Canada have been advised of the withdrawal of prices on malleable iron fittings by certain manufacturers in the United States.

CEMENT—There is a brisk trade at steady prices. We quote barrel lots: Canadian portland, \$2.25 to \$2.75; German, \$3 to \$3.15; English, \$3; Belgian, \$2.50 to \$2.75; Canadian hydraulic, \$1.25 to \$1.50.

METALS.

Business continues good in metals. The demand for tinplates is exceptionally good, and a further advance of 25c. per box is announced in the price of coke plates. This is about the only quotable change in prices.

PIG IRON—Trade is quiet, and the ruling quotations for Canadian iron are \$17.50 to \$18 for No. 2. Prices are firm on the British market, and just steady in the United States.

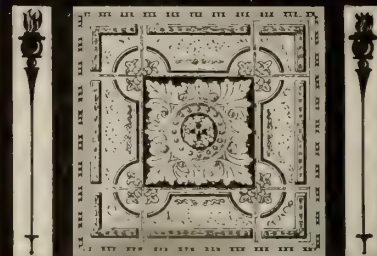
BAR IRON—The demand continues brisk, the mills still being rushed with orders. Ruling base price is \$1.85 per 100 lb.

STEEL—The market continues firm. Bessemer billets are much firmer in Pittsburgh. For spot shipment, \$24 is quoted and no concessions are being offered for delivery during the next three months. Local quotations are much as before. We quote: Merchantable cast steel, 9 to 15c. per lb.; drill steel, 8 to 10c. per lb.; "B C" and "Black Diamond" tool steel, 10 to 11c.; Jessop's, Morton's and Firth's tool steel, 12½ to 13c.; toe calk steel, \$2.85 to \$3; tire steel, \$2.30 to \$2.50; sleighshoe steel, \$2.10 to \$2.25; reeled machinery steel, \$3; hoop steel, \$3.10.

GALVANIZED SHEETS—The market is decidedly firm. The quotations being received from Great Britain show an advance of £2 per ton over the figures of a month ago. Prices in Canada are now retailed below the figures ruling in primary markets. This is because some houses have stocks which they are prepared to dispose of at figures lower than the condition of the market warrants. British galvanized sheets are firm at \$4.50 in case lots and \$4.65 in smaller quantities. American sheets rule at \$4.40.

OUR METALLIC CEILINGS AND WALLS

Are both artistic and serviceable.
Popularly used by practical people
everywhere.



Easily applied—most moderate in cost—fire-proof, sanitary and wonderfully durable—with countless designs to select from.

Write us for booklet telling all about them.

METALLIC ROOFING CO., Limited
Wholesale Mfrs. TORONTO, CANADA.

IF YOU WANT LIGHT

BUY

Radiant Shelby Incandescent Lamps.

Electrolite Acetylene Gas Lamps.

Improved Gasoline Lamps.

Banner Cold Blast Lanterns.

Climax Safety Tubular Lanterns.

Banner Lamp Burners.

Write for prices.

Manufactured by

Walter Grose,
Montreal, sole
selling agent

The Ontario Lantern Co.

—Hamilton, Ont.

BLACK SHEETS—The demand has been good during the past week. We quote: Common, \$3.15 for 28 gauge and dead flat \$3.50 for 26 gauge.

CANADA PLATES—Prices have advanced about £1 per ton in Great Britain during the past month, and higher figures must rule here before a great while. There has been a little more activity in trade during the past week. We quote all dull, \$2.90; half polished, \$3; and all bright, \$3.50.

TIN—A fair trade has been done in small lots. The outside markets are weak and lower. On Wednesday spot tin declined £1 12s. 6d. in London and futures £1 17s. 6d. The decline was attributed to low offerings from the East. The New York market is quiet and easy. The ruling price locally is 31½c. per lb.

TINPLATES—Coke plates have been advanced 25c. per box, and we now quote I. C. at \$4.75. The demand is good,

and as there have also been shipments made to the United States, local stocks are short.

TINNED SHEETS—Very little is being done, but for this time of the year the demand is fair. We quote 28-gauge at 8½c. per lb.

COPPER—The market is weak and prices in New York have touched the lowest point for three years. On Tuesday there was a drop of 11s. 3d. There has been a good trade on the local market in ingot copper during the week and a fair trade in sheet copper. We quote ingot at 17¾c., bars at 23 to 25c., sheet at 24 to 24½c., and planished at 32c.

BRASS—Trade is quiet and discount on rod and sheet unchanged at 10 per cent.

SOLDER—Trade is fair. We quote: Half-and-half, guaranteed, 19½c.; ditto, commercial, 19c.; refined, 18½c., and wiping, 17c.

IRON PIPE—A good trade is being done this week and prices rule steady. Black pipe is quoted at \$5.40 for 1 in. and galvanized at \$7.95 per 100 feet.

LEAD—Business continues quiet and price unchanged at 4¼ to 4½c. per lb.

ZINC SPelter—Trade is quiet both here and on the outside markets. We quote 5½ to 6c. per lb.

ZINC SHEETS—New zinc sheet that was bought early is now arriving, and, as it cost less, dealers are quoting lower prices. We quote ¼c. lower at 6c. for cask lots and 6¼c. for smaller quantities.

ANTIMONY—Business is still quiet and prices unchanged at 10½ to 11c. per lb.

PAINTS AND OILS.

There is little doing, and as market conditions are unchanged, there is practically nothing to report. We quote as follows:

WHITE LEAD—Ex Toronto, pure white lead, \$6.37½; No. 1, \$6; No. 2, \$5.67½; No. 3, \$5.25; No. 4, \$4.87½; genuine dry white lead in casks, \$5.37½.

RED LEAD—Genuine, in casks of 560 lb., \$5.25; ditto, in kegs of 100 lb., \$5.50; No. 1, in casks of 560 lb., \$4.50; ditto, kegs of 100 lb., \$4.75.

LITHARGE—Genuine, 6¼ to 6½c.

ORANGE MINERAL—Genuine, 7½ to 8c.

WHITE ZINC—Genuine, French V.M., in casks, \$7 to \$7.25; Lehigh, in casks, \$6.

PARIS WHITE—90c. to \$1 per 100 lb.

WHITING—65c. per 100 lb.; Gilders' whiting, 80c.

GUM SHELLAC—In cases, 22c.; in less than cases, 25c.

PARIS GREEN—Bbls., 18¾c.; kegs, 19c.; 50 and 100-lb. drums, 17½c.; 25-lb. drums, 20c.; 1-lb. papers, 20½c.; 1-lb. tins, 21½c.; ½-lb. papers, 22½c.; ½-lb. tins, 23½c.

PUTTY—Bladders, in bbls., \$2.10; bladders, in 100 lb. kegs, \$2.25; bulk in bbls., \$1.90; bulk, less than bbls. and up to 100

lb., \$2.05; bladders, bulk or tins, less than 100 lb., \$2.90.

PLASTER PARIS—New Brunswick, \$1.90 per bbl.

PUMICE STONE—Powdered, \$2.50 per cwt. in bbls., and 4 to 5c. per lb. in less quantity; lump, 10c. in small lots, and 8c. in bbls.

LIQUID PAINTS—Pure, \$1.20 to \$1.30 per gal.

CASTOR OIL—English, in cases, 9½ to 10c. per lb. and 10 to 10½c. for single tins.

LINSEED OIL—Raw, 1 to 4 barrels, 86c.; boiled, 89c.; 5 to 9 barrels, raw, 85c.; boiled, 88c., delivered. To Toronto, Hamilton, Guelph and London, 2c. less.

TURPENTINE—Single barrels, 56c.; 2 to 4 barrels, 55c., delivered. Toronto, Hamilton and London 1c. less. For less quantities than barrels, 5c. per gallon extra will be added, and for 5-gallon packages, 50c., and 10-gallon packages, 80c. will be charged.

GLASS.

The market is listless as there is little glass selling and little arriving from Europe. We quote as follows: Under 26 in., \$4.15; 26 to 40 in., \$4.45; 41 to 50 in., \$4.85; 51 to 60 in., \$5.15; 61 to 70 in., \$5.50; double diamond, under 26 in., \$6; 26 to 40 in., \$6.65; 41 to 50 in., \$7.50; 51 to 60 in., \$8.50; 61 to 70 in., \$9.50, Toronto, Hamilton and London. Terms, 4 months or 3 per cent. 30 days.

OLD MATERIAL.

Prices are firm, but there is not much doing. We quote jobbers' prices as follows: Agricultural scrap, 60c. per cwt.; machinery cast, 60c. per cwt.; stove cast, 40c.; No. 1 wrought 50c. per 100 lb.; new light scrap copper, 12c. per lb.; bottoms, 11c.; heavy copper, 12½c.; coil wire scrap, 12½c.; light brass, 7c.; heavy yellow brass, 10c. heavy red brass, 10½c.; scrap lead, 2¾c.; zinc, 2c.; scrap rubber, 6½c.; good country mixed rags, 65 to 75c.; clean dry bones, 40 to 50c. per 100 lb.

HIDES, SKINS AND WOOL.

HIDES—There is a good supply, but offerings are readily absorbed. We quote as follows: Cowhides, No. 1, 7½c.; No. 2, 6½c.; No. 3, 5½c. Steerhides are worth 1c. more. Cured hides are quoted at 8½ to 9c.

SKINS—Prices are steady throughout. The movement is moderate. We quote as follows: No. 1 veal, 8-lb. and up, 9c. per lb.; No. 2, 8c.; dekins, from 55 to 60c.; culls, 20 to 25c.; sheepskins, 90c. to \$1; lambs and pelts, 35c.

WOOL—There is a good demand, but at low figures. Our quotations are: Combing fleece, washed, 12 to 12½c., and unwashed, 7½ to 8c.

Oakey's

The original and only Genuine Preparation for Cleaning Cutlery. 6d. and 1s. Canisters.

'WELLINGTON' KNIFE POLISH

JOHN Oakey & Sons, Limited

MANUFACTURERS OF

Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England.

Agent:

JOHN FORMAN, 644 Craig Street MONTREAL



COVERT MFG. CO.

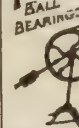
West Troy, N.Y.

Steel Carriage and Wagon Jacks,

Harness Snaps, Chain, Rope and Web Goods, etc.

FOR SALE BY JOBBERS AT MFRS. PRICES.

PRIEST'S CLIPPERS



Largest Variety, Toilet, Hand, Electric Power ARE THE BEST. Highest Quality Grooming and Sheep-Shearing Machines. WE MAKE THEM.

SEND FOR CATALOGUE TO American Shearer Mfg. Co., Nashua, N.H., USA

Don't Forget the Name...

NEWMAN'S INVINCIBLE FLOOR SPRINGS

Strong, Quick, Reliable, Effective.

Will close a door against any pressure of wind. Far ahead of ordinary door springs, pneumatic or otherwise. Ask your wholesaler.

W. NEWMAN & SONS, Birmingham.

Oneida Community Goods

HALTERS, COW TIES, SNAPS, etc., etc.,

in all sizes and styles. May be had of all jobbers throughout Canada.

Factory—NIAGARA FALLS, ONT.

MACKENZIE BROS.

HARDWARE

MANUFACTURERS' AGENTS,

Travellers covering Manitoba, Northwest Territories and British Columbia.

WINNIPEG MAN.

CORRESPONDENCE SOLICITED.

THE PULLMAN PNEUMATIC

Combined

Door Check and Spring.



for Screen Doors. Small, Simple, Strong, Perfect and Ornamental. Low in Price.

PULLMAN SASH BALANCE CO., ROCHESTER, N.Y., U.S.A.

COAL.

There is a heavy demand, and some dealers find difficulty in filling orders. There is no change in quotations on cars. We quote as follows at international bridges: Grate, \$4.75 per gross ton; egg, stove and nut, \$5 per gross ton with a rebate of 10c. off for August shipments.

PETROLEUM.

The demand is moderate, and prices are unchanged. We quote as follows: Pratt's Astral 16 to 16½c. in bulk (barrels, \$1 extra); American water white, 16½ to 17c. in barrels; Photogene, 15½ to 16c.; Sarnia water white, 15 to 15½c. in barrels; Sarnia prime white, 14 to 14½c. in barrels.

MARKET NOTES.

Zinc sheets are a little cheaper.

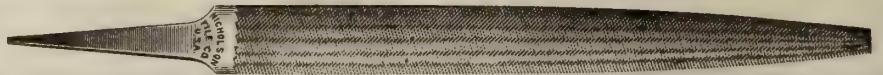
Coke plates are quoted 25c. per box higher.

SIZES OF WIRE CLOTH.

In referring to wire cloth for screening purposes the customer is to state the number of meshes per linear inch, but inasmuch as wire of various diameters is employed in making cloth of a certain number of meshes per linear inch, the character of the cloth cannot be determined unless the number of the wire from which it is woven is specified. It is important to specify the number of wire, because, for example, a 24-mesh screen woven with fine wire may have larger apertures than a 20 mesh screen woven with coarse wire. There used to be a good deal of confusion with respect to wire cloth owing to the different wire gauges employed by the different manufacturers. The difficulty has, however, been happily obviated during the last two years, the Wire Cloth Manufacturers' Association having, on March 7, 1890, adopted the Washburn & Moen, or Worcester, gauge as the standard of all iron or steel wire cloth and the old English gauge as the standard for all brass or copper wire cloth. These gauges are to be found in almost any of the engineers' pockets and from them the diameter of the apertures in a wire cloth of any mesh can be calculated readily if the number of the wire from which it is woven be specified. The mesh in wire cloth is always the number of openings in a linear inch measuring from centre to centre of wire. A linear inch will comprise, therefore, the same number of apertures and wires. Multiplying the diameter of a single wire in decimals of an inch by the number of wires in a linear inch, subtracting the product from unity and dividing the remainder by the number of meshes per linear inch, will give the diameter of each aperture in decimals of an inch.—American Engineering.

FILES

7 FACTORIES
10 BRANDS

RASPS

NICHOLSON FILE CO., Providence, R.I., U.S.A.

BRITISH PLATE GLASS COMPANY, Limited.

Established 1773

Manufacturers of **Polished, Silvered, Bevelled, Chequered, and Rough Plate Glass.** Also a durable, highly-polished material called "**MARBLETT**," suitable for Advertising Tablets, Signs, Facias, Direction Plates, Clock Faces, Mural Tablets, Tombstones, etc. This is supplied plain, embossed, or with incised gilt letters. **Benders, Embossers, Brilliant Cutters, etc., etc.** Estimates and Designs on application.

Works: Ravenhead, St. Helens, Lancashire. Agencies: 107 Cannon Street, London, E.C.—128 Hope Street, Glasgow—12 East Parade, Leeds, and 36 Paroise Street, Birmingham. Telegraphic Address: "Glass, St. Helens." Telephone No. 68 St. Helens.

FOR SALE**RE-LAYING RAILS**

350 tons 56. rail and fastenings.
75 tons 50. " " "
20 tons 14. " " "

Prompt Deliveries. Also Logging and Pit Rails

SESSENWEIN BROS., 101 Shannon Street, MONTREAL.

Globe Brand FILES AND RASPS Warranted.

FINEST MATERIAL. SUPERIOR WORKMANSHIP. LOWEST PRICES.

Our production is more than double that of all the other Canadian manufacturers combined.

For sale by all prominent hardware merchants throughout the Dominion.

Walter Grose, Montreal,
Sole Selling Agent.

THE GLOBE FILE MFG. CO.
PORT HOPE, ONT.

THE BRITISH TINPLATE TRADE.

The demand during the week for tinplates of all descriptions for near delivery has been very heavy. It is impossible to quote prices, as those sellers who are in a position to give quick delivery can practically command their own terms. For forward delivery 14s. 3d. to 14s. 6d. per box is quoted for common 14 by 20 112 sheets, 108 lb. Bessemer cokes, and 14s. 3d. to 14s. 7½d. per box for Siemens cokes f.o.b. Wales, but very little business is reported at these figures, buyers all round preferring to hold off as much as possible in anticipation of lower prices ruling ere long.

The inquiry from the Continent has been good, but few transactions have taken place, the prices makers are at present quoting preventing business to any extent. Quotations for ordinary specifications of squares and odd sizes range from 14s. 6d. to 14s. 9d. common basis f.o.b. Swansea for Bessemer cokes, Siemens cokes, 14s. 9d. to 15s. per box, with hundred pound substance at 3d., 95 lb. 4½d., 90 lb. 6d. reduction, crosses at usual extras.

There has been some inquiry from Canada for squares and odd sizes, and it is reported that sales have been made at 14s. 6d. to 14s. 9d. common basis Bessemer coke finish f.o.b. Wales, reasonable delivery.

The British Columbian market is very quiet just now.

The home trade remains quiet, buyers for this market preferring to wait events before placing orders of any moment, and only a very limited business has been done.—Iron and Coal Trade Review, August 2.

A PAVEMENT OF GLASS.

The glass pavement which is making its way in Paris is exciting the interest of the curious. Its inventor is a Mr. Garcher, who manufactures his product from finely crushed glass, which is subjected to great heat and heavy pressure. The result is a substance which is said to be less affected by wear than the best and hardest granite, and to support a pressure of over 10,000 lb. to the square inch. To break a slab of the material a weight of nearly five tons falling from the height of three feet was necessary. This glass pavement is being laid down at the expense of the inventor in several test places where the traffic is exceptionally heavy. If at the end of five years the pavement has worn well, the municipal has undertaken to adopt it on a large scale; if not, Mr. Garcher, who evidently has confidence in his material, is under contract to replace the old pavement at his own cost. The new pavement is said to be noisy.—Architects' and Builders' Journal.

GLASS THAT DIFFUSES LIGHT.

GLASS is becoming a more important building factor every day," said a contractor whose men have put up the steel skeleton of many a Chicago skyscraper, "but not the kind of glass we formerly used. The theory of scientific diffusion of light has put plain, ordinary window glass out of the running entirely. In its place we have half a dozen different kinds of looking glass through which one cannot see, but which greatly intensify the light which comes through them.

"It is only within the last few years that corrugated, ribbed, ground figured and prismatic glass has been used to any extent. At first the various sorts of glass which diffuse the light were taken up by factories, the rooms of which generally have to be lighted from one side. Plain glass made the light too strong near the windows and left them too dark in the centre. The use of corrugated glass remedied the defect, as the light was diffused with more equality.

"The board of education has been much interested in the development of the use of this glass. It has been used in some of the new school buildings. It is especially useful where high buildings are built up close around the school. Rooms which would be insufficiently lighted otherwise are made satisfactory by its use.

"Corrugated or ribbed glass of various forms will be used extensively in all of the big buildings now under construction in this city. Wherever an outlook is not absolutely necessary, this sort of glass gets the preference. It permits the construction of rooms of greater depth. Many stores in the business district have inserted corrugated glass above their plate glass show windows, and the light is carried back many additional feet.

"The theory that the use of corrugated or figured glass is not healthful is no longer generally held. Tests which have been made prove that diffused light will kill germs as quickly as the direct rays of the sun.

"The varieties of glass of this sort are steadily increasing in number and decreasing in cost. It can now be had with corrugations on one or both sides, with different sorts of fancy figures and ribbed in different ways."

BRAINS NOT APPRECIATED.

Report says that certain officials and employes of the Southern Pacific suffered such severe attacks of "Texas oil fever" that it became necessary for that company to issue an official circular forbidding all employes engaging in other business than that of serving the company. This, of

course, will be a shock to those "working-men" who, following Mr. Schwab's advice, were attempting to use their brains instead of muscle to lift them to higher walks of life. The "straw that broke the camel's back" with the Southern Pacific, so the story goes, was the action of a certain official who was sent to the Texas oil fields by the company for the purpose of advancing the interests of the company, but who did not permit the opportunity to pass to advance his own interests. With due respect to the Southern Pacific's interests, the attention of that company is called to the fact that the official who "feathered his own nest" was only availing himself of the opportunity that Mr. Schwab says comes to all "brainy" men.—Locomotive Firemen's Magazine.

CRUCIBLE-STEEL TRADE IN SHEFFIELD.

There is no change for the better in the crucible-steel department, and some of the leading houses declare that things have not been so bad for twenty years. The export to continental countries is but a fraction of the normal quantity. The orders from Germany (usually Sheffield's best customer for tool-steel) have dwindled almost to nothing, and users there report that trade is in a desperately bad condition. The constant introduction of new brands of tool steel, capable of cutting at speeds hitherto unheard of, is probably disturbing and redistributing trade among the various makers. Some of these brands already command a good sale.—Ironmonger.

PERSONAL MENTION.

Mr. John Irving, of the Nova Scotia Steel and Coal Company, New Glasgow, N.S., is looking up business in Toronto and the west.

TO STUDY INDUSTRIAL CANADA.

On Saturday last a labor delegation from England arrived in Montreal on the steamer Lake Champlain. The members of the party are: S. H. Whitehouse, a delegate from the Somerset Miners' Association; Mr. Stuart Uttley, a delegate from the Sheffield File Cutters' Association, and E. A. Washer, a delegate from the Bristol Bricklayers' Association.

The intention of the delegation is to make a thorough inspection of manufacturing establishments doing business in the lines in which they are interested in Canada and the United States. Special attention will be paid to manufacturing methods. The natural resources of Canada will also be carefully studied, as a possible field for the investment of British capital.

DIAMOND GRAPHITE PAINT

The very best covering and ANTI-RUST Paint for all Metallic structures.

THE
CANADA PAINT COMPANY
LIMITED
MONTREAL



**For MACHINES,
BRIDGES and
GIRDERS.**

**Resists
Corrosion**

and gives a beautiful finish. The IDEAL Paint for economy and durability. Correspondence invited.

THE
CANADA PAINT COMPANY
LIMITED
TORONTO

MANITOBA MARKETS.

WINNIPEG, August 12, 1901.

HARDWARE AND PAINTS, OILS
AND GLASS.

THE carpenters' strike, which is now on, if at all prolonged, is going to materially affect building operations. Many of the large buildings have reached a stage where carpenter work is essential to further progress. At present both sides seem very firm. It is understood on good authority that the attempt of contractors to get carpenters among the incoming harvest hands has not been successful, the men refusing to work as soon as they knew a strike was on. Threshers' supplies of all kinds are in good demand. Gangs are getting their outfits ready, as it is well understood that threshing will be early this year; in fact, a good many will no doubt thresh from stock if they can get sufficient help. A fair sorting business is going on in harvest tools.

About the only changes to note this week are a drop of 25c. on galvanized iron and 1/4c. per lb. on sisal rope, making the price 10 1/2c. base.

The idea prevailed that the harvest would be later than usual, owing to the weight of the crops, but contrary to expectations the harvest is fully ten days earlier than usual. The implement men who were moving along quietly suddenly found that they would have to rush, and the fact is a good many houses have worked night and day this week to fill the demand for reapers and binder twine. How the twine will hold out it is impossible to say at this stage of the game, but owing to the very heavy crop it will take more twine than usual per acre to bind.

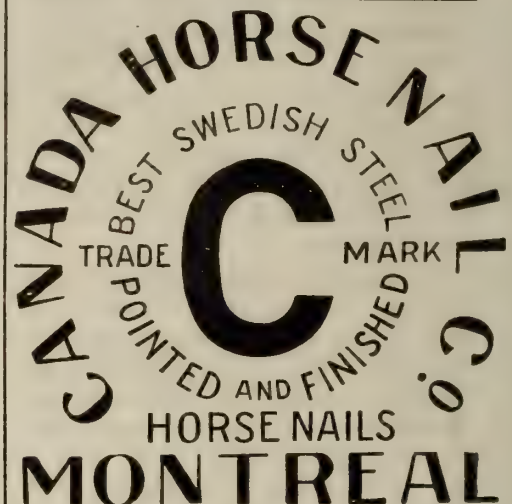
Quotations for the week are as follows:

Barbed wire, 100 lb.	\$3 45
Plain twist	3 45
Staples	3 95
Oiled annealed wire	10 3 95
"	11 4 00
"	12 4 05
"	13 4 20
"	14 4 35
"	15 4 45
Wire nails, 30 to 60 dy, keg.	3 50
" 16 and 20	3 60
" 10	3 60
" 8	3 70
" 6	3 75
" 4	3 90
" 3	4 15
Cut nails, 30 to 60 dy.	3 10
" 20 to 40	3 15
" 10 to 16	3 20
" 8	3 25
" 6	3 30
" 4	3 40
" 3	3 75
Horsenails, 45 per cent. discount.	
Horseshoes, iron, No. 0 to No. 1	4 65
No. 2 and larger	4 40
Snow shoes, No. 0 to No. 1	4 90
No. 2 and larger	4 40
Steel, No. 0 to No. 1	4 95
No. 2 and larger	4 70
Bar iron, \$2.60 basis.	
Swedish iron, \$5.00 basis.	
Sleigh shoe steel	3 25
Spring steel	3 25
Machinery steel	3 75
Tool steel, Black Diamond, 100 lb.	8 50
Jessop	13 00
Sheet iron, black, 10 to 20 gauge, 100 lb.	3 50
20 to 26 gauge	3 75
28 gauge	4 00
Galvanized American, 16 gauge	2 29

18 to 22 gauge	4 25
24 gauge	4 50
26 gauge	4 75
28 gauge	5 00
Genuine Russian, lb.	12
Imitation	8
Tinned, 24 gauge, 100 lb.	7 75
26 gauge	8 00
28 gauge	8 50
Tinplate, IC charcoal, 20 x 28, box	10 75
IX	12 75
IXX	14 75
Ingot tin	33
Canada plate, 18 x 21 and 18 x 24	3 25
Sheet zinc, cask lots, 100 lb	7 00
Broken lots	7 50
Pig lead, 100 lb.	6 00
Wrought pipe, black up to 2 inch	50 an 10 p.c.
Over 2 inch	50 p.c.
Rope, sisal, 7-16 and larger	\$10 75
3/4	11 25
1/2 and 5-16	11 75
Manila, 7-16 and larger	14 00
3/4	14 50
1/2 and 5-16	15 00
Solder	20
Cotton Rope, all sizes, lb.	17
Axes, chopping	\$ 7 50 to 12 00
double bitts	12 00 to 18 00
Screws, flat head, iron, bright	87 1/2
Round	82 1/2
Flat brass	80
Round	75
Coach	57 1/2 p.c.
Bolts, carriage	55 p.c.
Machine	55 p.c.
Tire	60 p.c.
Sleigh shoe	65 p.c.
Plough	40 p.c.
Rivets, iron	50 p.c.
Copper, No. 8	35
Spades and shovels	40 p.c.
Harvest tools	50, and 10 p.c.
Axe handles, turned, s. g. hickory, doz.	\$2 50
No. 1	1 50
No. 2	1 25
Octagon extra	1 75
No. 1	1 25
Files common	70, and 10 p.c.
Diamond	60
Ammunition, cartridges, Dominion R.F.	50 p.c.
Dominion, C.F., pistol	30 p.c.
military	15 p.c.
American R.F.	30 p.c.
C.F. pistol	5 p.c.
C.F. military	10 p.c. advance.
Loaded shells:	
Eley's soft, 12 gauge black	16 50
chilled, 12 gauge	18 00
soft, 10 gauge	21 00
chilled, 10 gauge	23 00
Shot, Ordinary, per 100 lb	6 25
Chilled	6 75
Powder, F.F., keg	4 75
F.F.G.	5 00
Tinware, pressed, retinned	75 and 2 1/2 p.c.
plain	70 and 15 p.c.
Graniteware, according to quality	50 p.c.
PETROLEUM.	
Water white American	25 1/2c.
Prime white American	24c.
Water white Canadian	22c.
Prime white Canadian	21c.
PAINTS, OILS AND GLASS.	
Turpentine, pure, in barrels	\$ 61
Less than barrel lots	66
Linseed oil, raw	90
Boiled	93
Lubricating oils, Eldorado castor	25 1/2
Eldorado engine	24 1/2
Atlantic red	27 1/2
Renown engine	41
Black oil	23 1/2 to 25
Cylinder oil (according to grade)	55 to 74
Harness oil	61
Neatsfoot oil	\$ 1 00
Steam refined oil	85
Sperm oil	1 50
Castor oil	11 1/2
Glass, single glass, first break, 16 to 25	
united inches	2 25
26 to 40	per 50 ft. 2 50
41 to 50	" 100 ft. 5 50
51 to 60	" " 6 00
61 to 70	per 100-ft. boxes 6 50
Putty, in bladders, barrel lots	per lb. 2 1/2
kegs	2 1/2
White lead, pure	per cwt. 7 00
No. 1	6 75
Prepared paints, pure liquid colors, according to shade and color, per gal.	\$1.30 to \$1.90

The
Man
Who
Buys

When a man buys horsenails, he should consider not only the price, but the quality and general reputation of the brands offered him. He will find that the "C" brand horse nails are admitted by all who have ever sold or used them, to be the best to handle, because they never give the seller any trouble whatever. Once sold, they are never returned by reason of any faults; they are faultless, and represent the perfection of horse nail manufacture in Canada. This statement is no idle boast. We have been engaged in making horse nails only in Canada since 1865, a period of 36 years, and our



"C" brand has never been equalled in quality, pattern or finish by any maker. We make the best goods that can be produced; use the best material; and get the best price. You can safely judge of the merits of rival brands of horse nails by the prices asked—the best article always sells at the best price, and the poorest article at the lowest price. If you want horse nails that will hold your farrier trade, you can depend upon the "C" brand as you can upon no other. We shall appreciate your kind preference in ordering.

...Canada...
Horse Nail Co.
MONTREAL.

ADVERTISING in WESTERN CANADA

will be Carefully Efficiently, and Promptly
attended to, by

The Roberts Advertising Agency,
WINNIPEG CANADA.

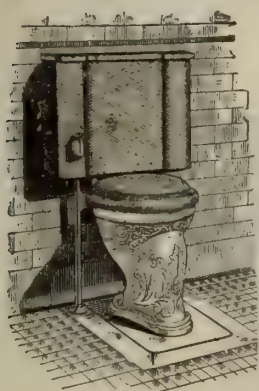
1879 ESTABLISHED 1879

Essex Handle and Wood Turning Works

Late of Essex, now LEAMINGTON, ONT.

Makers of Axe, Fork, Rake, Hoe, Sledge, Broom, Hammer and all kinds of Handles. Neck Yokes, Singletrees and Doubletrees, Bench Saws, Exercise Clubs, Baseball Bats, etc., etc. Do you sell any Shaved Pattern and Octagon Axe Handles? The largest and best trade in Canada does, because they give best satisfaction. All stock air-dried, not kiln-dried. If you are going to be in it, place your order with

GARDNER BROS. & CO.



**LOW TANK
WATER CLOSET
COMBINATIONS
THE MOST PER-
FECT ON THE
MARKET
NOISELESS IN
ACTION
BEAUTIFUL
DESIGNS.**

Write for Catalogue,
**The James Morrison
Brass Mfg. Co.**
Limited
TORONTO, ONT.

IT'S FOR THE BARN



and every farmer who has used it or any other fellow who has used it on barn, fence, roof, and outbuildings, or anything that requires paint is pleased with it, because he knows he has a paint, though cheap, is just right for that kind of work and he can't afford to pay for high-grade paints and doesn't need to when he has

RAMSAYS OUTSIDE PAINTS

There's a profit in these paints to the dealers who will show them to their customers and solicit a trade for a paint to cover and preserve the roof, bridge, fence, or any stick standing that ought to be painted. We have cards showing nine colors.

A. Ramsay & Son

PAINTMAKERS,

Est'd 1842.

MONTREAL.

ONTARIO SILVER CO.,

Limited,

NIAGARA FALLS, CANADA.

Manufacturers of **FLATWARE, CUTLERY and
ELECTRO PLATE.**
Ask for our Catalogue and Quotations.



**Ontario Nut Works, Paris
BROWN & CO.**

Manufacturers of
All sizes of Hot Pressed
Nuts, Square and Hexagon.

The Best Coal Oil Imported into Canada is

Pennoline

BRAND.

Made from Pennsylvania Crude.

Our Cheaper Brands are: ————

"Crystal Spray," W. W. American Oil.

"Silver Light," Prime White Oil.

We handle nothing but
the best product of Ameri-
can refiners.

Try a sample barrel of
Pennoline before buying
your Fall supply.

The **Atlantic
Refining Co.**
TORONTO.

THE ART OF WINDOW DRESSING.

BY C. M. DOXSEE.

TWENTY FIVE years ago hardware merchants gave little attention to the arrangement of goods in the front windows of their stores. A collection of such articles as were handy was sufficient to inform the passers by that "this is a hardware store," and as everyone went to the hardware store to get his "hardware" very little else was necessary. Too many merchants to-day are trying to do business on 25-year-old methods. Their sign "Hardware" is nailed over the door, their store windows indicate that they keep hardware for sale, and they are content to passively wait for what trade may come their way.

The twentieth century way of doing business is one of activity and not passivity. The hardware merchant encounters its "strenuous life" on every hand, and if he gains his share of success he must be diligent in wooing and winning the trade to his store.

ALWAYS BEFORE THE PUBLIC.

One of the best methods of doing this is through the front window, and the measure of success will depend upon the manner in which the window is used. The front window is a cheap advertising medium, and when properly used it brings greater returns for the expenditure than any other method. It is always an open book to the public. It always occupies a preferred position. From it the stranger gets his impression of the character of the store. It has its influence in drawing permanent customers or in repelling them.

MUST OBEY FUNDAMENTAL RULES.

The merchant, then, to get the most profit out of his window display should give it some intelligent thought and a little practical attention. In the matter of artistic and elaborate display the city merchant has a decided advantage over his country cousin. He has a larger stock from which to select his material, and has access to decorative helps about which the country merchant knows nothing. This need not, however, deter the country dealer from at least making an attempt to make his store window attractive to the public. He need not be a skillful decorator to produce a good window, any more than he need be a professional to write a good advertisement for the newspaper. A few fundamental rules he should keep in mind and follow in all of his window work.

CLEAN WINDOWS.

In the first place the front windows should be kept clean. The merchant who desires "to have and to hold" new customers is careful to greet them every day with a clean face. Why should he not do likewise with clean windows? Dirt in either case leaves the same impression. If he wishes his goods to be seen from the outside he must make it possible for people to see through his windows. Again, the merchant should keep in mind the idea of oneness in arranging his window. One kind of goods; one article; one class of articles; one price; some one thing that attracts the attention of even the most casual observer and makes an indelible impression upon his mind. In this respect many merchants

fail. Their idea of window advertising is the same as newspaper advertising—i.e., that the space is practically wasted if they do not display a sample of nearly everything they keep for sale in the store at the same time. They might as well put their time to some other use. Only one result can possibly follow an arrangement of this kind. The one whose interest it is designed to arouse can have but a confused and indefinite idea of what was displayed.

The writer has seen the effect of many an otherwise attractive window largely diminished by crowding in a great many articles entirely distinct from the chief display. Let the least observant man while in the country see a flock of crows or geese, and nine chances out of ten he can tell when he re-

casual observer, and it is the casual observer whose attention the dealer wishes to attract. A display should be so simple, although it may be elaborately wrought out, that even "he who runs may read."

FREQUENT CHANGES.

A window advertisement, like a newspaper advertisement, should be changed frequently. In a country town, where a large part of the customers are farmers and who do not get to town very often, possibly two weeks may not be too long to allow a display to stand. It should, however, be changed before "familiarity breeds contempt," or becomes unsightly through the accumulation of dust. It is the frequent change that creates and holds the interest of the people and makes them think about you and talk about your store.

ATTACH PRICE CARDS.

When practicable a price should be attached to the articles exhibited. If the people are interested in the goods displayed, they are more interested in the prices. Some merchants object to advertising the prices of



A Binder Twine Window Display.

turns home what he saw. Let the same man see a flock of a half-a-dozen or a dozen different kind of birds, and nine chances out of ten a half hour after he cannot tell the name of one, or not more than one, bird that he saw. The different kinds of birds, taken collectively, confuse the mind of the

their goods for fear their competitors may use them to advantage. Any merchant who has so little business that he is always "nosing" around to find out what his competitors' prices are, that he may offer the same article at a little less price, as a general rule cuts a sorry figure as a com-

petitor, and what little business he may secure through this means is gained at such a cost in loss of reasonable profits that unless he be a consummate fool he will readily see that such a plan is neither wise nor prudent.

Prices make the window display doubly effective. Many times people will stop and examine priced goods, when they would not otherwise give them passing attention. The real competitor of the hardware merchant, is the mail order catalogue, and what would these catalogues be worth were the prices left out? In looking over the advertisements in the city papers, it is the price that attracts attention as much as the description or picture of the article.

THE FOUR RULES.

Sales that are directly traceable to the window display in the majority of cases, I venture to say, are made because of the price attached to the goods. These four fundamental rules, then, should be observed to make the window display most effective:

1. Clean window.
2. Unity of display.
3. Frequent changes.
4. Price cards.

There is no retail store, millinery excepted, that affords to the ladies the material for such attractive displays as the hardware. There are scores of useful and profitable articles in every store that will be bought if seen. Women like to see the new and useful devices for the kitchen, and the store window is the proper place to bring these goods to their attention.

CONSTRUCTION OF WINDOW.

That a window may be available at all seasons of the year, free from flies in summer and frost in winter, it should be boxed up. About half way up from the floor of the window to the ceiling, and three or four feet back from the window may be built a background made of matched ceiling lumber. Above this to the ceiling glazed sash may be placed so as to admit the light into the store from the upper part of the window. A door should be placed in this background large enough to allow easy passage, and through which articles for display may be taken.

If a merchant does not care to go to this expense he can put the ceiling half way up and stretch cheese cloth over the top, which answers the purpose quite as well. An arrangement of this kind gives the merchant not only the floor of his window, but the back, which is the more readily observed, for display, and affords an opportunity for a more elaborate and attractive display of his wares.

SOME EXAMPLES OF DISPLAY.

Nickel goods always make a good appearance, whether exhibited as a class or as individual articles. They appear to the best advantage when placed against a black background. A good way is to place in the window a few small boxes, not so many that they seem crowded. Cover these over with black calico, letting the folds drop loosely between these boxes, then place a single article, a tea pot, coffee pot or whatever it may be, upon each box, and no more. In the background form the words "NICKEL GOODS," made from round pieces of bright tin cut out with a 3-4-inch tinner's hollow punch. Place a card in the window with some suitable text, and people will stop and look at your display and talk about it whether they buy goods or not.

Cutlery can always be arranged to attract attention. It looks well on either a white

or red background, and admits of many ways of arrangement. It is best to make a separate display for pocket knives, razors, table cutlery and shears with appropriate window cards and prices. "Our Knives Cut," "No Pull Here," "The Best Made" and "Every Pair Warranted" are suggestions.

Paint.—A merchant who sells paint can arrange a window that will make people stop and look by papering his window in imitation of a room. Hang on the walls two or three interesting pictures, whose frames have been repainted with special enamels or gilding. Place in the window a few old articles that have been retouched with special paints, placing near little groups of cans of these special paints, with a window card reading:

"OLD THINGS MADE NEW WITH B.O.E.
PAINTS,"

Special and seasonable displays are always interesting. If the dealer is handy with the drawing pencil let him draw with charcoal a fishing scene on the background. Arrange a dummy in the foreground represented as sitting on the bank fishing. A string of two or three "bullheads" by his side will give it a touch of naturalness. With fishing tackle arranged in the front of the window, with prices attached, the merchant need not worry about the sales.

A clever display which attracted attention was shown in a hardware window upon the occasion of a meeting of the country editors. On the black background was outlined with tinned carpet tacks driven into the boards two figures sitting on a box. A male figure had his arm around the waist of a female figure, and underneath were the words, "Welcome the Country Press." A huge pen and a pair of shears made from tin were suspended, one on either side. Various handles represented the clubbing list, pump was the city reporter, revolvers and knives were for the fighting editor, carpenters' adzes represented new ads., etc.

NATURALNESS.

In making a display of certain goods naturalness adds much to the attractiveness of the exhibit. If it is a hard coal stove, carpet the display floor or cover it with a sample of your oil cloth matting, set up the stove with a stove board under it, use the best Russia pipe and place a red light inside at night to give the appearance of fire. Fix up a female dummy sitting in a rocking chair, with her stocking feet upon the foot-rest, with a card reading, "Her feet are always warm at night. A 'Cheerful Home' heater in your house will do the business." People will crowd each other to see.

STRIKING DISPLAYS.

Any display in motion is always interesting. Such an attractive thing as a barrel churn would receive scarcely a passing notice, but give it some hidden motive power and people would go out of their way to see it. Any novelty display should not remain long in the window, unless it be exceptionally clever. People soon tire of it, and something new should be presented to maintain their interest.

Striking displays will always keep a crowd in front of the window, and, while sales may not be the direct result, they will bring a store prominently before the people, which cannot help but repay one for the time and trouble expended. These should only be occasional, as the best immediate results always come from exhibiting specific articles with their prices.

SOME BRIEF SUGGESTIONS.

Place a steel range in the window, build a charcoal fire, and get a neatly dressed woman to bake biscuits or cookies.

Exhibit a gasoline or oil stove in operation, with a tea kettle of water boiling. Have a pan of nicely browned biscuits partially drawn out of oven, with card bearing "Baked in ten minutes," or whatever the time may actually be, "on our Sweatless Oil Stove."

Cover the floor of display window with green sod. Fix up a dummy pushing a lawn mower. Have a card reading "A good ante-breakfast exercise. Price \$3 and up."

Make a large firecracker of stove pipe covered with red tissue paper, using 3-4-inch Manila rope for fuse. Place in centre of display of goods with prices. Have card reading "Sure to go at these 'hot' prices."

Place kitchen table in the window, have floor filled with miscellaneous articles of granite ware. Have dummy dressed in cook's costume behind table in act of canning fruit. Have on window card, "Do you use 'Everlasting' granite ware? Particular housekeepers do."—Iron Age.

A BINDER TWINE WINDOW.

In this issue we reproduce a novel binder twine window exhibit, arranged by one of our subscribers, Mr. O. M. Hudson, Bolton, Ont., which reflects credit on his skill as a window dresser. The "binder twine man" is an original idea of Mr. Hudson's and attracted considerable attention in his neighborhood. Let us enumerate some of the good points of this window. It is a seasonable display calling attention to the goods at the right time, when they are wanted. It costs little to arrange. All that is required is a straw hat, binding mitts, pipe, false face and a pair of boots. Unravel some twine for the whiskers. With the aid of a little muckilage this is easily attached to the false face, making a very good imitation beard. The rope wrapping around the bales holds the balls of twine in position for the arms and legs. The neck and head are made by simply placing one ball of twine on top of another. The sign, "Come in neighbor, and buy binder twine," adds to the effectiveness of this window.

This arrangement of binder twine is unique and it is to be hoped Mr. Hudson was rewarded by increased twine business.

Very often the window-dressing designs taken from books on this subject are elaborate and costly affairs for the average retail dealer to attempt, but here is one for simplicity and effectiveness which is hard to surpass, and we congratulate Mr. Hudson on being its originator.

We are always pleased to receive from our subscribers or friends ideas such as above on seasonable and appropriate aids to window displays.

WILL BE REPRESENTED DIRECT.

As already announced in a previous issue, Mr. A. H. Symonds has left Toronto to reside in England, at the same time resigning his agencies which he held for the Dominion.

It is understood Geo. Butler & Co., Limited, cutlery, Trinity Works, Sheffield, will in future be represented direct from the firm. Mr. J. R. Belfitt will visit Canada on their behalf at end of current month.

CATALOGUES, BOOKLETS, ETC.**AN ARTISTIC RADIATOR CATALOGUE.**

It would be difficult to conceive of anything more artistic, more thoroughly high-class in the way of printing than the 1901 catalogue of "Safford" radiators, issued by the Dominion Radiator Co., Limited, Toronto. The cover of this work is exceptionally good. It is embossed and printed in black, light grey and bronze, on a dark grey paper, bound by a dainty red cord, laced up and down the back. The centre of the cover is cut away, showing on the page under a "Safford" in pink and gold tints. The effect of the entire cover is exquisite. The inside pages are, too, fully in keeping with the artistic nature of the cover. They do not lack, however, in strong, effective advertising value, for the "Safford" radiator is dainty enough in itself to show up well in a first-class illustration. The book is replete with cuts showing the many patterns of this radiator, as well as sectional views showing the internal construction of the radiator. This catalogue is not for promiscuous distribution, but any one of the trade mentioning **HARDWARE AND METAL** can secure one by writing to the offices of the company for it.

This firm have also issued a new pocket price list, which has been found very convenient for the steamfitters in roughing-in work. This can also be had upon application.

EXPANSION JOINTS CATALOGUE.

A catalogue which should be of interest to steamfitters, etc., has just been issued by Shipman & Co., Limited, Hull, England. The increasing use of high steam pressures, and the consequent difficulties of expansion and contraction, has brought to the front many forms of pipe joints suitable for reducing the strains and preventing leakage in steam mains. This firm have made a special study of these difficulties, and embody their experience in several unique ideas in joints which are fully illustrated and described in this catalogue, which can be had for the asking. Shipman & Co., Limited, offer to advise their customers upon existing and projected ranges of piping. To facilitate replies in this connection full details should be given with inquiry.

AN INTERESTING BOOKLET.

The industrial department of the Lackawanna Railroad, in charge of William B. Hunter, and having its headquarters at 26 Exchange Place, New York City, has just issued a 300-page booklet under the caption, "Industrial Opportunities." This work treats of every town on the line, showing its population, its distance from New York and from Buffalo, its railroad facilities, its leading industries, its leading shipments, its

rate of taxation, cost of labor, rent of houses, how lighted, whether it has water-works, principal power, approximate cost of steam coal, approximate value of lands, and describing vacant lands or factories as available for manufacturing purposes. In the introduction the aim of the Lackawanna Railroad is set forth as follows:

1st. To give assistance to manufacturers in the selection of the most favorable sites for their industrial enterprises.

2nd. To help cities, towns and villages along the line to expand and broaden through the location of new industries.

Advantages of this line in the mining regions of New Jersey and Pennsylvania and the agricultural districts in the State of New York are fully set forth. Copies of the book will be forwarded on application to the Industrial Department, 28 Exchange Place, New York.

NEW IRON AND STEEL COMPANY.

Lotters patent have been issued by the Lieutenant-Governor-in-Council to Messrs. A. A. Bernard, M. D.; John Terreault, manufacturer; L. Edmour Bernard, advocate, all three of the city of St. Henri, near Montreal, in the Province of Quebec; Frank Pauze, manufacturer, and L. Arsene Bernard, druggist, the two latter of the city of Montreal, for the purpose of "conducting a process for the transformation of pig iron into steel; to forge and temper iron, steel and metal, and to manufacture articles of

iron and steel, etc.; to buy, lease or otherwise acquire, hold and work quarries, mines, workshops, stores and warehouses; to buy, lease or acquire in any way whatsoever, sell, build and make such works and buildings as may be necessary for the purposes of the company, under the name of 'The Terreault Steel and Malleable Iron Co.' with a capital stock of two hundred thousand dollars (\$200,000), divided into four thousand shares of fifty dollars each."

LINSEED OIL SUBSTITUTES.

The continued high price of linseed oil is again drawing attention to the question of substitutes. Many of these are in the market, but it is doubtful whether any one of them is suitable for the work of the painter under ordinary conditions, and it is certain that they afford no assistance whatever to the manufacturer of varnish. It is possible that, were it likely that linseed oil should maintain its present price indefinitely, something profitable might be done in developing the manufacture of hemp seed oils. Walnut and poppy oils are, of course, good for the purpose, but they are too dear. Hemp seed is probably the only material to which we could turn to augment our supplies of a good drying oil in case of necessity; and even if linseed oil should return to the old level of value—say, from £20 to £22 per ton—we believe that there is still a profitable future before it. It is possible, also, that poppy seed oil might be made at much less cost than at present. The plant is extraordinarily prolific in seed, yielding many thousandfold, and if cultivated scientifically might well repay the agriculturist. —Ironmonger.

American Sheet Steel Company

Battery Park Building
New York

Manufacturers of all varieties of
Iron and Steel Sheets
Black and Galvanized
Plain and Painted
Flat, Corrugated and
"V" Crimped

Apollo Best Bloom Galvanized
W. Dewees Wood Company's
Patent Planished Iron
W. Dewees Wood Company's
Refined Smooth Sheets
Wellsville Polished Steel Sheets

Representatives for Canada
B. & S. H. Thompson & Company
26 St. Sulpice Street
Montreal

"MIDLAND" "The Peerless"

BRAND

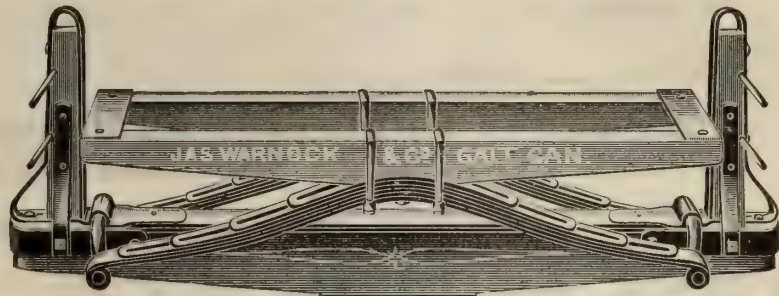
Foundry Pig Iron.

Made from carefully selected Lake Superior Ores, with Connellsville Coke as fuel, "Midland" will rival in quality and grading the very best of the imported brands.

Write for Prices to Sales Agents:

Drummond, McCall & Co.

or to MONTREAL, QUE.

Canada Iron Furnace Co. Limited
MIDLAND, ONT.

James Warnock & Co. = Galt, Ont.

is the best Bolster Spring ever produced. A fine line for the hardware trade. Write Us For Prices.

CURRENT MARKET QUOTATIONS

August 16, 1901.

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list as the desire is to make it perfectly accurate.

METALS.

Tin.

Lamb and Flag and Straits—
56 and 28 lb. ingots, per lb. 0 31½ 0 32

Tinplates.

Charcoal Plates—Bright
M.L.S., equal to Bradley. Per box
I.C., usual sizes. \$6 75
I.X., " 8 25
I.X.X., " 9 75
Famous—
I.C. 6 75
I.X. 8 25
I.X.X. 9 75
Raven & Vulture Grades—
I.C., usual sizes. 4 75
I.X. 5 75
I.X.X. 6 75
I.X.X.X. 7 75
D.C., 12½x17. 4 25
D.X. 5 00
D.X.X. 5 75
Coke Plates—Bright
Bessemer Steel—
I.C., usual sizes. 4 75
I.C., special sizes, base. 5 00
20 x 28. 9 50
Dean or J. G. Grade—
I.C., 20x28, 112 sheets. 9 00
I.X., Terme Tin. 11 00
Charcoal Tin Boiler Plates.
Cookley Grade—
X X, 14x56, 50 sheet box }
14x60, " }
14x65, " }
Tinned Sheets
72x30 up to 24 gauge. 0 07½
" 26 " 0 08
" 28 " 0 08½

Iron and Steel.

Common Bar, per 100 lbs. 1 85 1 90
Refined " 2 35
Horse Shoe Iron 2 35
Hoop steel, 1½ to 3 in. base. 3 10
Extras for smaller sizes 2 10
Sleigh Shoe Steel " base 2 30
Tire Steel. 2 50
Reeled Machinery 3 00
Tool Steel. 2 85
T. Pirth & Co's tool steel, per lb 0 12½
Jenson's tool steel 0 12½
Morton's tool steel 0 12½
Black Diamond and "B.C."
tool steel 0 10 0 11
Drill Steel, per lb. 0 08 0 10
Boiler Tubes.
1½ inch. 0 12½
2 " 0 13
3 " 0 15
4 " 0 16
5 " 0 20
6 " 0 25
Steel Boiler Plates.
¼ inch. 2 50 2 60
3-16 inch 2 60 2 70
¾ inch and thicker. 2 50 2 60
Black Sheets.
18 gauge Com. D.F. 2 85 3 00
20 gauge. 2 85 3 00
22 to 24 " 2 95 3 25
26 " 3 05 3 50
3 16 " 3 15

Canada Plates.

All dull, 52 sheets 2 90
Half polished. 3 00
All bright. 3 50
Black pipe—
½ inch. 4 65
¾ inch. 3 40
1 inch. 3 45
1½ inch. 3 70
2 inch. 3 85
2½ inch. 5 40
3 inch. 7 70
3½ inch. 9 10
4 inch. 12 50
4½ inch. 22 75
5 inch. 30 10
5½ inch. 37 50
6 inch. 42 75
6½ inch. 51 50
7 inch. 57 50
7½ inch. 74 50
Galvanized pipe—
¾ inch. 5 15
1 inch. 7 95
1½ inch. 10 80
2 inch. 12 95
2½ inch. 17 35
Galvanized Sheets.
G.C. Comet. Amer. Head.
16 gauge 4 00 3 75
18 to 24 gauge 4 00 3 85
26 " 4 25 4 10
28 " 4 50 4 35
4 40 4 50
Case lots 10 to 150. less.
28 gauge American equals 26 gauge English.

Chain.

Proof Coil, 3-16 in., per 100 lb
¾ inch. 8 90
1 inch. 4 70 5 00
1½ inch. 4 05 4 25
2 inch. 3 90 4 25
2½ inch. 3 70 4 10
3 inch. 3 65 4 05
3½ inch. 3 35 3 90
4 inch. 3 60 4 10
Halter, kennel and post chains, 40 to 40 and
5 p.c.
Cow ties. 40 p.c.
Tie-out chains. 65 p.c.
Stall fixtures. 35 p.c.
Trace chain. 45 p.c.
Jack chain, iron, single and double, dis-
count 35 p.c.
Jack chain, brass, single and double, dis-
count 40 p.c.
Copper.
Ingot
English B. S., ton lots 0 17½
Lake Superior. 0 23
Cut lengths round, ½ to ¾ in. 0 23 0 25
round and square
1 to 2 inches. 0 23 0 25
Sheet.
Plain, 14 oz., and light, 16
oz., 14x48 and 14x60 0 24 0 24½
Plain, 14 oz., and light, 16
oz., irregular sizes 0 24½ 0 25
Tinned copper sheets 0 26
Planished. 0 32
Braziers (In sheets.)
4½ft. 25 to 30 lbs. ea., per lb. 0 25
" 35 to 45 " 0 24
" 50-lb. and above, " 0 23
Boiler and T. K. Pitts
Plain Tinned, per lb. 0 28
Spun, per lb. 0 32
Brass.
Rod and Sheet, 14 to 30 gauge 10 per cent.
Sheets, hard-rolled, 2x4 0 23
Tubing, base, per ft. 0 23
Zinc Spelter
Foreign, per lb. 0 05½ 0 06
Domestic 0 06

Zinc Sheet.

5 cwt. casks. 00 6
Part casks. 00 6½
Lead.
Imported Pig, per lb. 0 04½ 0 04½
Bar, 1 lb. 0 05½ 0 05½
Sheets, 2½ lbs. sq. ft., by 0 06½
Sheets, 3 to 6 lbs. 0 06
NOTE.—Cut sheets ½ cent per lb. extra.
Pipe, by the roll, usual weights per yard, lists
at 7c. per lb. and 30 p.c. dis. f.o.b. Toronto.
NOTE.—Cut lengths, net price, waste pipe
8-ft. lengths lists at 7½ cents.

Shot.

Common, \$6.50 per 100 lb.; chilled, \$7.00
per 100 lb.; buck, seal and ball, \$7.50. Dis-
count, 17½ p.c. Prices are f.o.b. Toronto,
Hamilton, Montreal, St. John and Halifax.
Terms 3 per cent. cash, freights equalized.

Soil Pipe and Fittings.

Discount, 60 and 10 per cent. on medium and
extra heavy, and 80 per cent. on light.

Solder.

Bar half-and-half, guarant'd 0 19½
Bar half-and-half, commer'l 0 19
Refined. 0 18½
Wiping. 0 18
NOTE.—Prices of this graded according to
quantity. The prices of other qualities of
solder in the market indicated by private
brands vary according to composition.

Antimony.

Cookson's, per lb. 0 10½ 0 11

White Lead.

Pure 6 37
No. 1 do 6 00
No. 2 do 5 82½
No. 3 do 5 25
No. 4 do 4 87½
Munro's Select Flake White. 7 37½
Elephant and Decorators' Pure. 7 12½
Brandram's B. B. Genuine. 7 50
" " Decorative. 7 00
" " No. 1. 6 50
" " No. 2. 5 75
Red Lead.
Genuine, 560 lb. casks, per cwt. \$5 50
Genuine, 100 lb. kegs, per cwt. 5 75
No. 1, 560 lb. casks, per cwt. 5 25
No. 1, 100 lb. kegs, per cwt. 5 00
White Zinc Paint.
Elephant Snow White 0 08 0 09
Pure White Zinc. 0 08 0 09
No. 1. 0 06 0 07½
No. 2. 0 05 0 06½
Dry White Lead.
Pure, casks. 5 75
Pure, kegs. 6 25
No. 1, casks. 5 50
No. 1, kegs. 5 00
Prepared Paints.
In ¼, ½ and 1 gallon tins.
Pure, per gallon. 1 25
Second qualities, per gallon. 1 10
Barn (in bbls.) 0 75 0 85
The Sherwin-Williams Paints. 1 45
Canada Paint Co's Pure. 1 25
Toronto Lead & Color Co's Pure. 1 25
Sanderson Peary's Pure. 1 20
Stewart & Wood's Champion Pure. 1 20
Colors in Oil.
25 lb. tins, Standard Quality.
Venetian Red, per lb. 0 05
Chrome Yellow 0 11
Golden Ochre. 0 06
French 0 05
Marine Black. 0 09
Green 0 09
Chrome 0 08
French Imperial Green. 0 09

Colors, Dry.

Yellow Ochre (J.C.) bbls. 1 35 1 40
Yellow Ochre (J.F.L.S.) bbls. 2 75
Brussels Ochre. 1 10 1 15
Venetian Red (best), per cwt. 1 80 1 90
English Oxides, per cwt. 3 00 3 25
American Oxides, per cwt. 1 75 2 00
Canadian Oxides, per cwt. 1 75 2 00
Super Magnetic Oxides, 33p.c. 2 00 2 25
Burnt Sienna, pure, per lb. 0 10
" " " 0 10
do Raw. 0 09
Drop Black, pure. 0 09
Chrome Yellows, pure. 0 18
Chrome Greens, pure, per lb. 0 12
Golden Ochre. 0 03½
Ultramarine Blue in 28-lb.
boxes, per lb. 0 08 0 24
Fire Proof Mineral, per 100 lb. 1 00
Genuine Eng. Litharge, per lb. 0 07
Mortar Color, per 100 lb. 1 25
English Vermilion. 0 80
Pure Indian Red, No. 45 lb. 0 80
Whiting, per 100 lb. 0 55
Blue Stone.
Casks, for spraying, per b. 0 07
100-lb. lots, do. per lb. 0 08
Putty.
Bulk in bbls. 1 90
Bulk in less quantity. 2 05
Bladders in bbls. 2 10
Bladders in kegs, boxes or loose. 2 35
Bladders in 25-lb. tins. 2 65
Bladders in 12½-lb. tins. 2 65
Bladders in bulk or tins less than 100 lb. 2 90
Varnishes.
In 5-gal. lots. Per gal.
Carriage, No. 1. 2 90 3 30
" body. 3 00 3 00
" rubbing. 4 00 5 00
Gold Size, Japan. 3 00 3 40
Brown Japan. 2 40 2 80
Elastic Oak. 2 90 3 30
Furniture, extra. 2 40 2 80
" No. 1. 1 60 2 00
Hard Oil Finish. 2 70 3 10
Light Oil Finish. 3 20 3 60
Demar. 3 30 3 70
Shellac, white. 4 40 4 80
" orange. 4 00 4 40
Furniture Brown Japan. 1 60 2 00
Black Japan. 2 40 2 80
" No. 1. 1 60 2 00
The Imperial Varnish & Color Co's.,
Limited Elastite Varnish 1 gal. can, each.
\$3.00.
Granite Floor Finish per gal., \$2.75.
Maple Leaf Coach Enamels; Size 1, \$1 20;
Size 2, 70c.; Size 3, 40c. each.

Blue Stone.

Casks, for spraying, per b. 0 07
100-lb. lots, do. per lb. 0 08

Putty.

Bulk in bbls. 1 90
Bulk in less quantity. 2 05
Bladders in bbls. 2 10
Bladders in kegs, boxes or loose. 2 35
Bladders in 25-lb. tins. 2 65
Bladders in 12½-lb. tins. 2 65
Bladders in bulk or tins less than 100 lb. 2 90

Varnishes.

In 5-gal. lots. Per gal.
Carriage, No. 1. 2 90 3 30
" body. 3 00 3 00
" rubbing. 4 00 5 00
Gold Size, Japan. 3 00 3 40
Brown Japan. 2 40 2 80
Elastic Oak. 2 90 3 30
Furniture, extra. 2 40 2 80
" No. 1. 1 60 2 00
Hard Oil Finish. 2 70 3 10
Light Oil Finish. 3 20 3 60
Demar. 3 30 3 70
Shellac, white. 4 40 4 80
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" No. 1. 1 60 2 00

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Limited Elastite Varnish 1 gal. can, each.
\$3.00.
Granite Floor Finish per gal., \$2.75.
Maple Leaf Coach Enamels; Size 1, \$1 20;
Size 2, 70c.; Size 3, 40c. each.

Castor Oil.

East India, in cases, per lb. 0 10 0 10½
" " small lots. 0 10½ 0 11

Cod Oil, Etc.

Cod Oil per gal. 0 50 0 55
Pure Olive. 1 20
" Neatsfoot. 90

Glue.

Common. 0 08½ 0 09
French Medal. 0 14 0 14½
Cabinet sheet. 0 12 0 13
White, extra. 0 18 0 20
Gelatin. 0 22 0 30
Strip. 0 18 0 20
Coopers. 0 19 0 20
Hutner. 0 18

STEEL, PEECH & TOZER, Limited

Phoenix Special Steel Works. The Ickles, near Sheffield, England.

Manufacturers of

Axles and Forgings of all descriptions, Billets and Spring Steel, Tyre, Sleigh Shoe and Machinery Steel.

Sole Agents for Canada.

JAMES HUTTON & CO., - MONTREAL

HARDWARE.

Ammunition.

Cartridges.
E. B. Cap Dom. 50 and 5 per cent.
Rim Fire Pistol, dia. 40 p. c., Amer.
Rim Fire Cartridges, Dom. 50 and 5 p. c.
Central Fire Pistol and Rifle, 10 p. c. Amer.
Central Fire Cartridges, pistol sizes, Dom.
30 per cent.
Central Fire Cartridges, Sporting and Military,
Dom., 15 and 5 per cent.
Central Fire, Military and Sporting, Amer.
add 5 p. c. to list. B.B. Caps, discount 40
per cent. Amer.
Loaded and empty Shells, "Trap" and
"Dominion" grades, 25 per cent. Rival
and Nitro, 10 p. c. advance on list.
Brass Shot Shells, 55 per cent.
Primers, Dom., 30 per cent.

Wads.

Best thick white felt wadding, in ¾-lb
bags, 1 00
Best thick brown or grey felt wads, in
½-lb. bags, 70
Best thick white card wads, in boxes
of 500 each, 12 and smaller gauges
Best thick white card wads, in boxes
of 500 each, 10 gauge, 0 35
Best thick white card wads, in boxes
of 500 each, 8 gauge, 0 55
Thin card wads, in boxes of 1,000
each, 12 and smaller gauges, 0 20
Thin card wads, in boxes of 1,000
each, 10 gauge, 0 25
Thin card wads in boxes of 1,000
each, 8 gauge, 0 25
Chemically prepared black edge grey
cloth wads, in boxes of 250 each—
11 and smaller gauge, 0 60
9 and 10 gauges, 0 70
7 and 8 gauges, 0 90
5 and 6 gauges, 1 10
Superior chemically prepared pink
edge, best white cloth wads, in
boxes of 250 each—
11 and smaller gauge, 1 15
9 and 10 gauges, 1 40
7 and 8 gauges, 1 65
5 and 6 gauges, 1 90

Adzes.

Discount, 20 per cent.
Anvils.
Wright's, 80-lb. and over, 0 10 ¾
Hay Budden, 80-lb. and over, 0 09 ¾
Brooks, 0 11 ¾

Augers.

Gilmour's, discount 65 and 5 p. c. off list.

Axes.

Chopping Axes
Single bit, per doz, 5 50 10 00
Double bit, 11 00 18 00
Bench Axes, 40 p. c.
Broad Axes, 33½ per cent.
Hunters' Axes, 5 50 6 00
Boy's Axes, 5 75 6 75
Splitting Axes, 6 50 12 00
Handled Axes, 7 00 10 00

Axle Grease.

Ordinary, per gross, 5 75 6 00
Best quality, 13 00 15 00

Bath Tubs.

Zinc, 6 00
Copper, discount 15 p. c. off revised list

Baths.

Standard Enameled.
5½-inch rolled rim, 1st quality, 25 00
2nd, 21 00

Anti-Friction Metal.

"Tandem" A, per lb., 0 27
B, 0 21
C, 0 11½
Magnolia Anti-Friction Metal, per lb., 0 25
Frictionless metal, per lb., 0 23

STRACUSE SMELTING WORKS.

Aluminum, genuine, 0 45
Dynamo, 0 29
Special, 0 25
Aluminum, 99 p. c. pure "Syracuse", 0 50

Bells.

Hand.
Brass, 60 per cent.
Nickel, 55 per cent.

Cow.
American make, discount 66½ per cent.
Canadian, discount 45 and 50 per cent.
Door.
Gongs, Sargent's, 5 50 8 00
Peterboro', discount 45 per cent.
Farm.
American, each, 1 25 3 00
House.
American, per lb., 0 35 0 40
Bellows.
Hand, per doz., 3 35 4 75
Moulders', per doz., 7 50 10 00
Blacksmiths', discount 40 per cent.

Belting.

Extra, 60, 10 and 5 per cent.
Standard, 70 per cent.
No. 1, 70 and 10 p. c.

Bits.

Auger.
Gilmour's, discount 60 and 5 per cent.
Rockford, 50 and 10 per cent.
Jennings' Gen., net list.

Car.

Gilmour's, 47½ to 50 per cent.
Clark's, 40 per cent.

Expansive.

Clark's, per doz., 0 65 0 90
Diamond, Shell, per doz., 1 00 1 50
Nail and Spike, per gross, 2 25 5 20

Blind and Bed Staples.

All sizes, per lb., 0 07½ 0 12

Bolts and Nuts.

Carriage Bolts, full square, Norway, 65
" " full square, 65
Common Carriage Bolts, all sizes, 60
Machine Bolts, all sizes, 60
Coach Screws, 70
Sleigh Shoe Bolts, 72½
Blank Bolts, 62½
Plough Bolts, 60
Nuts, square, 4 c. off
Nuts, hexagon, 4½ c. off
Tire Bolts, 67½
Stove Bolts, 67½
Stove rods, per lb., 5½ to 60.
Nuts, in 5 lb. lots ¼ c. per lb. extra, in less
than 5 lb. lots, ½ c. extra.

Boot Calks.

Small and medium, half, per M., 4 25
Small heel, per M., 4 50

Bright Wire Goods.

Discount, 6 ½ per cent.

Broilers.

Light, dis., 65 to 67½ per cent.
Reversible, dis., 65 to 67½ per cent.
Vegetable, per doz., dis. 37½ per cent.
Henis, No. 8, 6 00
Henis, No. 9, 7 00
Queen City, 7 50 0 00

Butchers' Cleavers.

German, per doz., 6 00 11 00
American, per doz., 12 00 20 00

Building Paper, Etc.

Plain building, per roll, 0 30
Tarred lining, per roll, 0 40
Tarred roofing, per 100 lb., 1 65
Coal Tar, per barrel, 3 50
Pitch, per 100-lb., 0 85
Carpet felt, per ton, 45 00

Bull Rings.

Copper, \$2.00 for 2½ in. and \$1.90 for 2 in.

Butts.

Wrought Brass, net revised list

Cast Iron.

Loose Pin, dis., 60 per cent.
Wrought Steel.
Fast Joint, dis. 65, 10 and 2½ per cent.
Loose Pin, dis. 65, 10 and 2½ per cent.
Berlin Bronzed, dis. 70, 70 and 5 per cent.
Gen. Bronzed, per pair, 0 40 0 65

Carpet Stretchers.

American, per doz., 1 00 1 50
Bullard's, per doz., 6 50

Castors.

Bed, new list, dis. 55 to 57½ per cent.
Plate, dis. 52½ to 57½ per cent.

Cattle Leaders.

Nos. 31 and 32, per gross, 8 50 9 50

Cement.

Canadian Portland, 2 50 2 80
English, 3 00
Belgian, 2 50 2 75
Canadian hydraulic, 1 25 1 50

Chalk.

Carpenters Colored, per gross, 0 45 0 75
White lump, per cwt., 0 60 0 65
Red, 0 05 0 06
Crayon, per gross, 0 14 0 18

Chisels.

Socket, Framing and Firmer.
Broad's, dis. 70 per cent.
Warnock's, dis. 70 per cent.
P. S. & W. Extra 60, 10 and 5 p. c.

Churns.

Revolving Churns, metal frames—No. 0, \$8—
No. 1, \$8.50—No. 2, \$9.00—No. 3, \$10.00—
No. 4, \$12.00—No. 5, \$16.00 each. Ditto,
wood frames—20c. each less than above.
Discounts: Delivered from factories, 58
p. c.; from stock in Montreal, 56 p. c.
Terms, 4 months or 3 p. c. cash in 30 days.

Clips.

Axle dis. 65 per cent.

Closets.

Plain Ontario Syphon Jet, \$16 00
Emb. Ontario Syphon Jet, 17 00
Fittings net, 1 00
Plain Teutonic Syphon Washout, 10 00
Emb. Teutonic Syphon Washout, 11 00
Fittings net, 1 25
Low Down Teutonic, plain, 16 00
embossed, 17 00
Plain Richelieu net, 3 75
Emb. Richelieu net, 4 00
Fittings net, 1 25
Low Down Ont. Sy. Jet, plain net, 19 50
emb. d. net, 20 50
Closet connection net, 1 25
Basins, round, 14 in., 1 00
" oval, 17 x 14 in., 2 50
" 19 x 15 in., 3 75
Discount 40 p. c. except on net figures.

Compasses, Dividers, Etc.

American, dis. 62½ to 65 per cent.

Cradles, Grain.

Canadian, dis. 25 to 33½ per cent.

Crosscut Saw Handles.

S. & D., No. 3, per pair, 17½
" 5, " 22½
" 6, " 15
Boynton pattern " 20

Door Springs.

Torrey's Rod, per doz., (15 p. c.) 2 00
Coil, per doz., 0 88 1 60
English, per doz., 2 00 4 00

Draw Knives.

Coach and Wagon, dis. 50 and 10 per cent.

Drills.

Hand and Breast.
Miller's Falls, per doz. net list.

DRILL BITS.

Morse, dis., 37½ to 40 per cent.
Standard dis. 50 and 5 to 55 per cent

Common, cork-lined, dis. 35 per cent.
ELBOWS. (Stovepipe.)
No. 1, per doz., 1 40
No. 2, per doz., 1 20

Bright, 20c. per doz. extra.

ESCUTCHEONS.

Discount, 45 per cent.

ESCUTCHEON PINS.

Iron, discount 40 per cent.

FACTORY MILL CANS.

Discount off revised list, 40 per cent.

FILES AND RASPS.

Great Western, 75 and 5 per cent.
Diston, 70 " 10 "
Arcade, 75 " 5 "
Kearney & Foot, 70 " 10 "
American, 75 " 5 "
McClellan, 70 " 5 "
Eagle, 70 and 5 "
Nicholson, 70 " 10 "
Heller & Keystone 80 p. c. and 80 and 10 p. c.
Black Diamond, 60 to 60 and 10 per cent.
Jowitt's, English list, 25 to 27½ per cent.

FORKS.

Hay, manure, etc., dis. 50 and 10 per cent.
revised list.

GLASS—Window—Box Price.

Size United	Per	Per	D. Diamond	Per	Per
Inches.	50 ft.	100 ft.	50 ft.	100 ft.	100 ft.
Under 26.....	2 15	4 15			6 00
26 to 40.....	2 30	4 45			6 50
41 to 50.....		4 85			7 50
51 to 60.....		5 15			8 50
61 to 70.....		5 50			9 50
71 to 80.....		6 00			10 50
81 to 85.....		6 50			11 75
86 to 90.....					14 00
91 to 95.....					15 50
99 to 100.....					18 00

GAUGES

Marking, Mortise, Etc.
Stanley's dis. 50 to 55 per cent.

Winn's Nos. 26 to 33, each, 1 65 2 40

HALTERS.

Rope, ¾ per gross, 9 00
" ½ to ¾, 14 00
Leather, 1 in., per doz., 3 87½ 4 00
" 1½ in., 5 15 5 20
Web, — per doz., 1 87 2 45

HAMMERS.

Nail
Maydole's, dis. 5 to 10 per cent. Can. dis.
25 to 27½ per cent.

Tack.

Magnetic, per doz., 1 10 1 20
Sledge, 0 07½ 0 08½
Canadian, per lb., 0 22 0 25

Ball Peau.

English and Can., per lb., 0 22 0 25

HANDLES.

Axe, per doz. net, 1 50 2 00
Store door, per doz., 1 00 1 50

Fork.

C. & B., dis. 40 per cent. rev. list.
Hoe.
C. & B., dis. 40 per cent. rev. list.

Saw.

American, per doz., 1 00 1 25
Plane.
American, per gross, 3 15 3 75
Hammer and Hatchet.
Canadian, 40 per cent.

Cross-Cut Saws.

Canadian, per pair, 0 13½
HANGERS.
Steel barn door, 5 85
Stearns, 4 inch, 5 00
" 5 inch, 6 50

Lane's covered—
No. 11, 5-ft. run, 8 40
No. 11½, 10-ft. run, 10 80
No. 12, 10-ft. run, 12 60
No. 14, 15-ft. run, 21 00

Lane's O.N.T. track, per foot, 4½

HARVEST TOOLS.

Discount, 50 and 10 per cent.

HATCHETS.

Canadian, dis. 40 to 42½ per cent.

HINGES.

Blind, Parker's, dis. 50 and 10 to 60 per cent.
Heavy T and strap, 4-in., per lb., 0 06½
" 5-in., " 0 06½
" 6-in., " 0 06
" 8-in., " 0 05½
" 10-in., " 0 05½

Light T and strap, dis. 65 and 5 per cent.
Screw hook and hinge, 3 90
6 to 10 in., per 100 lbs., 3 00
12 in. up, per 100 lbs., Per gro. pairs, 12 00

HOES.

Garden, Mortar, etc., dis. 50 and 10 p. c.
Planter, per doz., 4 00 4 50

HOLLOW WARE.

Discount, 45 and 5 per cent.

HOOKS.

Cast Iron.
Bird Cage, per doz., 0 50 1 10
Clothes Line, per doz., 0 27 0 63
Harness, per doz., 0 72 0 88
Hat and Coat, per gross, 1 00 3 00
Chandelier, per doz., 0 50 1 00

Wrought Iron.

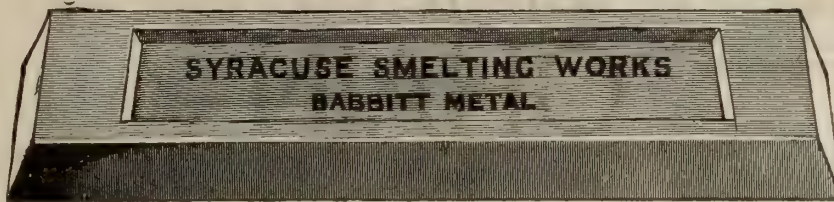
Wrought Hooks and Staples, Can., dis.
47½ per cent.

Wire.

Hat and Coat, discount 45 per cent.
Belt, per 1,000, 0 60
Screw, bright, dis. 55 per cent.

Use Syracuse Babbitt Metal

IT IS THE
BEST MADE.



For
Paper and Pulp
Mills, Saw and
Wood Working
Machinery, Cotton
and Silk Mills,
Dynamos, Marine
Engines, and all
kinds of
Machinery
Bearings.

Wire, Triangular and Bar Solder, Pig Tin, Lead, Ingot Copper, Ingot Brass, Antimony, Aluminum, Bismuth, Zinc Spelter,
Phosphor Tin, Phosphor Bronze, Nickel, etc., always in stock.

Factories: { 332 William St., MONTREAL, QUE.
and SYRACUSE, N.Y.

Syracuse Smelting Works

HORSE NAILS.
"C" brand 50 and 7½ p.c. off new list } Oval-
"M" brand 50, 10 and 5 per cent. } head
Countersunk 60 per cent.

HORSESHOES

F.O.B. Montreal.
No. 2 No. 1.
and and
larger smaller.
Iron Shoes.
Light, medium, and heavy. 3 50 3 75
Snow shoes. 3 75 4 00
Steel Shoes.
Light. 3 60 3 85
Featherweight (all sizes). 4 85 4 85
F.O.B. Toronto, Hamilton, London and
Guelph, 10c. per keg additional.
Toe weight steel shoes. 6 70

JAPANNED WARE.

Discount, 45 and 5 p.c. off list, June 1899

ICE PICKS.

Star per doz. 3 00 3 25

KETTLES.

Brass spun, 7½ p.c. dis. off new list.

Copper, per lb. 0 30 0 50

American, 60 and 10 to 65 and 5 p.c.

KEYS.

Lock, Can., dis., 45 p.c.

Cabinet, trunk, and padlock,

Am. per gross. 60

KNOBS.

Door, japanned and N.P., per

doz. 1 50 2 50

Bronze, Berlin, per doz. 2 75 3 25

Bronze Genuine, per doz. 6 00 9 00

Shutter, porcelain, E. & L.

screw, per gross. 1 30 4 00

White door knobs—per doz. 1 25

HAY KNIVES.

Discount, 50 and 10 per cent.

LAMP WICKS.

Discount, 60 per cent.

LANTERNS.

Cold Blast, per doz. 7 00

No. 3 "Wright's" 8 50

Ordinary, with oil burner. 4 00

Dashboard, cold blast. 9 00

No. 0. 5 75

LEMONGRASSERS.

Porcelain lined, per doz. 2 20 5 60

Galvanized. 1 87 3 85

King, wood. 2 75 2 90

King, glass. 4 00 4 50

All glass. 1 20 1 30

LINE.

Fish, per gross. 1 05 2 50

Chalk. 1 90 7 40

LOCKS.

Canadian, dis. 45 p.c.

Russel & Erwin, per doz. 3 00 3 25

Cabinet.

Eagle, dis. 30 p.c.

English and Am., per doz. 50 6 00

Scandinavian. 1 00 2 40

Eagle, dis. 20 to 25 p.c.

MACHINE SCREWS. Iron and Brass.

Flat head discount 25 p.c.

Round Head discount 20 p.c.

MALLETS.

Timemith's per doz. 1 25 1 50

Carpenters', hickory, per doz. 1 25 3 75

Lignum Vitae, per doz. 3 85 5 00

Caulking each. 60 2 00

MATTOCKS.

Canadian, per doz. 5 50 6 50

MEAT CUTTERS.

American, dis. 25 to 30 p.c.

German, 15 per cent.

MILK CAN TRIMMINGS.

Discount, 25 per cent.

NAILS.

Notations are: Out. Wire.

2 and 3d. \$3 45 \$3 85

3d. 3 10 3 52

4 and 5d. 2 85 3 35

6 and 7d. 2 75 3 20

8 and 9d. 2 60 3 00

10 and 12d. 2 55 2 95

16 and 20d. 2 50 2 90

30, 40, 50 and 60d. (base). 2 45 2 85

Wire nails in carlots are \$2.75

Galvanizing 2c. per lb. net extra.

Steel Out Nails 10c. extra.

Miscellaneous wire nails, dis. 70 and 10 p.c.

Coopers' nails, dis. 30 per cent.

Flour barrel nails, dis. 25 per cent.

NAIL PULLERS.

German and American. 1 85 3 50

NAIL SETS.

Square, round, and octagon

per gross. 3 38 4 00

Diamond. 12 00 15 00

NETTING.

Poultry, 55 per cent for McCullen's

OAKUM.

Per 100 lb.

Navy. 6 00

U. S. Navy. 7 25

OIL.

Water White (U.S.). 0 16%

Prime White (U.S.). 0 15%

Water White (Can.). 0 15

Prime White (Can.). 0 14

OILERS.

McClary's Model galvan. oil

can, with pump, 5 gal. 10 00

Zinc and tin, dis. 50, 50 and 10.

Copper, per doz. 1 25 3 50

Brass. 1 50 3 50

Malleable, dis. 25 per cent.

GALVANIZED PAIS.

Dufferin pattern pails, dis. 45 p.c.

Flaring pattern, discount 45 per cent.

Galvanized wasthtubs, discount 45 per cent.

PIECED WARE.

Discount 40 per cent. off list, June, 1899.

10-qt. flaring can buckets, dis. 45 p.c.

8, 10 and 14-qt. flaring pails, dis. 45 p.c.

Creamer cans, dis. 45 p.c.

PICKS.

Per doz. 6 00 9 00

PICTURE NAILS.

Porcelain head, per gross. 1 75 3 00

Brass head. 0 40 1 00

PICTURE WIRE.

Tin and gilt, discount 75 p.c.

PLANES.

Wood, bench, Canadian dis. 50 per cent.

American dis. 50.

Wood, fancy Canadian or American 7½

to 40 per cent.

PLANE IRONS.

English, per doz. 2 00 5 00

PLIERS AND NIPPERS.

Button's Genuine per doz pairs, dis. 37½

40 p.c.

Button's Imitation, per doz. 5 00 9 00

German, per doz. 0 60 2 60

PLUMBERS BRASS GOODS.

Compression work, discount, 60 per cent.

Fuller's work, discount 65 per cent.

Rough stops and stop and waste cocks, dis-

count, 60 per cent.

Jenkins disk globe and angle valves, dis-

count, 55 per cent.

Standard valves, discount, 60 per cent.

Jenkins radiator valves, discount 55 per cent.

" " standard, dis. 60 p.c.

Quick opening valves discount, 60 p.c.

No. 1 compression bath cock. 2 00

No. 4. 2 00

No. 7, Fuller's. 2 50

No. 4½. 3 00

POWDER.

Velox Smokeless Shotgun Powder.

100 lb. or less. 0 85

1,000 lb. or more. 0 80

PRESSED SPIKES.

Discount 20 to 25 per cent.

PULLEYS.

Hothouse, per doz. 0 55 1 00

Axle. 0 22 0 33

Screw. 0 27 1 00

Awning. 0 35 2 50

PUMPS.

Canadian cistern. 1 80 3 60

Canadian pitcher spout. 1 40 2 10

PUNCHES.

Saddlers', per doz. 1 00 1 85

Conductors'. 9 00 15 00

Tinners' solid, per set. 0 00 0 72

" " hollow, per set. 0 00 1 00

RANGE BOILERS.

Galvanized, 3 gallons. 7 60

" 35 " 8 25

" 40 " 9 50

Copper, 50 " 22 00

" 35 " 26 00

" 40 " 30 00

Discount off Copper Boilers 10 per cent.

RAKES.

Cast steel and malleable, 50, 10 and 5 p.c.

Wood, 25 per cent.

RAZORS.

per doz.

Elliot's. 4 00 18 00

Geo. Butler & Co.'s. 4 00 18 00

Boker's. 7 50 11 00

" King Cutter. 12 50 50 00

Wade & Butcher's. 3 60 10 00

Theile & Quack's. 7 00 12 00

REAPING HOOKS.

Discount, 50 and 10 per cent.

REGISTERS.

Discount, 40 per cent.

RIVETS AND BURRS.

Iron Rivets, black and tinned, discount 60

and 10 per cent.

Iron Burrs, discount 55 per cent.

Extras on Iron Rivets in 1-lb. cartons, ½ c.

per lb.

Extras on Iron Rivets in ½-lb. cartons, 1c.

per lb.

Copper Rivets & Burrs, 35 and 5 p.c. dis.

and cartons, 1c. per lb. extra, net.

Extras on Tinned or Coppered Rivets

½-lb. cartons, 1c. per lb.

RIVET SETS.

Canadian, dis. 35 to 37½ per cent.

ROPE ETC.

7-16 in. and larger, per lb. 10

¾ in. 11

½ and 5-16 in. 15½

Cotton, 3-16 inch and larger

5-32 inch. 21

" ½ inch. 22½

Russia Deep Sea. 15½

Jute. 8

Lath Yarn. 9½

New Zealand Rope. 10

RULES.

Boxwood, dis. 75 and 10 p.c.

Ivory, dis. 37½ to 40 p.c.

SAD IRONS.

Mrs. Potts, No. 55, polished. per set. 62½

" No. 50, nickel-plated. 67½

SAND AND EMERY PAPER.

Dominion Flint Paper, 47½ p.c. cent.

B & A. sand, 40 and 5 per cent.

Emery, 40 per cent.

Garret (Rurton's), 5 to 10 p.c. advance on list.

SAP SPOUTS.

Bronzed iron with hooks, per doz. 9 50

SAWS.

Hand Disston's, dis. 12½ p.c.

S. & D., 40 per cent.

Croscut, Disston's, per ft. 35

S. & D., dis. 35 p.c. on Nos. 2 and 3.

Hack, complete, each. 0 75

" frame only. 0 75

SASH WEIGHTS.

Sectional, per 100 lbs. 2 75

Solid. 2 00

SASH CORD.

Per lb. 0 23

SAW SETS.

" Lincoln" and Whiting, per doz. 6 10

Hand Sets, No. 1 Woodyatt (Morrill)

STANDARD CHAIN CO.,

MANUFACTURERS
OF

CHAIN

PITTSBURGH,
U. S. A.

OF ALL KINDS.

Proof Coil, B.B., B.B.B., Crane, Dredge Chain, Trace Chains, Cow Ties etc.

ALEXANDER GIBB,
Montreal.

For Provinces of Ontario and Quebec.

—Canadian Representatives—

A. C. LESLIE & CO.,
Montreal.

For other Provinces.

Lining tacks, in bulk	15
" " solid heads, in bulk	75
Saddle nails in papers	10
" " in bulk	15
Tufting buttons, 22 line, in dozens only	60
Tin capped trunk nails	15
Zinc glazier's points	5
Double pointed tacks, papers	90 and 10
" " bulk	40

TAPE LINES.

English, ass skin, per doz	2 75	5 00
English, Patent Leather	5 50	9 75
Chesterman's each	0 90	2 85
" steel, each	0 80	8 00

THERMOMETERS.

Tin case and dairy, dis. 75 to 75 and 10 p.c.	
---	--

TRAPS. (Steel.)

Game, Newhouse, dis. 25 p.c.	
Game, H. & N., P. S. & W., 65 p.c.	
Game, steel, 72½, 75 p.c.	

TROWELS.

Disston's discount 10 per cent.		
German, per doz.....	4 75	6 00
S. & D., discount 35 per cent.		

TWINES.

Bag, Russian, per lb.....	....	0 27
Wrapping, cotton, 3-ply.....		0 18½
" " 4-ply.....	....	0 23½
Mattress, per lb.....	0 33	0 45
Staging, " ".....	0 27	0 35

VISES.

Wright's	0 13½
Brook's	0 12¾
Pipe Vise, Hinge, No. 1.....	3 50
" No 2	5 50
Saw Vise.....	4 50
	9 00

ENAMELLED WARE.

White, Princess, Turquoise, Blue and White, discount 50 per cent.	
Diamond, Famous, Premier, 50 and 10 p.c.	
Granite or Pearl, Imperial, Crescent, 50, 10 and 10 per cent.	

WIRE.

Brass wire, 50 to 50 and 2½ per cent. off the list.	
Copper wire, 45 and 10 per cent. net cash 30 days, f.o.b. factory.	

Smooth Steel Wire, is quoted at the following net selling prices:

No. 6 to 8 gauge	\$2 90
" 9	2 80
" 10	2 87
" 11	2 90
" 12	2 95
" 13	3 15
" 14	3 37
" 15	3 50
" 16	3 65

Other sizes of plain wire outside of Nos. 9, 10, 11, 12 and 13, and other varieties of plain wire remain at \$2.80 base with

extras as before. The prices for Nos. 9 to 13 include the charge of 10c. for oiling. Extras net per 100 lb.: Coppered wire, 60c.—tinned wire, \$2—oiling, 10c.—special hay-baling wire, 30c.—spring wire, \$1—best steel wire, 75c.—bright soft drawn, 15c.—in 50 and 100-lb. bundles net, 10c.—in 25-lb. bundles net 15c.—packed in casks or cases, 15c.—bagging or papering, 10c.

Fine Steel Wire, dis. 17½ per cent. List of extras: In 100-lb. lots: No. 17, \$5—No. 18, \$5.50—No. 19, \$6—No. 20, \$6.65—No. 21, \$7—No. 22, \$7.30—No. 23, 7.65—No. 24, \$8—No. 25, \$9—No. 26, \$9.50—No. 27, \$10—No. 28, \$11—No. 29, \$12—No. 30, \$13—No. 31, \$14—No. 32, \$15—No. 33, \$16—No. 34, \$17. Extras net—tinned wire, Nos. 17-25, \$2—Nos. 26-31 \$4—Nos. 32-34, \$5. Coppered, 5c.—oiling, 10c.—in 25-lb. bundles, 15c.—in 5 and 10-lb. bundles, 25c.—in 1-lb. hanks, 50c.—in ¼-lb. hanks, 75c.—in ½-lb. hanks, \$1—packed in casks or cases, 15c.—bagging or papering, 10c.

Galvanized Wire, per 100 lb.—Nos. 6, 7, 8, \$3.50 to \$3.85—No. 9, \$2.85 to \$3.15—No. 10, \$3.60 to \$3.95—No. 11, \$3.70 to \$4.10—No. 12, \$3 to \$3.30—No. 13, \$3.10 to \$3.40—No. 14, \$4.10 to \$4.50—No. 15, \$4.60 to \$5.05—No. 16, \$4.85 to \$5.35. Bare sizes, Nos. 6 to 9, \$2.57½ f.o.b. Cleveland. Clothes Line Wire, solid 7 strand, No. 17,

\$4.25; No. 18, \$2.65; No. 19, \$2.35, f.o.b. Hamilton, Toronto, Montreal.

WIRE FENCING.

Galvanized barb	3 05
Galvanized, plain twist	3 05
Galvanized barb, f.o.b. Cleveland, \$2.82½ in less than carlots, and \$2.70 in carlots.	

WIRE CLOTH.

Painted Screen, per 100 sq. ft., net	1 35
WASTE COTTON, per lb.	
Colored	4½ to 5
White, according to quality	6½ to 7½
500-lb. bale lots shaded.	

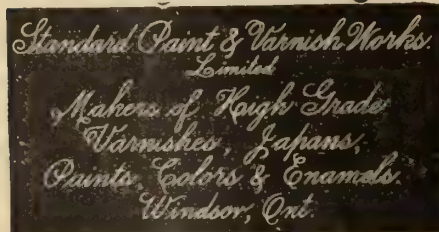
WRENCHES.

Acme, 35 to 37½ per cent.		
Agricultural, 60 p.c.		
Coe's Genuine, dis. 20 to 25 p.c.		
Towers' Engineer, each.....	2 00	7 00
" S., per doz.....	5 80	6 00
G. & K.'s Pipe, per doz.....	....	3 40
Burrell's Pipe, each.....	....	3 00
Pocket, per doz.....	0 25	2 90

WRINGERS.

Leader, per doz	\$30 0	33 00
Royal Canadian	26 00	28 00
Royal American	26 00	28 00
Sampson		30 00

Terms 4 months, or 3 p.c. 30 days.
WROUGHT IRON WASHERS.
Canadian make, discount, 40 per cent.



AXE HANDLES

Very heavy stocks
Thoroughly seasoned goods
We make a specialty of... Can ship promptly and supply the very best

"Hand Shaved"

Octagon Axe Handles

Made by
Indians

being the largest dealers in Canada in this line
Can give exceptional value.
Have 5,000 dozen of these handles
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Tilbury, Ont.

THE ADAMS STOVE PIPE REGISTER.



Design Patented
June 29, 1897.

Design Patented
August 31, 1897.

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The Adams
Company

Dubuque,
Iowa, U.S.A.



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Wood Turnings, Hand
Bench and other Screws
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Clamps, Tool Chests
Croquet, Lithographs
Wood Toys, Novelties
and also the celebrated

**Wood's Patent Car
Gate**

For Street and Steam Rail-
road Cars.

The R. BLISS MFG. CO.

Pawtucket, R.I., U.S.A.

"THE EMLYN" SAW BENCH

Made in 6 sizes. Best value obtainable. Specially designed for export. With or without "Emlyn" Patent Guard. Sole maker—

CHARLES D. PHILLIPS,

Cables— Emlyn Engineering Works,
"Machinery," Newport. NEWPORT, MON., ENGLAND.

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The words "**DUNDAS AXE**" are stamped on our hand-made "Crown Jewel" and "Perfect Jewel" Axes. Knowing the quality of these Axes, we want every one to know who made them. They will hold an edge that will cut their way to success.

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Dundas. Ont.

Montreal Agent: W. L. Haldimand, Jr.

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Cold Storage Lining

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.. Ruberoid Roofing ..

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75 YEARS.

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HEINISCH SHEARS.

Tailors' Shears,
Trimmers, Scissors,
Tinnern's Snips, etc.



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Not connected with any Shear Combination.

CHAS. F. CLARK, President.

JARED CHITTENDEN, Treasurer.

...ESTABLISHED 1849...

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Capital and Surplus, \$1,500,000.

Offices Throughout the Civilized World.

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THE BRADSTREET COMPANY gathers information that reflects the financial condition and the controlling circumstances of every seeker of mercantile credit. Its business may be defined as of the merchants, by the merchants, for the merchants. In procuring, verifying and promulgating information no effort is spared, and no reasonable expense considered too great, that the results may justify its claim as an authority on all matters affecting commercial affairs and mercantile credit. Its offices and connections have been steadily extended, and it furnishes information concerning mercantile persons throughout the civilized world.

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MONTREAL, QUE.
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THOS. C. IRVING, Gen. Man. Western Canada, Toronto.

JOHN A. FULTON, Gen. Man. Eastern Canada, Montreal.

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MARK

Nobles & Hoare.

CORNWALL ROAD STAMFORD STREET.

LONDON, ENG.

Manufacturers of

HIGH-CLASS VARNISHES ONLY

Which can be obtained direct from the works or from the principal Color Dealers in Canada.



"BRASSITE"



REGISTERED TRADE MARK.

None genuine without the above "Trade Mark."

"Gunn's"
Patent
"Grassite"
Goods.

Equal to Solid Brass in every particular. Cost less money—look and wear as well. Our sales are increasing all the time. Why not increase your sales?

THE GUNN CASTOR CO.

Limited.

KNOX HENRY, Canadian Agent, Room 32, Canada Life Bldg., MONTREAL.

Est. 1903  Inc. 1895

Black Diamond File Works

G. & H. Barnett Company

PHILADELPHIA

Twelve  Medals

Awarded
By **JURORS** at
International Expositions
Special Prize
Gold Medal at Atlanta, 1895



1901 GARDEN HOSE. 1901

We manufacture the most popular and best selling lines of Garden Hose in Canada. Our "Maltese Cross" brand we confidently recommend as the finest Garden Hose on the market.

We have other grades not quite so expensive, but good reliable brands, viz.: "Lion" (the popular medium-priced hose), "King" "Sun" and "Leader."

Our "Kinkproof" (wire wound) hose is wired by a special process controlled solely by ourselves, and is so constructed that it may be cut at any wind of the wire without loosening or uncoiling, the wire being self-gripping throughout each length.

THE GUTTA PERCHA AND RUBBER MFG. CO.
OF TORONTO, LIMITED.

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124-148 O'Hara Ave.

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NEW YORK.

Galvanized Steel Sheets,
Black Steel Sheets,
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ALL KINDS AND FOR ALL PURPOSES.

Manila Rope
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"RED THREAD" Transmission Rope from the finest quality Manila hemp obtainable, laid in tallow.

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HARDWARE

AND METAL
MERCHANT

The Weekly Organ of the Hardware, Metal, Heating, Plumbing and Contracting Trades in Canada.

VOL. XIII.

MONTREAL AND TORONTO, AUGUST 24, 1901.

NO. 34

"TANDEM" ANTI-FRICTION METAL.

The Most Economical.
The Least Wearing.
The Most Durable.
Friction Preventing.

"Tandem" Metals are better than
any other for their purpose,
and are, therefore :

Resistance Reducing.
Journal Preserving.
Power Increasing.
Lubricant Saving.

A QUALITY

For Heaviest Pressure and Medium Speed
or Heavy Pressure and High Speed.

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For Heavy Pressure and Medium Speed
or Medium Pressure and High Speed.

C QUALITY

For Medium Pressure and High Speed
or Low Pressure and Highest Speed.

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THE TANDEM SMELTING SYNDICATE, LIMITED

The largest smelters of Anti-Friction
Metals in Europe.

Queen Victoria St., London, E.C.



"FLEUR DE LIS" is not a second quality
iron. It is "Queen's Head" quality—every
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and flatness, but galvanized the same as ordin-
ary brands. If you don't require the best
galvanizing, you are safe with "Fleur de Lis,"
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For over six months out of the twelve in Canada, we have to heat our houses artificially.
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What is the most economical and satisfactory mode of heating?
Which is the best radiator—the most economical and satisfactory?
Hot-water or steam are admittedly the best methods of heating—
Because the heat is non-gaseous. The "Safford" is the best radiator—
Because it is a simple, compact and positively non-leakable radiator.

PROOF OF IT.

The "Safford" is positively non-leakable, simply because the connections at the joints are
made with patent screwed nipples, admitting of no possible leakage—no red lead; no bolts, no
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A RADIATOR THAT CANNOT LEAK SAVES MONEY FOR YOU
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The "Safford" is built in many designs and several heights. It will be found always rich in
decoration and Catchy in outline. If you wish to know all about the "Safford" Radiator send
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Head Office and Works:

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TORONTO, Canada.

"The Largest Radiator Manufacturers under the British Flag."

Lawn Mowers

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Garden Hose

LAWN SEATS

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Special Mowers

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Pitts.
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Galvanized, "Gordon Crown."
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Lead Pipe.

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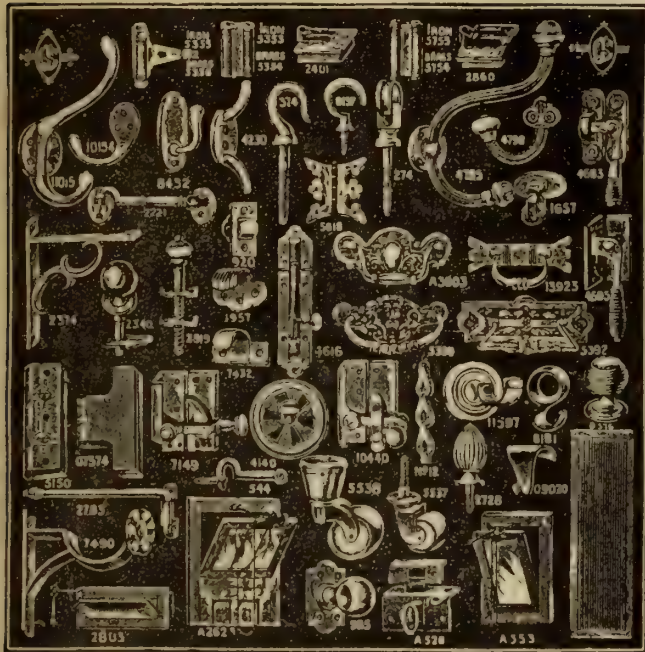
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Other Tools are very
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"YANKEE TOOLS" ARE BETTER



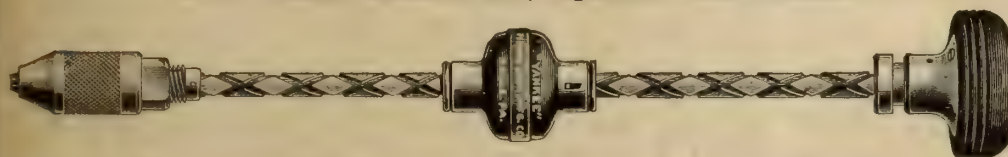
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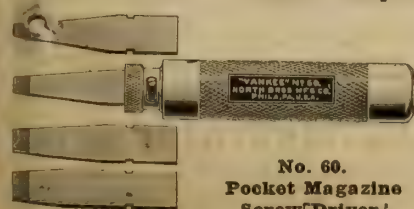
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Manufacturers also of

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Fluting Machines,
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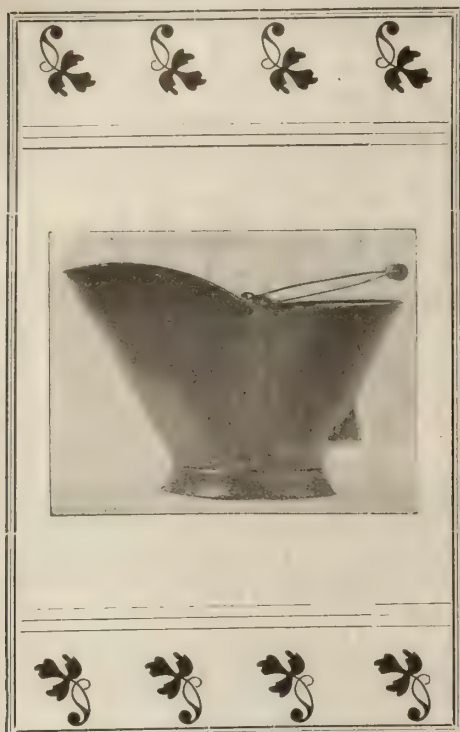
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COAL HODS

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Wire Nails

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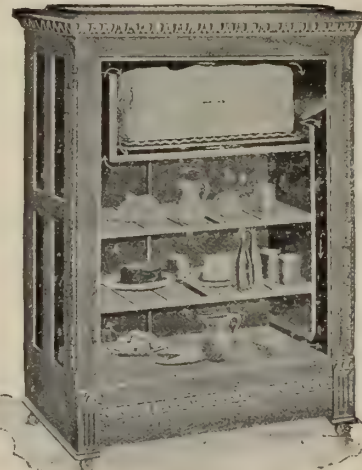
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Ash, Oak and Soft-wood Finishes.

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Positive Circulation—
Sanitary—Odorless.Latest Cleanable Fea-
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Swing Base—in and
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them doubly air-tight.Handsome Designs.
Moderate Prices.Built in the newest, largest and best equipped refrigerator plant in the East
run all the year round on refrigerators exclusively; stock goods; special
refrigerators and coolers in sections.

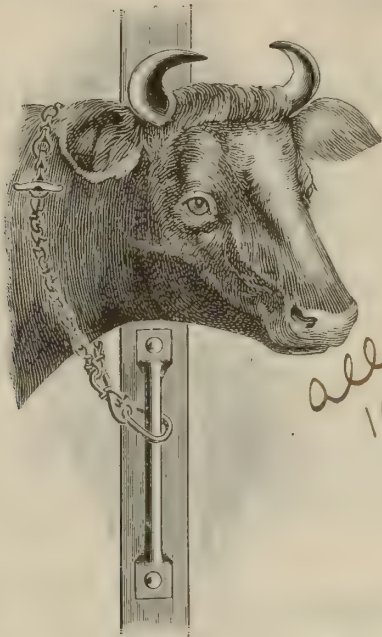
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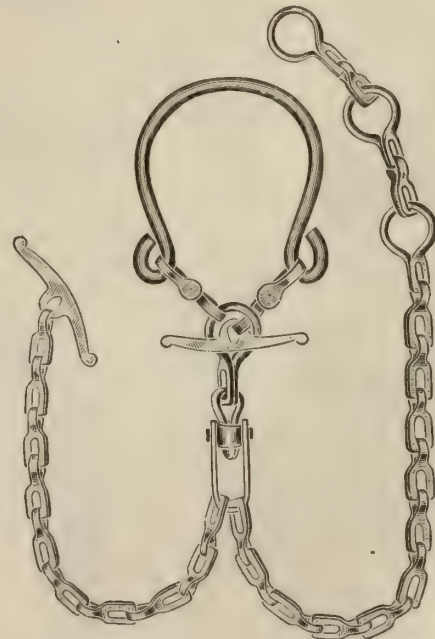
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HENRY ROGERS, SONS & CO.,

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Manufacturers of the celebrated



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We make a specialty of

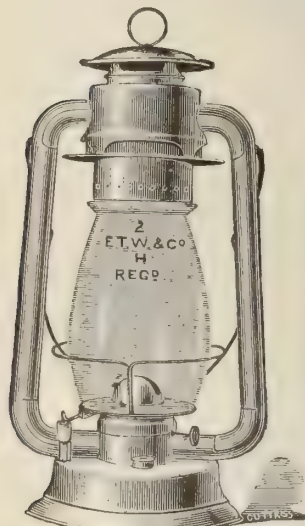
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Heavy Hardware and Metal Broker
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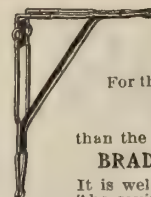


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"BRASSITE" GOODS—Gunn Castor Co.
Limited, Birmingham, Eng.

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Will Hold Up a Shelf!

That's what a shelf bracket is for.
For this purpose there can be

**NOTHING BETTER
NOTHING CHEAPER**

than the . . .

BRADLEY STEEL SHELF BRACKET

It is well **Japanned, Strong and Light.**
The saving in freight is a good profit, aside
from the **lower price** at which the goods are sold.
Order direct or through your jobber.

ATLAS MFG. CO., New Haven, Conn., U.S.A.

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Representing British and American Manu-
facturers. Correspondence invited from firms
wishing to be represented in Canada.

STEVENS

**ALL STEEL
TOOLS**

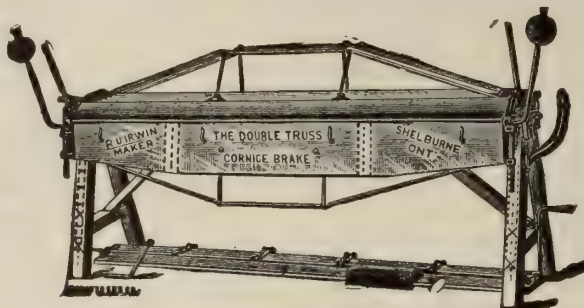
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Handled by the Leading Jobbers.

J. Stevens Arms & Tool Co., P.O. Box 217 Chicopee Falls, Mass., U.S.A.



This eight-foot Brake bends 22-gauge iron
and lighter, straight and true.

Price, \$60

Very handy beader attachment, \$15 extra
if required.

Send for circulars and testimonials to

**The Double Truss Cornice
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SHELBURNE, ONT.

The Latest and Best.

H. & R. Automatic Ejecting Single Gun.

Steel and Twist Barrels
in 30 and 32-inch.
12 Gauge.

Model
1900.



Harrington & Richardson Arms Co.

Worcester, Mass., U.S.A.

Descriptive Catalogue on request.

We want progressive, hustling dealers to make

...THE...

"London" Fence Machine

a specialty. It is just what the farmers are
looking for.

WOODSTOCK, ONT., July 27th, 1901.

THE LONDON FENCE MACHINE CO.

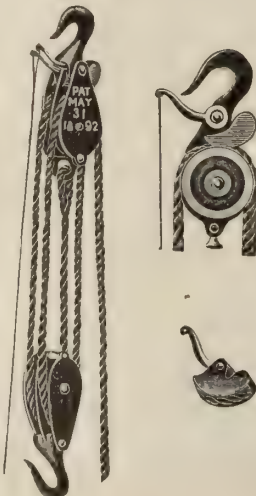
Gentlemen,—We beg to report that the "London" Fence Machine seems to
be exactly what the farmers have been looking for, for some considerable time. It
appears to do most excellent work and has given our customers universal satisfac-
tion. We are very much of the opinion that the sales of your machine must
necessarily grow to large proportions.

Yours very truly,

J. H. BUCHANAN & CO.

High-Grade High Carbon Coiled Spring Wire. "London" Pulley
Stretchers, Reels, Steel Gates, Soft Galvanized Wire, Barb Wire and
Plain Twist. Special prices on cars of wire f.o.b. London or Cleveland.

London Fence Machine Co., London, Can.



Toronto, August 23, 1901.

TO THE HEATING TRADE,

Gentlemen,--In accordance with our established custom, we shall make an exhibit of our Furnaces and Heaters at the Industrial Exposition, Toronto, August 26 to September 7.

Many of our exhibits in past years have been highly commended, and it will be remembered that this Company holds the only medals that have been awarded by the Exposition Association for Furnaces, Heaters, Registers, etc. Our exhibit this year will, however, be the most complete that we have ever made and cannot fail to be of interest to the Trade. We shall exhibit a complete new line of Hot Water and Steam Boilers, our new "Ideal" Heater and Ventilator for Schools and Churches, and a complete assortment of our latest patterns of "Economy" Warm Air Furnaces and Combination Heaters.

To the large number of those in the Heating Trade who are now our friends and customers, and also to those who only need to become familiar with our splendid line of apparatus, when they would be our customers, we extend a cordial invitation to call on us during the approaching Exposition, either at our exhibit in the Stove Building or at our down-town offices, 189-193 Queen Street East. All of the facilities of our offices are freely at your disposal and your mail and telegrams may be sent in our care. In short, it will be a pleasure to welcome you and your friends.

Faithfully yours,

J. F. PEASE FURNACE CO., Limited.

FOR WARM AIR HEATING.

Our many lines of coal and wood furnaces offer a range of sizes and styles that afford complete satisfaction—everywhere.

OUR LATEST CONSTRUCTION

"The Oxford 400 Series"

are unequalled in excellence—combining enormous power with gratifying economy. Their improved points of construction will interest every practical dealer or buyer.

They are made with Steel Plate Radiators, and supplied either portable, as shown, or stationary for brick setting.

Our **Little Ox and Oxford Furnaces for wood** are already in favorable use all over the country, their incomparable popularity having been gained by superior merit.

Consult our catalogue for full information about these splendid lines—to handle them will insure the most satisfying trade possible.



Oxford 400 Series, Portable.

THE GURNEY FOUNDRY CO., Limited

TORONTO.

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THE GURNEY-MASSEY CO., LIMITED, MONTREAL.

A NEW COAL COOK THE "GOOD CHEER" SUNSHINE.

A Guaranteed Operator.

Full Nickel Trimmings.

All Latest Improvements.

Large Square Sheet STEEL Oven.

**A PERFECT FIREBOX.
ALL CAST LININGS.
DUPLEX GRATE.**

GRATE CAN BE CHANGED WITHOUT REMOVING LININGS

POSITIVE ROLLING DAMPER.

DOUBLE COVERS AND CENTRES.



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JAS. H. ASHDOWN, Winnipeg, Man., Wholesale Representative for Manitoba and N.W.T.

PORTLAND CEMENTS

Best German, Belgian and English Brands.

Fire Bricks, Fire Clay,
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Drain Pipes,
Calcined Plaster,
Granite Hard Wall Plaster,
Wheelbarrows,
Mortar Stains.

A full stock of Builders' and Contractors' Supplies. Write for Quotations.

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DAVID PHILIP

MANUFACTURERS' AGENT

362½ Main St., - WINNIPEG.

Correspondence invited from manufacturers of Staple or Heavy Hardware, Iron or Steel Bolts and Nuts, etc., either by carrying stock in Winnipeg or by selling direct from factory.

GOOD REFERENCES.

Special list of low-priced Japanned and Regalvanized Wire Cloth.

24, 30, 36 in. wire, in 50 ft. rolls.

SAMPLES SENT WHEN DESIRED. WRITE FOR PRICES.

The B. GREENING WIRE CO., Limited

Hamilton, Ont., and Montreal, Que.

The words "**DUNDAS AXE**" are stamped on our hand made "Crown Jewel" and "Perfect Jewel" Axes. Knowing the quality of these Axes, we want every one to know who made them. They will hold an edge that will cut their way to success.

DUNDAS AXE WORKS
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Montreal Agent: W. L. Haldimand, Jr.

The Robin Hood Powder Company

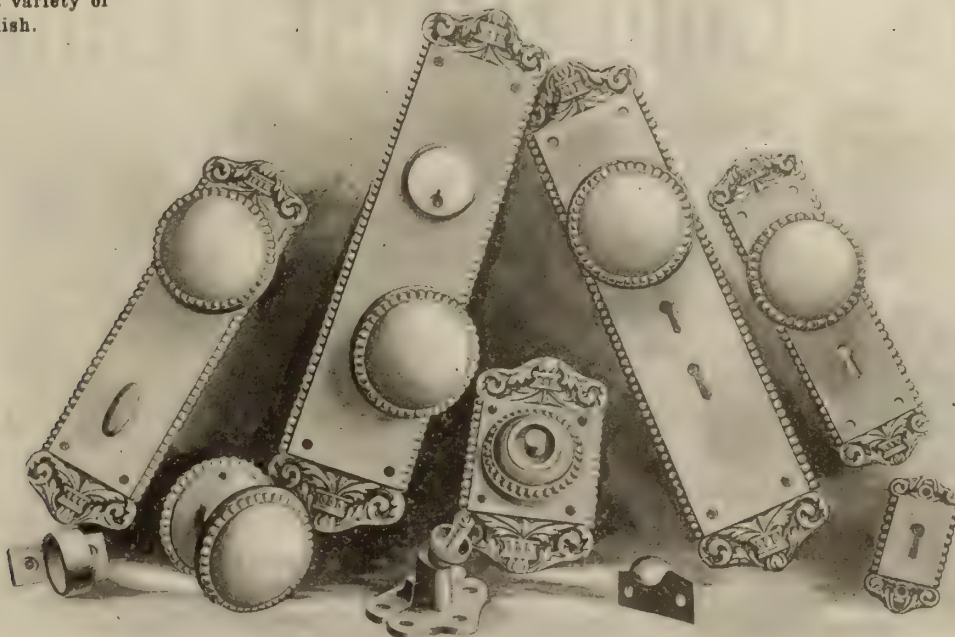
If you want the best Trap or Game load in the world, buy "Robin Hood Smokeless," in "Robin Hood" Shells. It is quick, safe, and reliable. Try it for pattern and penetration from forty to seventy yards against any powder on the market. We make the powder, we make the shells, and we load them. Write for our booklet, "Powder Facts."

The Robin Hood Powder Company

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LOCKS and BUILDERS' HARDWARE

Made in great variety of design and finish.

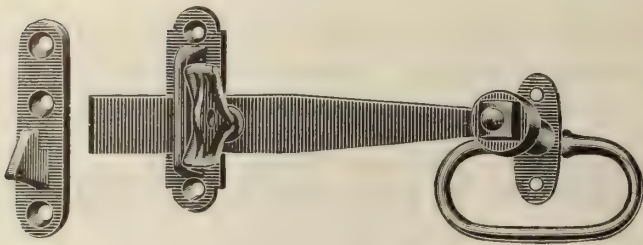


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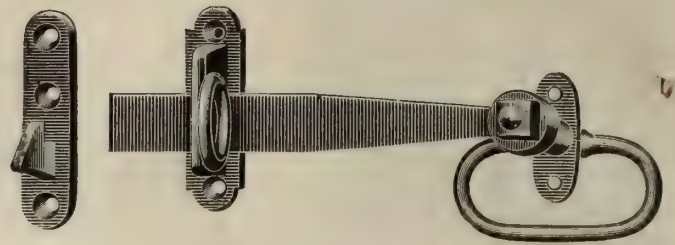
THE LARGEST MAKERS
IN THE DOMINION.

The Gurney-Tilden Co., Limited, - Hamilton, Canada.

UNBREAKABLE LATCHES



No. 9.



No. 90.

FOR BARN OR STABLE DOORS.

Made from Best Quality of
Malleable Iron.

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A. R. WOODYATT & CO., Guelph, Canada.

Sold only through
the wholesale trade.

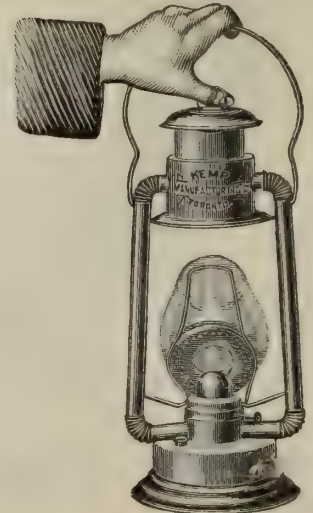
One of the Strongest Points in Kemp's Cold Blast Lanterns



is that they will not blow out in any wind. They are constructed so as to give a steady light and avoid flickering, and you can thoroughly recommend them. Every customer to whom you sell one will be a **satisfied** customer.

They have a hinge globe and lifting device which cannot get out of order, and is the simplest on the market.

WE WILL BE PLEASED TO QUOTE YOU.



Kemp Manufacturing Co'y, Toronto.

HARDWARE AND METAL

VOL. XIII.

MONTREAL AND TORONTO, AUGUST 24, 1901.

NO. 34.

President,
JOHN BAYNE MacLEAN,
Montreal.

THE MacLEAN PUBLISHING CO. Limited.

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, North-West Territories, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, P.E. Island and Newfoundland.

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NEW YORK. - - - - - 176 E. 88th Street.

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Great Britain and elsewhere 12s.

Published every Saturday.

Cable Address { Adscript, London.
Adscript, Canada.

WHEN WRITING ADVERTISERS
PLEASE MENTION THAT YOU SAW
THEIR ADVERTISEMENT IN THIS PAPER

QUALITY FIRST.

IT rests to a large extent with the dealer if he will cater to a cheap class of trade or to a custom that is willing to pay a fair price for reliable goods. Any man who habitually extols the virtue of his low-grade goods to customers who are accustomed to using a better class is making a most serious mistake, and one very detrimental to his business. There is no salesmanship required to sell cheap goods. The price is their strong point, and too often after the goods are sold there is a considerable explanation necessary to convince the customer that he has had value for his money. There is no such trouble for the merchant with standard, well-known goods

made by reputable firms. He may not have the opportunity to make people believe he is giving them a wonderful bargain, but he has the satisfaction of knowing there will be no complaints to attend to afterwards. A demand for cheap goods is always a poor trade, yet many men seem continually striving after cheap trash, simply because they are able to sell it to their customers at a low price, thus pandering too much to the lower-grade portion of his trade. So the quality of goods in some sections has steadily decreased owing to the retailer's folly of continually advertising cheap goods.

Educate your clerks in the profitableness of pushing the sale of the better goods, because they please and give you more margin. Now, when people who are able and willing to pay the price for good goods want them, where do they go for their supplies? To the man who has the name of selling cheap trash, or to the reliable man who has the reputation for quality first? A demand developed for standard goods will always remain with a man, because it is built on the rock of well-known value, while that for cheap goods you never know when you have it, for it will run anywhere for a matter of a few cents. Which pays to push, reliable goods or cheap trash? There can be no question of the wisdom of talking "quality first, last and always."

The idea of a uniform holiday for travellers may now be considered a fixture as far as Western Ontario wholesale houses are concerned. The travellers never had a better fortnight "off" than from August 5 to 17, 1901.

THE UNITED STATES FLAXSEED CROP.

According to crop reports from the nine principal flax-growing States, published by The Paint, Oil and Drug Review, Chicago, there is good reason for the stiff feeling in the flaxseed market, and, as a consequence, in the linseed oil market.

According to these reports the total flaxseed crop of the United States this year should be about 20,600,000 bushels, from which 1,500,000 bushels must be deducted for replanting, leaving 19,100,000 bushels for commercial purposes.

Last year the supply from all sources in the United States aggregated about 21,750,000 bushels (of which 2,750,000 were exported), yet the demand was so active that the market is now, at the beginning of the new season, practically clear of stocks.

Therefore, if the home demand of the United States is maintained as actively as was the case last year, when 19,000,000 bushels were consumed, there should be almost sufficient trade to absorb this year's crop, which is only 100,000 bushels above that figure. But the export demand must be considered, and if it is anything like as brisk as last year, even the high prices of to-day may be surpassed.

But the inquiry will necessarily be pretty strong if prices are to be forced higher, for the top figures of July in Chicago are record-breaking quotations. In the past six years the top prices for the year have been as follows: 1895-6, \$1.16; 1896-7, 89c.; 1897-8, \$1.39; 1898-9, \$1.25; 1899-1900, \$1.80; 1900-1, \$1.90. At no time during 1900-1 did quotations fall below \$1.50, which in itself is a record for flaxseed prices.

THE CENSUS AND CANADA'S DEVELOPMENT.

ALTHOUGH the people of this country had been somewhat prepared, through the paragraphs which appeared from time to time in the daily papers, for the failure of the census returns to come up to expectations, the publication of the official figures has been none the less palatable.

Canada is deeply disappointed over the fact. There is no question about that. We had been counting on a population of at least 6,000,000, while the actual number is 5,338,883, or over 600,000 below the lowest ruling estimate.

At no time since Confederation can we really be said to have had a census which has shown a satisfactory increase in population. The first census of the Dominion was taken in 1871. This was two years before Prince Edward Island was admitted into the Dominion, but counting it as if already a part thereof, we find that in the 30 years the population of the Dominion has increased only a little over 46 per cent. But this was at a faster ratio than during the past 10 years, being about $15\frac{1}{3}$ per cent. each decade, as compared with less than $10\frac{1}{2}$ per cent. The increase between 1881 and 1891 was proportionately larger than during the past decade, being $11\frac{3}{4}$ per per cent., and it was disappointing enough. The increase between 1871 and 1881 was nearly 19 per cent., counting the Province of Prince Edward Island as though part of the Dominion in 1871.

It is significant that the periods covered by the last two census returns have been the most satisfactory industrially in the history of the country. Population cannot, therefore, be considered the best test of either a country's greatness or of its prosperity.

In the past decade, which has proved so disappointing to us in respect to population, the Dominion has made extraordinary strides in nearly everything that goes to make up the material wealth of a country, while her position among the nations is infinitely more enviable.

In no particular has Canada shown her development during the last 10 years more than in her foreign trade. The extent of this development may be gathered from the

following table giving the foreign trade of the Dominion for the years 1891 and 1901 respectively :

FOREIGN TRADE OF CANADA.

	1891.	1901.
Foreign trade (imports and exports).....	\$218,384,934	\$379,243,773
Imports.....	119,967,638	181,225,369
Exports.....	98,417,296	198,018,404
Exports, mine.....	5,977,736	40,143,828
Exports, fisheries.....	9,896,533	10,730,999
Exports, forest.....	25,865,868	30,271,619
Exports, animals and their products.....	27,248,266	57,703,265
Exports, agricultural products.....	18,301,152	38,594,226
Exports, manufactures..	6,985,461	17,845,935

The railway mileage of Canada in 1891 was 14,000, in 1900, the last year for which we have any returns, they were 17,656. The freight carried by the railways was 21,753,021 tons in 1891 and 35,946,183 in 1900, while the number of passengers carried swelled from 13,222,568 in 1891 to 21,500,175 in 1900. The freight carried by the out-going ocean vessels nearly doubled, being 2,100,987 tons in 1891 and 4,163,404 tons in 1900. The number of vessels engaged in the coasting trade was 125,564 in 1891 with a tonnage of 24,986,130 compared with 143,229 in 1900 with a tonnage of 33,631,730. In inland navigation there was also a substantial gain, there being 19,008 vessels in 1891 with a tonnage of about 4,000,000, while the freight carried was 715,861 tons. In 1900 the figures were : vessels, 21,195 ; tonnage, 6,300,000 ; and freight carried, 817,971 tons.

Another evidence of the increased wealth of the people is the amount of money on deposit in the savings banks, and we find that in 1891 the amount per head was \$10.39 and \$12.75 in 1900.

While it is to be regretted that the census returns do not show as large an increase in population as desirable, what is to be regretted infinitely more is the disposition on the part of certain newspapers to set the racial pot boiling afresh. Nothing scarcely that we can conceive of is likely to produce more deplorable results. As no one stands to lose more than the business men of the country from such an untoward state of affairs, it is to be hoped they will exercise all their influence in making abortive the efforts of the strife-makers.

Racial strife does not unite nations ; it dismembers them. Neither does it help to

develop the natural resources of a country or to expand its trade and commerce.

The census in regard to the manufacturing industries of the country has not yet been completed, and, as it is being based on a somewhat different unit from that of the census of 1891, we do not see how it will be possible to make a very reliable comparison. For example, in 1891 that concern which employed (3) three or more persons was constituted a factory. Under the census now being taken by special commissioners, that is constituted a factory which employs five or more persons.

CHANGE IN PAPER BAG DISCOUNTS

At a meeting of paper bag manufacturers held in Toronto last week the schedule of prices on paper bags was so changed that the discount is now 5 per cent. greater on all quantities than it was formerly. The quotations are now as follows :

	Bags.	P.C.
Over	300,000	55
From 150,000 to	300,000	52½
" 50,000 to	150,000	50
" 20,000 to	50,000	47½
Under.....	20,000	45

The cause of the reduction is the competition of imported bags, which have been sold in rather large quantities here lately, though they are not considered to be of as good quality as the Canadian article.

WILL BROOM CORN ADVANCE ?

It is reported by United States exchanges that the extreme heat this summer has affected the broom-corn crop, and that, as a consequence, brooms will be advanced this season. Some of the largest Canadian manufacturers state that they have not yet been informed of serious advance in broom corn, so are not changing their quotations on brooms.

SCARCITY OF STEEL PLATES.

The iron-workers' strike and the large home consumption in the United States is affecting Canadian stove manufacturers. Polished steel plates, which are so largely used in stove bodies, are extremely difficult to procure. In fact, some manufacturers state that their output of some lines is almost certain to be curtailed by reason of the scarcity of this line.

DISCOUNTS AS ENCOURAGEMENT TO CASH PAYMENTS.

APETITION is being circulated among the retail grocers of Brantford pledging the signers thereof to pay no discounts after January 1, 1902, on cash payments.

Retailers' profits are no doubt small, but the proposal to do away with discounts for cash payments hardly seems business like.

The retailer, and properly so, demands a discount off for cash from the wholesaler from whom he buys his goods. And that which he expects the wholesaler to do to his customers he should be prepared to do to his own.

The most satisfactory way to do business is on the cash basis. We do not think anyone will deny that whatever difference of opinion exists is in regard to the condition of the public mind towards the cash system. There are some places in which it would be folly to inaugurate the system, simply because the time is not opportune.

Reforms are only successful after the people have been educated sufficiently to accept them. And the greater the reform the greater usually is the effort necessary to do the educating.

Those who are advocating the cash system are champions of a reform movement. Ten years ago there were not nearly as many merchants doing business on a cash basis as there are to-day. But the proportion of cash to credit merchants is still small indeed, showing that there is a great deal of educating yet to be done. And in regard to the cash system, as well as in regard to practically everything else, the best way to educate is by example.

Get consumers to recognize that the cash system is profitable to them as well as to merchants, and there are few of them who will not soon get into the habit of buying for cash instead of on credit.

Instead of educating the people to pay cash the proposal of the Brantford merchants will have a tendency in the opposite direction.

It is impossible to sow seed of one species and from it produce species of another and distinctly opposite type.

Then it is, it has always seemed to us, unfair to compel the cash customer, who

is, as a rule, the best customer, to pay the same price as he who takes more or less time to pay for his goods.

Not the least among the arguments in favor of the cash system is the increased opportunity it gives the retailer to compete with the departmental stores. The merchants who are competing most successfully with those stores are the merchants who, like them, are doing business on the cash basis.

Let any merchant ask himself the question: What stage of development would the department stores have reached if they had followed the old rut in regard to the credit system? And from the answer he will gather a pretty good idea, if he never has before, what the cash system means to the department store.

Had there been no cash system there would have been no department stores, at any rate as we know them to-day.

The promoters of the petition in Brantford would be wise if, instead of trying to effect an agreement for doing away with discounts for cash payments, they would circulate a document pledging the subscribers to employ them. It would have an excellent educative effect on customers.

PREPARE FOR THE FALL FAIRS.

IN a few weeks the annual district, county and township fall fairs will be held in practically every section of Canada, and for from one day to two weeks the town or city where they are held will be the scene of unusual activity.

As a rule, the crowds that attend these fairs contain a large proportion of buyers—heads of families and owners of farms. They combine business with pleasure. They not only take an interest in the produce and stock that take the red and blue tickets, but also in new machinery and implements designed to make work easier for them, or to help increase the production of their acres and their comforts in the home.

Many hardware retailers have recognized the opportunity presented to them by the annual fall fairs, and so make a special effort at this season to attract attention to

the various lines handled by them which are especially suitable for this class of trade.

There is no question but that advertising pays at this season. As the local paper is closely read previous to the fair for information relating to it, it is a specially good medium at this season, so it is frequently advisable to increase advertising space in order to give the impression that a "special sale" will be held during fair week.

A good display in the fair buildings is good, but the aim of all hardwaremen exhibiting at these "shows" should be to get as many buyers into their stores during the exhibition days as possible. As one shrewd retailer put it, "Get a customer into your store and then you have a chance to convince him."

What lines should be pushed? The most concise and yet comprehensive answer to such a query would be, "All goods that are wanted by farmers or their wives during the fall and early winter." Some retailers devote all their attention to the men, but that is a mistake, for the wives are generally supplied with enough pin-money at this season to prove customers well worth securing.

After the Fair is over, it is not a bad idea to "keep hammering" for a week or two. The local papers generally publish the list of prize-winners, so the papers are again read with unusual care. Therefore, it would be a good move to try to influence those who had "almost decided," or who were not prepared to buy when in town to the fair.

THE EARLY-CLOSING MOVEMENT.

In many towns throughout Canada, the merchants came to a voluntary agreement to close their stores at specified hours during July and August. In some towns the agreement was to close three nights a week at 6 p.m.; in others, to close five nights a week at 7 or 8 p.m. There was considerable diversity in the agreements, but the aim in all was the same: To secure shorter hours for both employer and employee.

Has the scheme been a success? It is safe to presume that in nearly every case general satisfaction has been the result. Then why not carry out the idea a little further? Why should not hardwaremen and other retailers have at least three nights a week free from the duties and cares of the shop? The customers can make their purchases at some other time, so why not persuade them to do so?

WHERE "BRADLEY" BRACKETS ARE MADE.

THOUGH the "Bradley" steel shelf brackets are comparatively small articles, the demand for them throughout the United States and for export is so great that The Atlas Manufacturing Co., manufacturers of this bracket, have been compelled to increase the capacity of their works.

They have just erected a new factory. The extent of the trade in these lines may be judged by the fact that these premises contain 20,000 square feet of floor space. It is claimed to be the largest factory in the world devoted to the manufacture of shelf brackets. As the latest machinery and equipment have been installed, the capacity of the works is indeed remarkable, and speaks volumes

for the worth of the "Bradley" steel shelf bracket. As may be seen from the accompanying cut, the building is a solid, substantial one.

The export trade in this bracket is steadily growing, but by far the larger part of the consumption is in the United States. Over 1,000 miles of wire per year are used in its manufacture.

As will be remembered, an account was given in these columns some weeks ago of improvements made in the bracket to give it greater strength and durability. The present design of the bracket, as shown in the small cut herewith published, combines at once the greatest possible strength with the finest finish and dainty appearance.

CONTRACT FOR A BIG GAS PLANT.

It is understood that the Consumers' Gas Company have awarded to Mr. G. A. Bronder, mechanical engineer, of New York, a contract valued at about \$100,000 for the equipment of the company's plant in this city. Mr. Bronder has allotted to The Link-Belt Engineering Company, of New York, an order for conveyors which will be over 5,000 feet in length. This order, which will be turned out at the Nicetown, Pa., plant of the Link-Belt concern, is valued at nearly \$30,000. The B. F. Sturtevant Co., of Boston, is to supply the necessary blower equipment.

Owing to the duties which are imposed on American manufactured goods entering this

country, a large portion of the material for the Toronto plant will be forwarded from the United States and finished in Canadian factories. The Passaic Rolling Mills, of Paterson, N.J., will supply a quantity of steel sections, and The Lukens Iron and Steel Company, of Coatesville, Pa., will furnish the necessary sheet steel. There



are a number of small specialties, etc., yet to be purchased in the United States.—Toronto Globe.

A \$100,000 BONUS FOR A SHIP-YARD.

The Nova Scotia Provincial Government has agreed to make an appropriation of \$100,000, payable to the first company establishing a ship-yard in the Province, equipped with the most approved mechanical appliances, upon specifications to be approved by the Governor-in-Council, capable of building at least five steamers a year of the capacity of 5,000 tons each, and in addition to such an equipped ship-yard having sufficient working capital for efficiently carrying on the business. The terms upon which the Government bonds shall become payable to be settled by an agreement with any company furnishing evidence of its bona fides and financial ability to successfully carry out what is contemplated in the foregoing. The city of Halifax also offers \$200,000, making a total of \$300,000 for a company starting ship-yards in Halifax. It is reported that John F. Stairs and B. F. Pearson are trying to organize a company to take advantage of the offer.

REBATE TO MINERS ONLY.

In reply to an inquiry from Premier Duns-muir of British Columbia, Hon. Clifford Sifton, Minister of the Interior, has announced that the regulations to the effect that the rebate of 1 per cent. on all gold delivered at the Vancouver assay office on which royalty has been paid shall only be given to miners, cannot be changed. Therefore transportation companies cannot get the 1 per cent. rebate.

SYDNEY PROSPECTS ARE BRIGHT.

MR. MOXHAM, manager of The Dominion Iron and Steel Co., Limited, passed through Montreal on Wednesday. A despatch from that city reports him as stating that the prospects of the company are exceedingly bright. "We have had," said he, "many difficulties to contend with, as is the case in starting all new enterprises. The main difficulty at present is the question of obtaining skilled labor. The report that we are investigating German methods probably arose from the fact that a large number of German furnaces have recently shut down and we sent agents there to procure skilled iron-workers. The two furnaces at present in operation make 450 to 500 tons of pig iron daily. This product is sent to 250 customers, and the demand is greater than the supply. About 500 tons of pig iron were shipped to Great Britain last week."

When asked about the proposed ship-building yard, Mr. Moxham said that as soon as such a company was assured the Dominion Iron & Steel Co. was ready to erect a plate mill. This plate mill would take about a year to construct, but it would be ready as soon as the shipbuilding plant. At present the only limitation to production is labor. But as is the case with all new factories, more men are required now than will be later on when everything is in full operation. Reference to the report that the company had found it necessary to import foreign ore, Mr. Moxham said that nearly all their ore came from Belle Isle, and that this ore was used for 10 times greater product than that for which the imported ore was necessary. Within 60 days the company would have two more furnaces in operation, and they would be making steel between October and January 1 next. They would make steel rails in the summer or early fall of next year.

GOOD IDEA.

For up-to-date enterprise, the new hanger just issued by The Canada Paper Co., Toronto, is one of the best ideas we have seen for a long time. This hanger will save money to any institution that makes use of it, and The Canada Paper Co. will be pleased to mail one on receipt of a card.

WIRE NAILS TACKS WIRE

Prompt Shipments

The ONTARIO TACK CO.

Limited

HAMILTON, ONT.

TRAVELLERS' PICNIC AT LONDON.

THE members of the Canadian Order of the Knights of the Grip are so fond of "the road" that when they did get their holidays, from August 5 to 17, many of them spent a good part of the time "on the move." Several parties visited the Pan-American Exposition during the fortnight, and it would take a good judge to decide who had the largest time, according to reports. On the last day of the fortnight a trainload of them went up from Toronto to London to hold the second annual picnic of the order in company with their London brethren.

Practically every branch of trade was represented in the Toronto party, and as the majority of them were veterans in both years and experience, many a good story was told and many interesting experiences related.

The reception at London was what might be expected when travellers welcome travellers. After luncheon, a procession was held through the main streets, after which cars were taken to Springbank Park, where the games were conducted.

The Toronto and London travellers were pitted against each other in three contests—a tug-of-war, a baseball match, and a game of rounders. The baseball game was well contested, but the London men seemed to have had more practice, and won out with a score of 9 to 5. The London men also won the tug-of-war. The game of rounders was not only interesting but at times exciting. Owing to one of the heavy-weights sitting on the ball and bursting it, the game had to be left unfinished. This was aggravating to several of the Toronto players, as the score was 13 to 12 in favor of London, and they felt confident that they could pull down that small lead and ultimately win out.

Another exciting event was the chase of a greased porker. In fact, its capture was the climax in the fun for the day. Several thousand people witnessed the games. The winners of the day were as follows:

100 yards' race; travelling men only—1, H. A. Turner; 2, R. Ripley.

75 yards' four-legged race; badge-holders—1, G. Hamilton, H. A. Hamilton and R. Ripley.

25 yards' wheelbarrow race, travellers only—1, B. Lind and Johnston; 2, F. Carnall and Russell.

100 yards' race, wholesale employees and travellers—1, R. H. Chapman; 2, E. Best.

25 yards' and return, jockey race, open to badge-holders—1, Obernesser and Obernesser.

50 yards' race, travellers over 50 years of age—1, W. J. Anderson; 2, B. S. Switzer.

100 yards' race, hotelmen only—1, J. Obernesser; 2, R. J. Thompson, Strathroy.

20 yards' race, rolling the barrel—1, Russell; 2, Carnall.

75 yards' race, travellers over 200 lb.—1, T. Mortimer; 2, J. W. Couse.



Houses as Advertisers.

The houses in your locality, painted with the paint you sell are standing advertisements for you. They are either good or bad advertisements—but they certainly must tell some story about you and your paint.

Buildings painted with

THE SHERWIN-WILLIAMS PAINT

are the best advertisements S.W.P. dealers can have. They always back up every claim we make for the paint. They bring business. They are the best argument against lead and oil and "cheap" paints that can be had.

If you want some of these advertisements in your town, write for our booklet, "The Sherwin-Williams Paints: What They Are and How They're Sold." It's free.



THE SHERWIN-WILLIAMS CO.

PAINT AND VARNISH MAKERS.

CLEVELAND.

CHICAGO,
NEW YORK,

NEWARK,
MONTREAL,

BOSTON,
TORONTO,

SAN FRANCISCO,
KANSAS CITY.



50 yards' obstacle race, employees of wholesales and badge-holders—1, F. Carnall; 2, W. J. Obernesser; 3, H. Peel.

75 yards' race, committeemen only—1, H. Southam; 2, H. Turner.

50 yards' race, all aboard, travellers only—1, M. McDougall; 2, S. Mannes.

50 yards' race, girls under 15—1, Carrie Fitchett; 2, Flo. Hardy; 3, Helen McNiff.

75 yards' race, boys under 15—1, Chas. Clark; 2, Fred Arscott; 3, C. Brennan.

Tilting the ring, wholesale employees and travellers—1, Hyman and Buttery; 2, Matthews and McDonald.

50 yards' race, egg and spoon, badge-holders—1, T. Hamilton; 2, A. F. Hamilton.

100 yards' race, square heel and toe, judges only—1, Hyman; 2, Pocock.

Catching a greasy pig, open to the world—Frank Robertson.

HUDSON BAY COMPANY'S PICNIC.

The employees of the Hudson Bay Company, Winnipeg, held their annual outing on Thursday, August 15 (Civic Holiday). The weather was absolutely perfect. Commissioner C. C. Chipman invited them to his summer home, the historic Lower Fort Garry, about 20 miles down the Red River. The employees and their friends, to the number of 400, went down in a special train.

Inside the high stone walls of the old fort

gaily-colored marquees were erected. There was an abundance of choice viands, fruits of all sorts and every kind of soft drinks known to man.

The velvet turf furnished an excellent place for the races and games. The event of the afternoon was a baseball match between a picked team of the employees and the team of the Royal Canadian Dragoons.

The outing had but one fault, it was all too short for the many pleasant things there were to see and do. The employees feel specially grateful to Commissioner Chipman for the courtesy extended.

TRADING STAMPS IN WOODSTOCK.

The Woodstock, Ont., City Council have passed a by-law to prohibit the giving, receiving or selling of trading stamps under penalty of a fine not exceeding \$50. The by law does not prohibit merchants or manufacturers from issuing coupons that they redeem themselves.

PERSONAL MENTION.

Mr. I. A. Lambert, one of the directors of the Canada Hardware Co., Montreal, left this week on a visit to the Pan-American Exposition and Toronto.

TERMS AND DATING.

(By M. A. Dean.)

It is only at the close of the fiscal year, when the inventory has been taken and the books balanced, that the jobber comes to realize that somewhere, or somehow, something has entered into the conduct of his business which has materially affected the net results, and which does not appear either in the merchandise or expense account. This invisible disturber of the profit account has doubtless appeared in all our balances, and has caused more serious thinking than we like to admit; and it is a dangerous element in business, for the reason that it trifles with the fundamental principles of good merchandising, and whenever these are disturbed, the cost can hardly be estimated.

The topic under consideration, viz., "Terms and Datings," is an important one, for the reason that it represents one of the sources of disappointment when the balance of the profit account is taken, and these, when recklessly abused by any jobbing house, not only seriously disturb the business of that house, but affect trade quite generally.

In speaking of "Terms," we mean that rule in business which governs the time for which credit is given for goods bought and the discounts allowed for anticipated settlements.

By "Datings," we refer to the arbitrary method by which dates are fixed on invoices or contracts without regard to time of purchase or delivery of the goods, and by means of which additional time is granted without remuneration.

Inasmuch as time or discount, or both, are factors in nearly every transaction by which goods are bought and sold, it is important that the jobber ascertain as closely as possible the amount of discounts secured on his purchases and those allowed on his sales, in order that he may adjust his terms without loss to himself and yet with fairness to the trade. While an equitable basis may have been reached in the earlier days, when more liberal discounts were obtained by the jobber than are now secured, we are compelled, by a careful estimate, to admit that to day we are sufferers from our indifference to the extent of many thousands of dollars, even on the basis of strict adherence to our present terms; and where concessions have been made the loss has been increased to that extent.

For the purpose of illustration, let us take a business employing a capital of \$200,000:

We estimate yearly purchases.....\$1,000,000
Bought for net cash, 15 per cent..... 150,000

\$ 850,000

Average per cent. discount, 1%..... 12,750

Annual sales.....\$1,100,000

Average per cent. discount allowed, 1%..... 16,500

Loss.....\$ 3,750
or 3/4 per cent. on the capital.

There is an apparent discrepancy in the figures showing percentage on sales as compared with purchases; but it must be borne in mind that in the grocery line, for instance, net cash sales are too limited to be considered, and the discount allowed on tea and other goods in excess of the percentage received, will make the average percentage nearly as shown.

It is not intended to suggest amendments or changes in terms, but we appeal to the credit men to destroy, if possible, the practice of allowing all manner of terms and datings as an inducement to trade. No

permanent advantage can possibly accrue from a violation of terms, and a strict adherence to them will not only save us this invisible enemy, but will enable us to conduct business on a basis that will be more satisfactory to the trade and more in harmony with true business principles. The temptation is strong when a salesman sends in an order from a desirable customer show-

ing a nice profit, to overlook the extra one per cent. discount or the additional thirty days' time, or the dating of the invoice the first of the following month, as allowed by the salesman; for are we not all desirous of increasing our sales and striving hard to secure our share of the business? But let us always have in mind that here is one of the dangerous leaks in the dykes

QUALITY IS THE MARK AT WHICH WE AIM.

To manufacture a Single Gun of superior quality has been the mark at which we have aimed for 30 years. That we have made a gun which hits that mark is evidenced by the fact that no other

SINGLE GUN

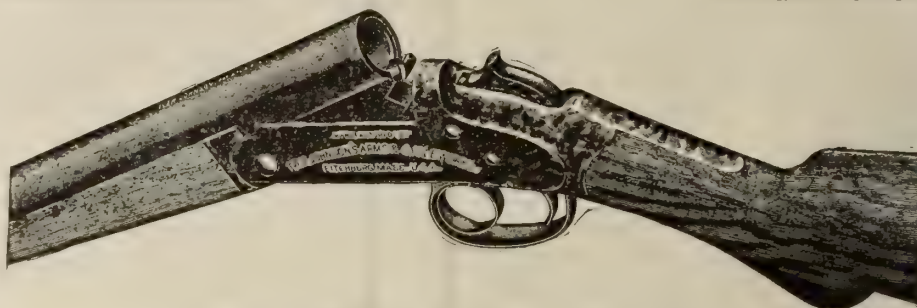
enjoys a reputation equal to the

IVER JOHNSON.

In comparison with others, the trade speaks of it as being a "little higher in price, but much better in quality."

SEMI-HAMMERLESS

TRIGGER ACTION



Automatic Ejector or Non-Ejector at option of user.

Improved 1900 Model—12 and 16 Gauge—30 and 32-inch Barrels.

Sold by Leading Dealers Everywhere.

Send for Catalogue.

Iver Johnson's Arms & Cycle Works,

Branches—New York—99 Chambers St.
Boston—165 Washington St.
Worcester—364 Main St.

FITCHBURG, Mass.

SPECIAL CARE

is paid to the selection of the material used in : : : :

BOECKH'S CARPET

BROOMS

Returned by Nelson Fisher 7-9-01



and they are so well made as to insure satisfaction to your customers. They are the best trade-winners on the market.

BOECKH BROS. & COMPANY

80 York Street, TORONTO.

H. S. HOWLAND, SONS & CO.

WHOLESALE
ONLY

37-39 Front Street West, **Toronto.**

ONLY
WHOLESALE

1901. The Toronto Exhibition 1901.

If you visit Toronto during the Exhibition call upon us and look through our Sample-Room and Warehouses.

Builders'
Hardware

Mechanics'
Tools

Harvest
Tools

House-
Furnishing
Goods

Cutlery

Silverware



FRONT HALF VIEW OF SAMPLE-ROOM.

Rifles

Winchester
Marlin
Stevens
Floberts
Air

Guns

Stevens
Single Barrel
Iver Johnson
Single Barrel
Piepers
Double Barrel

Revolvers

Single Action
Double Action

Cartridges
Loaded Shells
Gun Implements
Bags, Sights
Primers, Caps
Fuse and Shot

"POWDERS"

American Dead Shot, Rifle Cartridge, Schultze Smokeless,
Canadian Sporting and Blasting.

H. S. HOWLAND, SONS & CO., Toronto.

WE SHIP
PROMPTLY

Graham Wire and Cut Nails are the Best.

Factory: Dufferin Street, Toronto.

OUR PRICES
ARE RIGHT

MARKETS AND MARKET NOTES

QUEBEC MARKETS.

Montreal, August 23, 1901.

HARDWARE.

THE tone of the market remains firm and a still further improvement in business can be reported. This applies particularly to guns and ammunition, the demand for which is even greater than ever. Another feature is the advance that has taken place in the price of Canada plates and bar iron. The strike seems to assume a more serious aspect than ever, and an advance in several lines is looked for. The demand for binder twine and cordage continues to grow.

BARB WIRE—No marked improvement in the demand has taken place during the week, although a few inquiries have been received. Prices are unchanged at \$3.05 per 100 lb. f.o.b. Montreal.

GALVANIZED WIRE—No noticeable increase in the call for galvanized wire to report. We quote: No. 5, \$4.25; Nos. 6, 7 and 8 gauge, \$3.55; No. 9, \$3.10; No. 10, \$3.75; No. 11, \$3.85; No. 12,

\$3.25; No. 13, \$3.35; No. 14, \$4.25; No. 15, \$4.75; No. 16, \$5.

SMOOTH STEEL WIRE—The request for hay-baling wire is still improving, but manufacturers are eight days behind in filling their orders. We quote oiled and annealed as follows: No. 9, \$2.80; No. 10, \$2.87; No. 11, \$2.90; No. 12, \$2.95; No. 13, \$3.15 per 100 lb. f.o.b. Montreal, Toronto, Hamilton, London, St. John and Halifax.

FINE STEEL WIRE—A fairly good trade is being done at the same discount of 17½ per cent.

BRASS AND COPPER WIRE—Orders are being received at about the same rate as heretofore. The discount is 55 and 2½ per cent. on brass, and 50 and 2½ per cent. on copper.

FENCE STAPLES—Trade in this line is rather quiet. We quote: \$3.25 for bright, and \$3.75 for galvanized, per keg of 100 lb.

WIRE NAILS—The demand is still buoyant, and is principally for assortment. We quote: \$2.85 for small lots and \$2.77½

for carlots, f. o. b. Montreal, London, Toronto, Hamilton and Gananoque.

CUT NAILS—A normal demand continues at unchanged prices. We quote \$2.45 for small and \$2.35 for carlots; flour barrel nails, 25 per cent. discount; coopers' nails, 30 per cent. discount.

HORSE NAILS—Dealers are pretty well supplied now, and there is not a great deal of business being done. "C" brand is held at a discount of 50 and 7½ per cent. off the new list. "M" brand is quoted at 60 per cent off old list on oval and city head and 66⅔ per cent. off countersunk head. Monarch's discount is 66⅔ per cent., and 70 per cent. in 25-box lots.

HORSESHOES—Business is fairly good, and there is an active demand for snow-shoe horseshoes. We quote as follows: Iron shoes, light and medium pattern, No. 2 and larger, \$3.50; No. 1 and smaller, \$3.75; snow shoes, No. 2 and larger, \$3.75; No. 1 and smaller, \$4.00; X L steel shoes, all sizes, 1 to 5, No. 2 and larger, \$3.60; No. 1 and smaller, \$3.85;

Coal Hods and Stove Boards



With the Fall impetus in stove-buying, moving, and general preparations for Winter, there will be a brisk demand for Coal Hods and Stove Boards.

The dealers who buy from the manufacturers making the largest assortment and best-wearing "hods" and "boards" will naturally sell the greatest quantity of these articles.

Coal Hods Plain, Striped, Gold-Striped, Japanned and Galvanized.

9 SIZES AND 13 STYLES.



Stove Boards

Lithographed, in 14 styles and sizes
Crystalized, in 19 styles and sizes

If you want your goods quickly,
order from McClarys.

RETURNED

THE McCLARY MFG. CO.

London, Toronto, Montreal, Winnipeg, Vancouver and St. John, N.B.

"EVERYTHING FOR THE TINSHOP."

THE PAGE-HERSEY IRON & TUBE CO.

Limited

MONTREAL

Manufacturers of

Wrought Iron Pipe

For Water, Gas, Steam, Oil,
Ammonia and Machinery.

**DRAIN PIPES,
PORTLAND CEMENTS,
FIRE BRICKS AND CLAY
SILICA AND MAGNESIA
BRICKS,**

with specially prepared mortar.

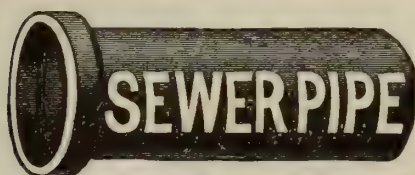
Contractors' and Founders'
Supplies.

F. HYDE & CO.

31 WELLINGTON ST., MONTREAL

... FULL STOCK ...

Salt Glazed Vitrified



Double Strength Culvert Pipe
a Specialty.

THE CANADIAN SEWER PIPE CO.

HAMILTON, ONT. TORONTO, ONT.
ST. JOHNS, QUE.

Deseronto Iron Co.

LIMITED

DESERONTO, ONT.

Manufacturers of

Charcoal Pig Iron

BRAND "DESERONTO."

Especially adapted for Car Wheels, Malleable Castings, Boiler Tubes, Engine Cylinders, Hydraulic and other Machinery where great strength is required; Strong, High Silicon Iron, for Foundry Purposes.

leather-weight, all sizes, \$4.85; toe weight steel shoes, all sizes, \$5.95 f.o.b. Montreal; f.o.b. Hamilton, London and Guelph, 10c. extra.

POULTRY NETTING—Business is exceedingly quiet now. The discount is still 55 per cent.

GREEN WIRE CLOTH—The demand has practically ceased now for this line. We quote \$1.35.

SCREWS—There is a good trade being done in screws. Discounts are: Flat head bright, 87½ and 10 per cent. off list; round head bright, 82½ and 10 per cent.; flat head brass, 80 and 10 per cent.; round head brass, 75 and 10 per cent.

BOLTS—Trade is of a sorting nature as noted last week. Discounts are: Norway carriage bolts, 65 per cent.; common, 60 per cent.; machine bolts, 60 per cent.; coach screws, 70 per cent.; sleigh shoe bolts, 72½ per cent.; blank bolts, 70 per cent.; bolt ends, 62½ per cent.; plough bolts, 60 per cent.; tire bolts, 67½ per cent.; stove bolts, 67½ per cent. To any retailer an extra discount of 5 per cent. is allowed. Nuts, square, 4c. per lb. off list; hexagon nuts, 4¼c. per lb. off list. To all retailers an extra discount of ¼c. per lb. is allowed.

BUILDING PAPER—Is moving freely in small quantities. Prices are steady. We quote: Tarred felt, \$1.70 per 100 lb.; 2-ply ready roofing, 80c. per roll; 3-ply, \$1.05 per roll; carpet felt, \$2.25 per 100 lb.; dry sheathing, 30c. per roll; tar sheathing, 40c. per roll; dry fibre, 50c. per roll; tarred fibre, 60c. per roll; O.K. and I.X.L., 65c. per roll; heavy straw sheathing, \$28 per ton; slaters' felt, 50c. per roll.

RIVETS AND BURRS—A fairly good trade is being done. Discounts on best iron rivets, section, carriage, and wagon box, black rivets, tinned do., coopers' rivets and tinned swedes rivets, 60 and 10 per cent.; swedes iron burrs are quoted at 55 per cent. off; copper rivets, 35 and 5 per cent. off; and coppered iron rivets and burrs, in 5-lb. carton boxes, are quoted at 60 and 10 per cent. off list.

BINDER TWINE—The demand is very brisk. We quote: Blue Ribbon, 11½c.; Red Cap, 9¾c.; Tiger, 8¾c.; Golden Crown, 8c.; Sisal, 8¼c.

CORDAGE—The market evinces a strong tone. Manila is worth 13½c. per lb. for 7-16 and larger; sisal brings 10c. and lath yarn, 10c.

HARVEST TOOLS—The season is about over, and, therefore, the demand is falling off. The discount is 50, 10 and 5 per cent.

SPADES AND SHOVELS—A large number of orders are being booked for snow shovels. The discount is 40 and 5 per cent.

FIREBRICKS—The market remains with

CANADA PLATES,

Half Bright.

RUSSIA IRON, Genuine and
Imitation.

INGOT TIN, "Straits"
and "L. and F."

SHEET ZINC, "V. M."
Brand.

In stock at Montreal. Low prices to
wholesale trade.

A. C. LESLIE & CO.
MONTREAL.

**THE EDINBURGH ROPERIE &
SAILCLOTH CO., LIMITED**

LEITH. SCOTLAND

Manufacturers of

Cordage of all kinds, Flax Sail-
cloths, Tarpaulins and Water-
Proof Cloths, Sewing Twines,
Fishing Twines, Fishing Lines,
Tying Twines, Etc., Etc.

Represented by

DAVID INGLIS, 9 St. Peter St.,
MONTREAL
Phone Main 4359.

ADAM HOPE & CO.
Hamilton, Ont.

We offer from stock

Coke Tin Plates 1 C 14 x 20,
" " 1 C 20 x 28,
Galvanized Sheet Iron,
"Comet" and American Brands.
L. and F. Ingot Tin,
Straits Tin,
Ingot Copper,
Pig Lead, Spelter and Antimony.

NOVA SCOTIA STEEL CO.

Limited

NEW GLASGOW, N.S.

Manufacturers of

Ferrona Pig Iron

And SIEMENS MARTIN

Open Hearth Steel

ARE YOU COMING TO

TORONTO, LONDON and OTTAWA EXHIBITIONS ?

We are going to be at the three, so let us meet you at Toronto between the west end door of the Carriage Building, opposite main entrance to the grounds. Also in the Carriage Building at London and Ottawa, and we will show our display of Elastilite Varnish and other lines.

Arrange to meet your friends at our exhibit, where you can wait on one another in comfort, and at the same time see and learn while you wait.

The Imperial Varnish & Color Co.
LIMITED
TORONTO, ONT., CANADA.

out feature. We quote: Scotch at \$17.50 to \$22 and English at \$17 to \$21 per 1,000 ex wharf.

CEMENT—There is a better demand this week than last, and prices are firm. We quote as follows: German cement \$2.25 to \$2.40; English, \$2.20 to \$2.35; Belgian, \$1.65 to \$1.95 per bbl. ex wharf, and American, \$2.15 to \$2.30, ex cars.

METALS.

The feature in the metal market this week is the advance of 5c. which has taken place in Canada plates and bar iron, due to the active demand for these lines, the scarcity of which is becoming more apparent.

PIG IRON—The market is unchanged, with little business being transacted. Summerlee is worth \$20.50 to \$21 and Canadian \$17.50 to \$18.

BAR IRON—Bar iron is very scarce in small sizes. The market still displays a firmness at a slight advance of 5c. Merchants' bar is quoted at \$1.90 and horseshoe at \$2.15.

BLACK SHEETS—Owing to the market being bare of supplies it is difficult to give quotations, as values are diversified. We quote: 28 gauge, \$3.00 to \$3.10; 26 gauge, \$2.95 to \$3.10, and 8 to 16 gauge, \$2.90 to \$3.10.

GALVANIZED IRON—The demand is good, and there is consequently a firm feel-

ing. Deliveries are behind. We quote: No. 28 Queen's Head, \$4.65; Apollo, 10 3/4 oz., \$4.40; Comet, \$4.15, with 25c. extra in less than case lots.

COPPER—The market is rather easy. Sheet copper is firm. For ingot we quote: 17 3/4 to 18c.

INGOT TIN—The market is firm at 31 to 32c.

LEAD PIPE—Business continues good. We quote as follows: 7c. for ordinary and 7 1/2c. for composition waste, with 30 per cent. off.

IRON PIPE—The market is firm and active. We quote: Black pipe, 1/4, \$2.80 per 100 ft.; 3/8, \$2.80; 1/2, \$3; 3/4, \$3.30; 1-in., \$4.75; 1 1/4, \$6.45; 1 1/2, \$7.75; 2-in., \$10.35. Galvanized, 1/2, \$4.60; 3/4, \$5.25; 1-in., \$7.50; 1 1/4, \$9.80; 1 1/2, \$11.75; 2-in., \$16.

TINPLATES—Tinplates are very firm and scarce. Americans have been buying up any odd lots to be found. We quote as follows: Coke plates, \$4.50 to \$4.68; charcoal, \$4.70 to \$4.75; extra quality, \$5.25.

CANADA PLATE—The scarcity still continues and a brisk demand is yet evidenced from both foreign and home buyers. An advance of 5c. has taken place. We quote as follows: 52's, \$2.70; 60's, \$2.80; 75's, \$2.85; full polished, \$3.30 to \$3.55, and galvanized, \$4.25 to \$4.50.

Binder Twine

Binder Twine

The John Bowman Hardware & Coal Co.,

London, Ont.

We can supply for immediate shipment:

Peoria Standard Twine, 500 feet.

Consumers Cordage Co.'s Red Cap, 600 feet.

Consumers Cordage Co.'s Blue Ribbon, 650 feet.

Shipment guaranteed day order is received.

Binder Twine

Binder Twine

STEEL—Unchanged. We quote: Sleigh shoe, \$2; tire, \$2.05; bar, \$2; spring, \$2.75; machinery, \$2.75, and toe-calk, \$2.50.

SHEET STEEL—We quote: Nos. 10 to 20, \$2.50.

TOOL STEEL—Black Diamond, 8c. and Jessop's, 13c.

TERNE PLATES—There are now some terne plates on the market. Some houses are asking an advance of 25c. Values range from \$8 to \$8.25.

COIL CHAIN—There is still a good call being manifested. We quote as follows: No. 6, 12 1/2c.; No. 5, 10 1/2c.; No. 4, 10c.; No. 3, 9 1/2c.; 1/4-in., 7 1/4c. per lb.; 5-16, \$4.75; 5-16 exact, \$5.20; 3/8, \$4.20; 7-16, \$4; 1/2, \$3.80; 9-16, \$3.70; 5/8, \$3.50; 3/4, \$3.45; 7/8, \$3.40; 1-in., \$3.40. In carload lots an allowance of 10c. is made.

SHEET ZINC—Is still quoted at \$5.75 to \$6.

ANTIMONY—Nothing of much account doing. Price as before, 5c.

ZINC SPELTER—Worth 5c.

SOLDER—We quote: Bar solder, 18 1/2c.; wire solder, 20c.

PAINTS AND OILS.

Business still shows considerable activity in all lines. Locally, prices are unchanged from last week, but linseed oil continues to

gain strength on the English market. Turpentine was inclined to be weak for a few days, but is now firm and advancing. We quote :

WHITE LEAD—Best brands, Government standard, \$6.00; No. 1, \$5.62½; No. 2, \$5.25; No. 3, \$4.87½, and No. 4, \$4.50 all f.o.b. Montreal. Terms, 3 per cent. cash or four months.

DRY WHITE LEAD—\$5.25 in casks; kegs, \$5.50.

RED LEAD—Casks, \$5.00; in kegs, \$5.25.

DRY WHITE ZINC—Pure, dry, 6¼c.; No. 1, 5¼c.; in oil, pure, 7¼c.; No. 1, 6¼c.; No. 2, 5¼c.

PUTTY—We quote: Bulk, in barrels, \$1.90 per 100 lb.; bulk, in less quantity, \$2.05; bladders, in barrels, \$2.10; bladders, in 100 or 200-lb. kegs or boxes, \$2.25; in tins, \$2.55 to \$2.65; in less than 100-lb. lots, \$3 f.o.b. Montreal, Ottawa, Toronto, Hamilton, London and Guelph. Maritime Provinces 10c. higher, f.o.b. St. John and Halifax.

LINSEED OIL—Raw, 83c.; boiled, 86c. in 5 to 9 bbls., 1c. less, 10 to 20 bbl. lots, open, net cash, plus 2c. for 4 months. Delivered anywhere in Ontario between Montreal and Oshawa at 2c. per gal. advance and freight allowed.

TURPENTINE—Single bbls., 55c.; 2 to 4 bbls., 54c.; 5 bbls. and over, open terms, the same terms as linseed oil.

MIXED PAINTS—\$1.20 to \$1.45 per gal.

CASTOR OIL—8¾ to 9¼c. in wholesale lots, and ½c. additional for small lots.

SEAL OIL—47½ to 49c.

COD OIL—32½ to 35c.

NAVAL STORES—We quote: Resins, \$2.75 to \$4.50, as to brand; coal tar, \$3.25 to \$3.75; cotton waste, 4½ to 5½c. for colored, and 6 to 7½c. for white; oakum, 5½ to 6½c., and cotton oakum, 10 to 11c.

PARIS GREEN—Petroleum barrels, 18¾c. per lb.; arsenic kegs, 19c.; 50 and 100-lb. drums, 19½c.; 25-lb. drums, 20c.; 1-lb. packages, 20½c.; ½-lb. packages, 22½c.; 1-lb. tins, 21½c.; ½-lb. tins, 23½c. f.o.b. Montreal; terms 3 per cent. 30 days, or four months from date of delivery.

SCRAP METALS.

There is a little more life to the market this week, on account of a heavy demand for scrap lead and copper, which all dealers want in fair quantities. Dealers are now paying the following prices in the country :

Heavy copper and wire, 13½ to 14c. per lb.; light copper, 12 to 12½c.; heavy brass, 12 to 12½c.; heavy yellow, 9c.; light brass, 6½ to 7c.; lead, 2½ to 2¾c. per lb.; zinc, 2¼ to 2½c.; iron, No. 1 wrought, \$14 to \$15 per gross ton f.o.b. Montreal; No. 5 cast, \$13 to \$14; stove plate, \$8 to \$9, light

You are invited to inspect our Exhibit in the Main Building at Toronto Exhibition.

It is the finest example of _____

Architectural Sheet Metal Work

... ever shown in Canada. ...

METALLIC ROOFING CO., Limited

Cor. King and Dufferin Streets, TORONTO.

If You Want Light

Write for Prices.

Manufactured by

THE ONTARIO LANTERN CO.,

HAMILTON, ONT.

BUY

Radiant Shelby Incandescent Lamps.
Electrolite Acetylene Gas Lamps.
Improved Gasoline Lamps.
Banner Cold Blast Lanterns.
Climax Safety Tubular Lanterns.
Banner Lamp Burners.

Walter Grose, Montreal, sole selling agent.

iron, No. 2, \$4 a ton; malleable and steel, \$4; rags, country, 60 to 70c. per 100 lb.; old rubbers, 7 to 7½c. per lb.

HIDES.

Prices are very firm, under an active demand. We quote: Light hides, 7½c. for No. 1, 6½c. for No. 2, and 5½c. for No. 3; lambskins, 25c.; sheepskins, \$1; calfskins, 10c. for No. 1 and 8c. for No. 2.

ONTARIO MARKETS.

TORONTO, August 23, 1901.

HARDWARE.

THE general tone of the market is buoyant. Business, on the whole, is better than usual at this time of the year, and a good demand is looked for during the fall months. While there is no change in prices, the feeling is firm, not only as regards the present, but also the future. The strike in the United States has not yet affected manufactured hardware lines, with the possible exception of some lines of stoves and furnaces.

BARB WIRE—There is little doing, and prices are as before. We quote: \$3.05 per 100 lb. from stock Toronto; and \$2.82½ f.o.b. Cleveland for less than carlots, and \$2.70 for carlots.

GALVANIZED WIRE—There is not much of this going out. We quote as

follows: Nos. 6, 7 and 8, \$3.50 to \$3.85 per 100 lb., according to quantity; No. 9, \$2.85 to \$3.15; No. 10, \$3.60 to \$3.95; No. 11, \$3.70 to \$4.10; No. 12, \$3 to \$3.30; No. 13, \$3.10 to \$3.40; No. 14, \$4.10 to \$4.50; No. 15, \$4.60 to \$5.05; No. 16, \$4.85 to \$5.35. Nos. 6 to 9 base f.o.b. Cleveland are quoted at \$2.57½ in less than carlots and 12c. less for carlots of 15 tons.

SMOOTH STEEL WIRE—A moderate demand is noted for oiled and annealed, and a fair movement in hay-baling wire. Net selling prices are: Nos. 6 to 8, \$2.90; 9, \$2.80; 10, \$2.87; 11, \$2.90; 12, \$2.95; 13, \$3.15; 14, \$3.37; 15, \$3.50; 16, \$3.65. Delivery points, Toronto, Hamilton, London and Montreal, with freights equalized on those points.

WIRE NAILS—A fair sorting-up trade is doing. Prices keep steady. The base price is \$2.85 for less than carlots, and \$2.77½ for carlots. Delivery points Toronto, Hamilton, London, Gananoque and Montreal.

CUT NAILS—There is practically nothing doing this week. Base price is \$2.45 per keg for less than carlots, and \$2.35 for carlots. Delivery points: Toronto, Hamilton, London, Montreal and St. John, N.B.

HORSE NAILS—There is quite a satisfactory trade doing. Discount on "C" brand,

oval head, 50 and 7½ per cent. off new list, and on "M" and other brands, 50, 10 and 5 per cent. off the old list. Countersunk head 60 per cent.

HORSESHOES—A light demand is reported. We quote f.o.b. Toronto: Iron shoes, No. 2 and larger, light, medium and heavy, \$3.60; snow shoes, \$3.85; light steel shoes, \$3.70; featherweight (all sizes), \$4.95; iron shoes, No. 1 and smaller, light, medium and heavy (all sizes), \$3.85; snow shoes, \$4; light steel shoes, \$3.95; featherweight (all sizes), \$4.95.

SCREWS—A good sorting-up trade is doing, as retailers in all sections seem to have been carrying light stocks lately. Discounts are as follows: Flat head bright, 87½ and 10 per cent.; round head bright, 82½ and 10 per cent.; flat head brass, 80 and 10 per cent.; round head brass, 75 and 10 per cent.; round head bronze, 65 per cent., and flat head bronze at 70 per cent.

RIVETS AND BURRS—Section rivets are going out well. Other lines are in moderate request. We quote as follows: Iron rivets, 60 and 10 per cent.; iron burrs, 55 per cent.; copper rivets and burrs, 25 and 5 per cent.

BOLTS AND NUTS—A good demand continues. We quote: Carriage bolts (Norway), full square, 65 per cent.; carriage bolts full square, 65 per cent.; common carriage bolts, all sizes, 60 per cent.; machine bolts, all sizes, 60 per cent.; coach screws, 70 per cent.; sleighshoe bolts, 72½ per cent.; blank bolts, 60 per cent.; bolt ends, 62½ per cent.; nuts, square, 4c. off; nuts, hexagon, 4½c. off; tire bolts, 67½ per cent.; stove bolts, 67½; plough bolts, 60 per cent.; stove rods, 6 to 8c.

ROPE—Trade is good for this time of year. The market keeps firm. Base price of sisal is unchanged at 10c., and of manila at 13½c. per lb.

BINDER TWINE—There is still a large number of sorting orders coming in. Prices are steady. We quote: Pure manila, 650 ft., 12c.; manila, 600 ft., 9½c.; mixed, 550 ft., 8½c.; mixed, 500 ft., 8 to 8½c.

SPORTING GOODS—Business continues to improve, particularly in cartridges, shells, wads, etc.

CUTLERY—The improvement continues, especially with distant buyers.

GREEN WIRE CLOTH—Continues quiet with price unchanged at \$1.35 per 100 square ft.

BUILDING PAPER—A good trade is being done. We quote as follows: Building paper, 30c.; tarred paper, 40c., and tarred roofing, \$1.65.

HARVEST TOOLS—There is not much doing. Discount, 50, 10 and 5 per cent.

SPADES AND SHOVELS—A fair trade is

still being done. Discount, 40 and 5 per cent.

POULTRY NETTING—There is a small trade doing. Discount, 55 per cent.

BUILDERS' HARDWARE—The movement at present is rather better than usual at this time of the year, and a good trade is likely to be done during the fall.

ENAMEL AND TIN WARE—There is a fair demand for some lines, but the aggregate trade is small.

STOVES AND FURNACES—While few orders are now coming in manufacturers are busy filling orders placed early in the summer. It is possible that there may be a shortage of some lines, owing to difficulty in getting polished steel plates for stove bodies.

CEMENT—The demand is good, but not as brisk as it has been. We quote barrel lots: Canadian portland, \$2.25 to \$2.75; German, \$3 to \$3.15; English, \$3; Belgian, \$2.50 to \$2.75; Canadian hydraulic, \$1.25 to \$1.50.

METALS.

Trade is good for this time of year. Stocks in most lines are light and shipments are not coming to hand as quickly as stock is going out. A feature of the market is the fact that English mills are now getting business here that for some time has been controlled by the United States. In fact, considerable quantities of some lines, notably tinplates and black sheets, are being shipped from this market to the United States owing to the shortage caused by the strike there.

PIG IRON—There is a steady feeling. The ruling quotations for Canadian iron are \$17.50 to \$18 for No. 2. Prices continue firm on the British market, and are stiffening in the United States.

BAR IRON—A big demand continues, the mills still being rushed with orders. Ruling base price is \$1.85 per 100 lb.

STEEL—An advance of 50c. to \$1 has been noted in Bessemer billets at Pittsburg this week. The range is now \$24.50 to \$25 for spot shipments. As a result the feeling is strong here, though no change in quotations has yet been made. We quote: Merchantable cast steel, 9 to 15c. per lb.; drill steel, 8 to 10c. per lb.; "B C" and "Black Diamond" tool steel, 10 to 11c.; Jessop's, Morton's and Firth's tool steel, 12½ to 13c.; toe calk steel, \$2.85 to \$3; tire steel, \$2.30 to \$2.50; sleighshoe steel, \$2.10 to \$2.25; reeled machinery steel, \$3; hoop steel, \$3.10.

GALVANIZED SHEETS—The advance noted last week is well maintained. British galvanized sheets are firm at \$4.50 in case lots and \$4.65 in smaller quantities. American sheets rule at \$4.40.

BLACK SHEETS—The demand continues

OAKEY'S 'WELLINGTON' KNIFE POLISH

The original and only Genuine Preparation for Cleaning Cutlery. 6d. and 1s. Canisters.

JOHN OAKEY & SONS, LIMITED

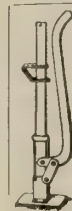
MANUFACTURERS OF

Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England.

Agent:

JOHN FORMAN, 644 Craig Street MONTREAL



COVERT MFG. CO.

West Troy, N.Y.

Steel Carriage and Wagon Jacks,

Harness Snaps, Chain, Rope and Web Goods, etc.

FOR SALE BY JOBBERS AT MFRS. PRICES.

PRIEST'S CLIPPERS

Largest Variety, Toilet, Hand, Electric Power ARE THE BEST. Highest Quality Grooming and Sheep-Shearing Machines. WE MAKE THEM. SEND FOR CATALOGUE TO American Shearer Mfg. Co., Nashua, N.H., U.S.A.

NEWMAN'S PATENT INVINCIBLE FLOOR SPRINGS

Combine all the qualities desirable in a Door Closer. They work silently and effectually, and never get out of order. In use in many of the public buildings throughout Great Britain and the Colonies. MADE SOLELY BY

W. NEWMAN & SONS, Birmingham.

Oneida Community Goods

HALTERS, COW TIES, SNAPS, etc., etc.,

in all sizes and styles. May be had of all jobbers throughout Canada.

Factory—NIAGARA FALLS, ONT.

MACKENZIE BROS.

HARDWARE

MANUFACTURERS' AGENTS,

Travellers covering Manitoba, Northwest Territories and British Columbia.

WINNIPEG MAN.

CORRESPONDENCE SOLICITED.

THE PULLMAN PNEUMATIC

Combined

Door Check and Spring.



for Screen Doors. Small, Simple, Strong, Perfect and Ornamental. Low in Price.

PULLMAN SASH BALANCE CO., ROCHESTER, N.Y., U.S.A.

good. We quote: Common, \$3.15 for 28 gauge and dead flat \$3.50 for 26 gauge.

CANADA PLATES—An active demand continues, but though stocks are light and prices have advanced £1 per ton in Great Britain, there is no change in local quotations. We quote all dull, \$2.90; half polished, \$3; and all bright, \$3.50.

TIN—Some business is being done in a small way. On Tuesday, spot tin was reported at £116 10s., a decline of 2s. in the week. The New York market is steadier than a week ago. The ruling price locally is 31½c. per lb., but 31c. has been accepted for good-sized orders and 32c. has been asked for some small ones.

TINPLATES—Stocks are very bare. Shipments are being made to the United States. British mills are crowded with orders, and it is probable that prices, if not advanced, will be maintained for some months to come. The advance of 25c. made on this market last week is maintained, and we still quote I. C. at \$4.75.

TINNED SHEETS—A fair demand is noted. We quote 28 gauge at 8½c. per lb.

COPPER—There is a good demand for sheet copper, but ingots are not much wanted. The New York market is steady, and the British market has stiffened, an advance of £1 2s. being reported in the week. We quote ingot at 17¾c., bars at 23 to 25c., sheet at 24 to 24½c., and planished at 32c.

BRASS—Trade is fair. The discount on rod and sheet is unchanged at 10 per cent.

SOLDER—Trade is fair. Some houses are quoting guaranteed half-and-half at 18½c., but the general quotations are unchanged as follows: Half-and-half, guaranteed, 19½c.; ditto, commercial, 19c.; refined, 18½c., and wiping, 17c.

IRON PIPE—A good demand continues at steady prices. Black pipe is quoted at \$5.40 for 1 in. and galvanized at \$7.95 per 100 ft.

LEAD—Business is light, and prices are unchanged at 4¼ to 4½c. per lb.

ZINC SPELTER—A quiet demand is reported. We quote 5½ to 6c. per lb.

ZINC SHEETS—The market is steady since the reduction noted last week. We quote ¼c. lower at 6c. for cask lots and 6¼c. for smaller quantities.

ANTIMONY—Business is still quiet and prices unchanged at 10½ to 11c. per lb.

PAINTS AND OILS.

There is not much doing, and, as prices are unchanged, the market is featureless. We quote as follows:

WHITE LEAD—Ex Toronto, pure white lead, \$6.37½; No. 1, \$6; No. 2, \$5.67½; No. 3, \$5.25; No. 4, \$4.87½; genuine dry white lead in casks, \$5.37½.

RED LEAD—Genuine, in casks of 560 lb., \$5.25; ditto, in kegs of 100 lb., \$5.50; No.

FILES

7 FACTORIES
10 BRANDS

RASPS



NICHOLSON FILE CO., Providence, R.I., U.S.A.

BRITISH PLATE GLASS COMPANY, Limited.

Established 1773

Manufacturers of **Polished, Silvered, Bevelled, Chequered, and Rough Plate Glass.** Also 5" a durable, highly-polished material called "**MARBLETT**," suitable for Advertising Tablets, Signs, Facias, Direction Plates, Clock Faces, Mural Tablets, Tombstones, etc. This is supplied plain, embossed, or with incised gilt letters. **Benders, Embossers, Brilliant Cutters, etc., etc.** Estimates and Designs on application.

Works: Ravenhead, St. Helens, Lancashire. Agencies: 107 Cannon Street, London, E.C.—128 Hope Street, Glasgow—12 East Parade, Leeds, and 36 Par dis Street, Birmingham. Telegraphic Address: "Glass, St. Helens." Telephone No. 68 St. Helens.

FOR SALE—(As Good as New.)

RE-LAYING RAILS

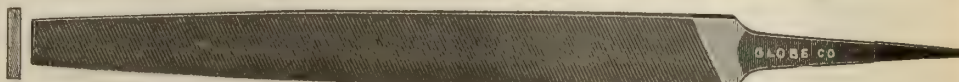
1,200 tons 56. rail and fastenings.
120 tons 65. " " "
20 tons 14. " " "

Prompt Deliveries.

Also a Complete Stock of Track Supplies.

SESSENWEIN BROS., 101 Shannon Street, MONTREAL.

Globe Brand FILES AND RASPS Warranted.



FINEST MATERIAL. SUPERIOR WORKMANSHIP. LOWEST PRICES.

Our production is more than double that of all the other Canadian manufacturers combined.
For sale by all prominent hardware merchants throughout the Dominion.

Walter Grose, Montreal,
Sole Selling Agent.

THE GLOBE FILE MFG. CO.
PORT HOPE, ONT.

1, in casks of 560 lb., \$4.50; ditto, kegs of 100 lb., \$4.75.

LITHARGE—Genuine, 6¼ to 6½c.

ORANGE MINERAL—Genuine, 7½ to 8c.

WHITE ZINC—Genuine, French V.M., in casks, \$7 to \$7.25; Lehigh, in casks, \$6.

PARIS WHITE—90c. to \$1 per 100 lb.

WHITING—65c. per 100 lb.; Gilders' whiting, 80c.

GUM SHELLAC—In cases, 22c.; in less than cases, 25c.

PARIS GREEN—Bbls., 18¾c.; kegs, 19c.; 50 and 100-lb. drums, 17½c.; 25-lb. drums, 20c.; 1-lb. papers, 20½c.; 1-lb. tins, 21½c.; ½-lb. papers, 22½c.; ½-lb. tins, 23½c.

PUTTY—Bladders, in bbls., \$2.10; bladders, in 100 lb. kegs, \$2.25; bulk in bbls., \$1.90; bulk, less than bbls. and up to 100 lb., \$2.05; bladders, bulk or tins, less than 100 lb., \$2.90.

PLASTER PARIS—New Brunswick, \$1.90 per bbl.

PUMICE STONE—Powdered, \$2.50 per cwt. in bbls., and 4 to 5c. per lb. in less quantity; lump, 10c. in small lots, and 8c. in bbls.

LIQUID PAINTS—Pure, \$1.20 to \$1.30 per gal.

CASTOR OIL—English, in cases, 9½ to 10c. per lb. and 10 to 10½c. for single tins.

LINSEED OIL—Raw, 1 to 4 barrels, 86c.; boiled, 89c.; 5 to 9 barrels, raw, 85c.;

boiled, 88c., delivered. To Toronto, Hamilton, Guelph and London, 2c. less.

TURPENTINE—Single barrels, 56c.; 2 to 4 barrels, 55c., delivered. Toronto, Hamilton and London 1c. less. For less quantities than barrels, 5c. per gallon extra will be added, and for 5-gallon packages, 50c., and 10-gallon packages, 80c. will be charged.

GLASS.

Arrivals are not large, and, as stocks are light, a good demand would soon stiffen the market. There is not much doing as yet, however. We quote: Under 26 in., \$4.15; 26 to 40 in., \$4.45; 41 to 50 in., \$4.85; 51 to 60 in., \$5.15; 61 to 70 in., \$5.50; double diamond, under 26 in., \$6; 26 to 40 in., \$6.65; 41 to 50 in., \$7.50; 51 to 60 in., \$8.50; 61 to 70 in., \$9.50, Toronto, Hamilton and London. Terms, 4 months or 3 per cent. 30 days.

OLD MATERIAL.

There is some improvement in the demand. Prices are unchanged. We quote jobbers' prices as follows: Agricultural scrap, 60c. per cwt.; machinery, cast, 60c. per cwt.; stove cast, 40c.; No. 1 wrought 50c. per 100 lb.; new light scrap copper, 12c. per lb.; bottoms, 11c.; heavy copper, 12½c.; coil wire scrap, 12½c.; light brass, 7c.; heavy yellow brass, 10c. heavy red brass, 10½c.; scrap lead,

2¾c.; zinc, 2c.; scraprubber, 6½c.; good country mixed rags, 65 to 75c.; clean dry bones, 40 to 50c. per 100 lb.

HIDES, SKINS AND WOOL.

HIDES—There is a good supply, but offerings are readily absorbed. We quote as follows: Cowhides, No. 1, 7½c.; No. 2, 6½c.; No. 3, 5½c. Steerhides are worth 1c. more. Cured hides are quoted at 8½ to 9c.

SKINS—Lambskins and pelts are 5c. dearer. Otherwise there is no change. We quote: No. 1 veal, 8-lb. and up, 9c. per lb.; No. 2, 8c.; dekins, from 55 to 60c.; culls, 20 to 25c.; sheepskins, 90c. to \$1; lambs and pelts, 40c.

WOOL—There is a good demand, but at low figures. Our quotations are: Combing fleece, washed, 12 to 12½c., and unwashed, 7½ to 8c.

COAL.

The market is firm, but prices for August are unchanged. We quote at international

as a quiet place where the 10,000 commercial travellers of Canada might assemble for a picnic were the fear of arrest removed. The particulars of the arrest were given in The Charlottetown Guardian of June 5.

WELCOME TO P. E. ISLAND.

Tell me not in mournful numbers
That that tax will always be
For the visit of our travellers
Helps our Island—should be free.

All enjoyment, and not sorrow
Is the Knight of Gripsack's way;
Friendly always—and, to-morrow,
Bargain counters bright and gay.

Life is real, life is earnest,
And the Jail is not our goal;
Leaders Farquharson and Gordon
Do not force us pay that toll!

In the world's broad field of battle
P. E. Island's business life
Wants the bargain travellers offer:

Welcome all without the strife.
Travellers' Rest is nice and pleasant;
Let the dead past bury its dead:
Sawing wood in plenty, present,
Peace and quietness, God o' Head.
Lives of great men all remind us
We can make our lives sublime;
Perhaps Sir Louis ere he leaves us
Will abolish Tax and Fine.

DIAMOND GRAPHITE PAINT

The very best covering and ANTI-RUST Paint for all Metallic structures.

THE
CANADA PAINT COMPANY
LIMITED
MONTREAL



For **MACHINES, BRIDGES and GIRDERS.**

Resists Corrosion

and gives a beautiful finish. The **IDEAL** Paint for economy and durability.
Correspondence invited.

THE
CANADA PAINT COMPANY
LIMITED
TORONTO



bridges: Grate, \$4.75 per gross ton; egg, stove and nut, \$5 per gross ton with a rebate of 10c. off for August shipments.

PETROLEUM.

A fairly good business is being done. Prices are unaltered. We quote: Pratt's Astral 16 to 16½c. in bulk (barrels, \$1 extra); American water white, 16½ to 17c. in barrels; Photogene, 15½ to 16c.; Sarnia water white, 15 to 15½c. in barrels; Sarnia prime white, 14 to 14½c. in barrels.

A P.E.I. TRAVELLER'S PLAIN.

THE recent arrest in Charlottetown of a commercial traveller, under the P. E. Island Commercial Travellers' Tax Act, has aroused indignation in the breasts of the "Knights of the Gripsack." Our versatile friend, W.S.L., champions the cause of his fellow travellers in the following verses. Travellers' Rest, a way station on the P. E. Island Railway near Summerside, has evidently appealed to his imagination

Law is long and time is fleeting,
And our hearts though stout and brave,
Hate a lawsuit, rather greeting
Islanders to buy and save.
Sister Provinces we greet thee—
Travellers o'er our Island main—
Twenty dollars in your pocket
Seeing—shall take heart again.



Let us then be up and doing
With a heart for travellers' fate,
Still achieving, not pursuing,
Learn to labor—and to wait.
WILL S. LOUSON.

ONTARIO'S MINERAL OUTPUT.

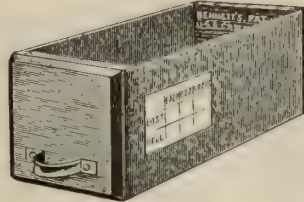
THE output of the metalliferous mines and works in Ontario for the six months ending June 30, as reported to the Bureau of Mines, shows an increase in value of 13 per cent. compared with the same period of last year. The total value in that period this year was \$1,438,539, compared with \$2,541,131 for the whole of 1900. A feature of the returns is that pig iron heads the list, with a value of \$594,617. This required 69,763 tons of iron ore, of which 41,172 tons were the product of Ontario mines, and 28,591 tons were imported from the United States. Formerly the bulk of the pig iron produced in Ontario was smelted from Northern Michigan ore, but, as the present figures show, that is not now the case, hematite from the Helen mine at Michipicoten having largely taken the place of the imported article. Magnetite from Eastern Ontario was also used to some extent.

The production of nickel was second in the list in point of value, reaching \$416,288. Nickel-copper ore to the extent of 132,370 tons was raised from the Sudbury district, of which there were smelted 95,573 tons. The Mond Nickel Co. have started their plant at Victoria Mines, and are now producing matte. Of purely copper ores 9,000 tons were raised. Of gold ore, 25,225 tons were crushed, and of silver ore, 4,560 tons were raised. The old Victoria silver mine at Echo Lake has resumed operations.

The returns of the output of the various classes of minerals is as follows :

Quantity.	Value.
Iron ore, 68,564 tons.....	\$ 70,572
Pig iron, 11,294 tons	594,617
Nickel, 3,964,000 lb.	416,288
Copper, 3,638,000 lb.	178,476
Arsenic, 591,054 lb.	18,912
Gold, 6,646 oz.	116,898
Silver, 68,200 oz.	40,776
Zinc ore, 400 tons	2,000
Total	\$1,438,539

JONES BROS. Manufacturers of
STOVE BRICKS, OPEN GRATE BACKS,
 "Maple Leaf" Brand.
Furnace Bricks and Range Bricks
 Estimates furnished on application. Bracondale P.O., Ont.

BENNETT'S PATENT SHELF BOX

Always gives satisfaction.

Viriden, Manitoba, July 31, 1901.
 "We have drawers installed and like them splendid. Send us a 44 DRAWER BOLT CASE."

VIRIDEN HARDWARE CO.

Campbellton, N.B., August 8, 1901.

"The boxes fit well." J. R. PRICHARD.

For full particulars and prices on our full line of Shelf Boxes and Cabinets for all classes of goods write to

J. S. BENNETT, Patentee and Manufacturer, Toronto.

Watch our ad. in next issue, or write to us for particulars on our patented

Automatic Door Strip and Weather Strip

Specially adapted for cold climates and takes the place of the inner window.

HELMS & HELMS, 148-50 Willow St. PHILADELPHIA.

BRITISH BUSINESS CHANCES.

Firms desirous of getting into communication with British manufacturers or merchants, or who wish to buy British goods on the best possible terms, or who are willing to become agents for British manufacturers, are invited to send particulars of their requirements for

FREE INSERTION

in "Commercial Intelligence," to the Editor

'SELL'S COMMERCIAL INTELLIGENCE,'
 168 Fleet Street, London, England.

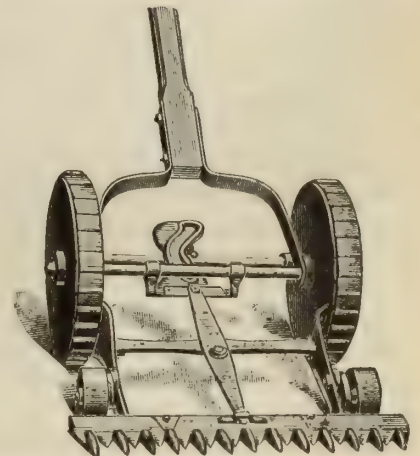
"Commercial Intelligence" circulates all over the United Kingdom amongst the best firms. Firms communicating should give reference as to bona fides.

N.B.—A free specimen copy will be sent on receipt of a post card.

The Mower

THAT WILL KILL ALL THE WEEDS IN YOUR LAWNS

If you keep the weeds cut so they do not go to seed, and cut your grass without breaking the small feeders of roots, the grass will become thick and weeds will disappear. **The Clipper will do it.**



CANADIAN PATENT FOR SALE.
SEND FOR CATALOGUE AND PRICES.

CLIPPER LAWN MOWER CO.,
 NORRISTOWN, Pa.

What do you require in the way of - -

CANS?

We manufacture the very best quality of

Paint and Color Cans, round and square. Varnish and Oil Cans. Paint Irons.
 Paint Packages. Lye Tins.

and every description of Tin or Can required by the trade. We shall be pleased to send you quotations for anything you need in our line.

THE ACME CAN WORKS

Office and Factory: Ontario St. and Jeanne D'Arc Ave.,

JAS. B. CAMPBELL.

MONTREAL.

WILLIAM PRATT

HEATING AND PLUMBING

WHITE LEAD WORKS FOR VANCOUVER.

THE Robertson-Godson Co., Limited, who expect to move into their new block on Hastings street, Vancouver, about September 10, have decided to manufacture white lead there. They have already ordered the necessary machinery for the manufacture of the best qualities of white lead. The new lead works will at first employ a staff of about 10 men in addition to the present large force of employees. The capacity of the plant will be five tons a day, which will be ample to supply all the needs of the Province at present. It is intended to have a large supply on hand for the spring trade. The whole of the top floor will be devoted to white lead manufacture.

The only white lead obtainable at present in the Province is manufactured by a firm in Victoria. The materials for the raw product are obtained in England and Germany, and are generally shipped in large cargoes around the Horn.

The raw product is ground very fine and is then mixed with the necessary oils and driers and placed in suitable cans when it is ready for use.

In addition to the white lead works, the Robertson Godson Co. are contemplating the addition of a complete lead-pipe plant for the manufacture of lead pipe of all descriptions, as well as numerous other articles in the plumbing line made of that material.

PLUMBING AND HEATING CONTRACTS.

The John Ritchie Plumbing and Heating Co., Limited, Toronto, have the contract for the plumbing and heating of a residence on Benard avenue for Mrs. Fleming; of a residence on Indian road for Architect Bond, and of a new restaurant on Yonge street for The J. D. Nasmith Co., and for alterations and construction of new accumulators in the Christie, Brown Co.'s factory.

F. E. McManus, St. John, N.B., has been awarded the contract for plumbing and heating in a new schoolhouse in Chatham, N.B. His tender was \$5,900.

Fiddes & Hogarth, Toronto, have contracts for plumbing in two dwellings for Mr. Bryce on Cawthra avenue; for plumbing and heating in a residence on Queen street east for Mrs. Blong; for plumbing in a warehouse on Court street; for St. Alban's school on Howland avenue; for plumbing and heating in a residence for

Mr. Kemp, Wellesley crescent, and for plumbing and heating in a residence for Stewart Gordon, Rosedale.

THE BRITISH PLUMBERS' BILL.

The British Plumbers' Bill received its second reading in the House of Lords some days ago. In moving the reading Lord Glenesk is reported by The Ironmonger as follows: "This is a very short and simple Bill. It is simply a Bill for the permissive registration of plumbers—not one to enforce registration—in the hope that the public will thereby win that confidence in the work of the plumbers, which is at present sadly wanting, and deservedly so. Technical education has been promoted all through the kingdom, and especially in plumbers' work; and although many more men are now allowed to qualify as plumbers, they are not registered, and they have no documents to show. This Bill will allow them to be permissively registered, and on a plumber entering your house he would be a more reliable man than he has hitherto proved himself to be."

SOME BUILDING NOTES.

The corner-stone of a new Sunday-school for the Alexandra Presbyterian church, Brantford, Ont., was laid on Thursday last week.

The contract for the erection of the big new building to be built in the city of Nanaimo for the Bank of Commerce has been awarded to a Victoria contractor, R. Dinsdale. S. Maclure, also of Victoria, is the architect.

The corner stone of a new town hall for Uxbridge, Ont., was laid on Monday.

MONTREAL'S PLUMBING BY-LAWS.

The plumbing by-law passed by the Montreal City Council is now being criticized rather severely by some of the plumbers of that city. It is stated that the by-law as at first drafted was considerably altered, some paragraphs inserted contradicting others, important sections being left out of the final draft and some impracticable rules being laid down.

The examining committee has prepared the forms and registers that they considered necessary for the purpose of complying with the regulations imposed by the law, but there is some delay in getting them in the hands of the printers, and they may not be ready by the time fixed for the examinations.

PLUMBING AND HEATING NOTES.

The Beaver Oil and Gas Co., Limited, Brantford, Ont., have been incorporated.

The Kent Oil and Gas Co., Limited, Dresden, Ont., have been incorporated.

The Diamond Lighting Co., Limited, Montreal, have been incorporated.

Roy & Co., plumbers, Sherbrooke, Que., have dissolved.

Murray & St. Amour have registered as electricians in Montreal.

The Strathcona Electric Co., Limited, Strathcona, N.W.T., have been incorporated.

The plumbers and tinsmiths of Kingston, Ont., had a warm game of baseball last Saturday. The plumbers won out with a score of 19 to 11.

The fourth game between the Toronto Master Plumbers' Association and the Toronto Plumbers' Supply Association may be played at the Exhibition grounds on Saturday. The plumbers are to put an entirely new team in the field and the supply men are to find a new pitcher. The game will be played if the members of the two teams can get to the grounds on Saturday.

BUILDING PERMITS ISSUED.

Building Inspector Rogers, of Winnipeg, reports issuing to date 463 building permits, 309 for new buildings, and 154 for alterations, the total cost aggregating \$1,317,800. Up to the same date last year 314 permits were issued, aggregating \$946,500.

Building permits have been issued in Toronto to The Grant, Hamilton Oil Co., Limited, for a \$3,500 factory on Dupont street; to W. J. Hynes, for a \$3,000 dwelling at 41 Bleecker street; to James Croker, for a pair of stores at 508 and 510 Queen street west, to cost \$3,500; to W. Lewis, for a \$1,200 cottage on Brooklyn avenue, near Dagmar; to John Kilgour for a \$1,100 dwelling at 117 Bank street, and to D. M. Stair, for \$3,500 alterations to 23 Temperance street.

SITUATION VACANT.

WANTED—Good salesman for heating materials, steam and hot water, required to have some knowledge of how to install modern systems. State age and experience. Address, Box 58, HARDWARE AND METAL, Toronto.

ADVERTISING in WESTERN CANADA

will be Carefully Efficiently, and Promptly
attended to, by

The Roberts Advertising Agency,
WINNIPEG CANADA.

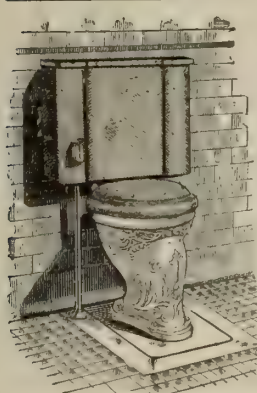
1879 ESTABLISHED 1879

Essex Handle and Wood Turning Works

Late of Essex, now LEAMINGTON, ONT.

Makers of Axe, Fork, Rake, Hoe, Sledge, Broom, Hammer and all kinds of Handles. Neck Yokes, Singletrees and Doubletrees, Bench Saws, Exercise Clubs, Baseball Bats, etc., etc. Do you sell any Shaved Pattern and Octagon Axe Handles? The largest and best trade in Canada does, because they give best satisfaction. All stock air-dried, not kiln-dried. If you are going to be in it, place your order with

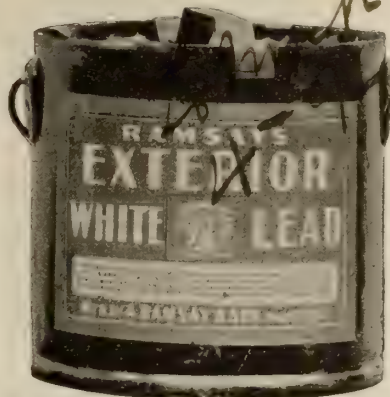
GARDNER BROS. & CO.



**LOW TANK
WATER CLOSET
COMBINATIONS
THE MOST PER-
FECT ON THE
MARKET
NOISELESS IN
ACTION
BEAUTIFUL
DESIGNS.**

Write for Catalogue.
The James Morrison
Brass Mfg. Co. Limited
TORONTO, ONT.

THIS LEAD FOR MONEY



It's past the experimental stage and everybody knows it, both the dealer and the consumer—the imitator knows it too, because Ramsays Exterior has been imitated in name and label. We have proved most conclusively that

Ramsays Exterior Lead

is superior to pure lead or any other lead, whether imported or otherwise. This is a lead the painter wants. We have nice booklets to help the sale. It costs less than pure lead and can be sold for more.

A. Ramsay & Son

PAINTMAKERS,

Est'd. 1842

MONTREAL

ONTARIO SILVER CO.,

Limited,

NIAGARA FALLS, CANADA.

Manufacturers of **FLATWARE, CUTLERY and
ELECTRO PLATE.**

Ask for our Catalogue and Quotations.



Ontario Nut Works, Paris
BROWN & CO.

Manufacturers of
All sizes of Hot Pressed
Nuts, Square and Hexagon.

The Best Coal Oil Imported into Canada is

Pennoline

BRAND.

Made from Pennsylvania Crude.

Our Cheaper Brands are: —————

"Crystal Spray," W. W. American Oil.

"Silver Light," Prime White Oil.

We handle nothing but the best product of American refiners.

Try a sample barrel of Pennoline before buying your Fall supply.

The Atlantic Refining Co.
TORONTO.

BUSINESS CHANGES.**DIFFICULTIES, ASSIGNMENTS, COMPROMISES.**

H. HUDON & CO., general merchants, St. Angele (Rimouski), Que., have affected a compromise.

Z. Harvey, general merchant, St. Hilarion, Que., is offering 25c. on the dollar.

M. Glazer, proprietor of Glazer & Co., junk dealers, Que., has consented to assign.

The Ashcroft Trading Co., general merchants, Ashcroft, B.C., are offering to compromise.

Alexander Cowan, general merchant, Kingsville, Ont., has assigned to C. B. Armstrong.

James E. Cullen, dealer in agricultural implements, Peterboro', Ont., has assigned to R. R. Hall.

A meeting of the creditors of Ernest Spraggett, sawmiller, Grand Forks, B.C., has been held.

A meeting of the creditors of Ludger Hould, general merchant, Gentilly, Ont., has been held.

A meeting of the creditors of Honore Tharwette, general merchant, St. Lazare de Vaudreuil, Ont., has been held.

A meeting of the creditors of Gaspard Charette, general merchant, St. Marie de Blandford, Que., has been held.

A meeting to appoint a curator for G. Charette, general merchant, St. Marie de Blandford, Que., has been held.

A meeting of the creditors of Black & Co., general merchants, Hawkesville, Ont., has been called for to day (Friday).

F. C. Fader, harness dealer, Shubenacadie, N.S., has assigned to Geo. H. Curry, and his creditors have been called to meet on September 4.

PARTNERSHIPS FORMED AND DISSOLVED.

Baile & Daigle, tinsmiths, Adamsville, Ont., have dissolved.

The Columbia Sawmill Co., Hazlemere, B.C., have dissolved, and J. B. Kinney continues.

S. R. Poulin, planing miller, Ottawa, has admitted partner, under the style of S. R. Poulin & Co.

Graham & Rolston, hardware dealers, Winnipeg, have dissolved, and G. W. Graham continues.

SALES MADE AND PENDING.

Ann Hurdon, hardware dealer, Beeton, Ont., has sold out.

John S. McInnes, general merchant, Glace Bay, N.S., has sold out.

John Barr, wagonmaker, Barrie, Ont., is advertising his business for sale.

Auclair & Laliberte have registered as blacksmiths at Thetford Mines, Que.

The assets of James Grandy, carriage-maker, New Glasgow, Ont., have been sold.

The assets of E. E. Wells, general merchant, Frelighsburg, Que., are to be sold on August 27.

The stock of the estate of G. E. Nugent, general merchant, Hazel Cliffe, N.W.T., will be sold by auction on September 3.

The stock of V. Leblanc & Co., general merchants, Hull, Que., who recently assigned, has been sold at 60c. on the dollar.

CHANGES.

Isaiah Herbert has registered as general merchant in Shawenegan Falls, Que.

Lemuel Welch, general merchant, Wheatley, Ont., has sold out to Whitney Bros.

Thomas G. Harlton, general merchant, Shipka, Ont., has sold out to H. Wing.

Morse & Jack, general merchants, Blenheim, Ont., have sold out to Robinson & Co.

T. G. Tennant, general merchant, Newry, Ont., has sold out to Richard Common.

Ada M. Stabb has registered as sole proprietor of Stabb & Co., coal dealers, Wolfville, N.S.

Esdras Guerin has registered under the style of E. Guerin & Co., general merchants, St. John, Que.

Wm. Bowman has retired from The John

Bowman Hardware and Coal Co., wholesale hardware dealers, London, Ont., and John Bowman continues.

FIRES.

Fulbrook & McInnes, sawmillers, Harrison River, B.C., have suffered loss by fire.

R. Stewart, lumber and planing miller, Guelph, Ont., has been partly burned out.

The mills of John McDonald, builder, etc., Antigonish, N.S., have been burned.

James Forman, lumber and hardware dealer, Alexander, Man., has suffered loss by fire.

The stock and machinery of Albert Holmes, brass manufacturer, Montreal, has been damaged by fire.

The storehouse of J. S. Loughheed & Sons, manufacturers of hubs, spokes and bent goods, Sarnia, Ont., has been burned out.

P. D. Dods & Co., wholesale paint, oil and glass dealers, Montreal and Toronto, have suffered loss by fire in Toronto; insured.

DEATHS.

George Rendall, coal and wood dealer, London, Ont., is dead.

T. J. Noble, grocer and hardware dealer, Grimsby, Ont., has moved into new premises.

The business men of Portage la Prairie, Man., closed their stores on Friday last week to help make a big union Sunday-school picnic from Winnipeg a success.

American Sheet Steel Company

Battery Park Building
New York

Manufacturers of all varieties of
Iron and Steel Sheets
Black and Galvanized
Plain and Painted
Flat, Corrugated and
"V" Crimped

Apollo Best Bloom Galvanized
W. Dewee's Wood Company's
Patent Planished Iron
W. Dewees Wood Company's
Refined Smooth Sheets
Wellsville Polished Steel Sheets

Representatives for Canada
B. & S. H. Thompson & Company
26 St. Sulpice Street
Montreal

TRADE



MARK

Canada Horse Nail Company

Montreal

Established 1865.

Horse Nails

with the "C" brand and our name on the box, have our absolute guarantee that every nail is perfect.

They are hot forged from the best Swedish Charcoal Steel Nail Rods, combining the best process and the best material known for making a horse nail.

They will wear longest, as they are the toughest, and drive easier than any other, by reason of their faultless design and perfect hardened points.

Every dealer in horse nails will find it to his advantage to sell our "C" brand in preference to any other, as they are the best known to the Farrier trade, and conceded by them whenever used, to be the most satisfactory nail to use.

They are to be obtained from nearly all the leading wholesale dealers in Canada. If you cannot get our "C" brand on order from them, do not accept substitutes, but apply direct to us.

Exhibition

Next Week



If you come, remember our sample rooms and offices are at your disposal, as well as our being pleased to meet you all.

Sanderson Percy & Co., Toronto.

MANITOBA MARKETS.

WINNIPEG, August 20, 1901.

HARDWARE AND PAINTS, OILS
AND GLASS.

THE hardware trade has been very good all week, but, if the carpenters' strike continues, it will certainly materially affect the sale of building hardware. The demand in the country, however, is very good. The implement business is still active. Binders have all gone forward, and the men are now working on getting out threshing outfits. The sale of binder twine has been unprecedented, and the demand so great that in many instances small consignments have gone forward by express. The only change in prices for the week is an advance of 25c. per 100 lb. on all grades of galvanized iron.

Quotations for the week are as follows :

Barbed wire, 100 lb.	\$3 45
Plain twist	3 45
Staples	3 95
Oiled annealed wire.....10	3 95
"	11 4 00
"	12 4 05
"	13 4 20
"	14 4 35
"	15 4 45
Wire nails, 30 to 60 dy, keg.....	3 50
" 16 and 20	3 60
" 10	3 60
" 8	3 70
" 6	3 75
" 4	3 90
" 3	4 15
Cut nails, 30 to 60 dy.	3 10
" 20 to 40	3 15
" 10 to 16	3 20
" 8	3 25
" 6	3 30
" 4	3 40
" 3	3 75
Horsenails, 45 per cent. discount.	
Horseshoes, iron, No. 0 to No. 1.....	4 65
No. 2 and larger	4 40
Snow shoes, No. 0 to No. 1	4 90
No. 2 and larger	4 40
Steel, No. 0 to No. 1	4 95
No. 2 and larger	4 70
Bar iron, \$2.60 basis.	
Swedish iron, \$5.00 basis.	
Sleigh shoe steel	3 25
Spring steel	3 25
Machinery steel	3 75
Tool steel, Black Diamond, 100 lb.....	8 50
Jessop	13 00
Sheet iron, black, 10 to 20 gauge, 100 lb.	3 50
20 to 26 gauge	3 75
28 gauge	4 00
Galvanized American, 16 gauge....	2 79
18 to 22 gauge	4 75
24 gauge	5 00
26 gauge	5 25
28 gauge	5 50
Genuine Russian, lb.	12
Imitation	8
Tinned, 24 gauge, 100 lb.	7 75
26 gauge	8 00
28 gauge	8 50
Tinplate, IC charcoal, 20 x 28, box	10 75
" IX	12 75
" IXX	14 75
Ingot tin	33
Canada plate, 18 x 21 and 18 x 24	3 25
Sheet zinc, cask lots, 100 lb	7 00
Broken lots	7 50
Pig lead, 100 lb.	6 00
Wrought pipe, black up to 2 inch.....50 an 10 p.c.	
Over 2 inch	50 p.c.
Rope, sisal, 7-16 and larger	\$10 75
" 3/4	11 25
" 1/2 and 5-16	11 75
Manila, 7-16 and larger	14 00
" 3/4	14 50
" 1/2 and 5-16	15 00
Solder	20
Cotton Rope, all sizes, lb.	17
Axes, chopping	\$ 7 50 to 12 00
" double bitts	12 00 to 18 00

Screws, flat head, iron, bright.....	87 1/2
Round "	82 1/2
Flat " brass	80
Round "	75
Coach	57 1/2 p.c.
Bolts, carriage	55 p.c.
Machine	55 p.c.
Tire	60 p.c.
Sleigh shoe	65 p.c.
Plough	40 p.c.
Rivets, iron	50 p.c.
Copper, No. 8	35
Spades and shovels	40 p.c.
Harvest tools	50, and 10 p.c.
Axe handles, turned, s. g. hickory, doz..	\$2 50
No. 1	1 50
No. 2	1 25
Octagon extra	1 75
No. 1	1 25
Files common	70, and 10 p.c.
Diamond	60
Ammunition, cartridges, Dominion R.F.	50 p.c.
Dominion, C.F., pistol	30 p.c.
" military	15 p.c.
American R.F.	30 p.c.
C.F. pistol	5 p.c.
C.F. military	10 p.c. advance.
Loaded shells:	
Eley's soft, 12 gauge black.....	16 50
chilled, 12 gauge.....	18 00
soft, 10 gauge	21 00
chilled, 10 gauge	23 00
Shot, Ordinary, per 100 lb	6 25
Chilled	6 75
Powder, F.F., keg	4 75
F.F.G.	5 00
Tinware, pressed, retinned.....	75 and 2 1/2 p.c.
plain	70 and 15 p.c.
Graniteware, according to quality.....	50 p.c.

PETROLEUM.

Water white American	25 1/2 c.
Prime white American	24 c.
Water white Canadian	22 c.
Prime white Canadian	21 c.

PAINTS, OILS AND GLASS.

Turpentine, pure, in barrels.....	\$ 61
Less than barrel lots	66
Linseed oil, raw	90
Boiled	93
Lubricating oils, Eldorado castor.....	25 1/2
Eldorado engine	24 1/2
Atlantic red	27 1/2
Renown engine	41
Black oil	23 1/2 to 25
Cylinder oil (according to grade) ..	55 to 74
Harness oil	61
Neatsfoot oil	\$ 1 00
Steam refined oil	85
Sperm oil	1 50
Castor oil	11 1/2
Glass, single glass, first break, 16 to 25	
united inches	2 25
26 to 40	2 50
41 to 50	5 50
51 to 60	6 00
61 to 70	6 50
Putty, in bladders, barrel lots.....per lb.	2 1/2
kegs	2 3/4
White lead, pure	7 00
No. 1	6 75
Prepared paints, pure liquid colors, ac-	
cording to shade and color, per gal. \$1.30 to \$1.90	

NOTES.

Among the visitors in the city this week is Mr. Joseph Stratford, of The Cooperative Binder Twine factory, Brantford, Ont. He has sold the balance of the factory's season's output here, and is establishing agencies. He will spend some four or five weeks in the Province.

INQUIRIES AND ANSWERS.

PURCHASERS OF ASHES.

An inquiry for the names of purchasers of wood ashes in car-load lots appeared in last week's issue. D. Richards, of the Oxford Soap Works, Woodstock, Ont., writes that The Bowker Fertilizer, Co., Boston, Mass. and Munroe Bros, Oswego,

N.Y., are the largest purchasers of Canadian wood ashes, and Mr. Richards says that last year over 6,000 car-loads were exported to New York and to the New England States. The following, he says, sell wood ashes in bags, barrels or bulk: F. R. Lalor, Dunnville, Ont.; A. P. Joynt, Seaforth, Ont.; John Joynt, Lucknow, Ont.; Fred Richards, Culloden, Ont.; H. Richards, Bothwell, Ont.; Thomas Potts, Brantford, Ont.

INQUIRIES REGARDING CANADIAN
TRADE.

The following were among the recent inquiries relating to Canadian trade received at the High Commissioner's office in London, England:

1. A fruit salesman and commission agent in Leeds desires to correspond with exporters of Canadian fruit and poultry who require representation.

2. An agent in London, who is conversant with the provision and fruit trade, is open to take up the agency of Canadian shippers who can utilize his services.

3. Inquiry is made for particulars of partly opened out copper claims in Canada for development purposes.

Mr. Harrison Watson, curator of the Canadian Section of the Imperial Institute, London, England, is in receipt of the following inquiries regarding Canadian trade:

4. A London house desires names of Canadian producers of graphite who can offer supplies.

2. A London timber merchant intends visiting Canada in September with the object of arranging for regular supplies of shooks for fruit and egg cases, and would like to hear from manufacturers in a position to furnish same.

3. A house doing business in the United Kingdom and South Africa wishes to arrange for exclusive agencies for the latter country in Canadian flour, leather, woodenware, lobsters, cheese, furniture, doors, etc.

[The names of the firms or individuals making the above inquiries will be furnished on application to the Editor of HARDWARE AND METAL]

PAN-AMERICAN EXPOSITION,
BUFFALO.

Those planning a trip to Buffalo and Pan-American Exposition this year should make arrangements to take in one of the popular side trips offered by the Grand Trunk Railway to the most beautiful and healthful summer resorts, situated on the "Highlands of Ontario," located 1,000 feet above sea level, a few hours run from Buffalo. Good hotel accommodation, magnificent scenery, perfect immunity from hay fever; a place where health and pleasure go hand in hand. The Highlands of Ontario include the following well-known and popular districts.— "Muskoka Lakes," "Lake of the 1000 Islands," "Magnetawan River," "30,000 islands," the Georgian Bay, "Kawartha Lakes" and the region around "Lake Simcoe and Couchiching." Illustrated descriptive publications, maps and all information can be had free by applying to M. C. Dickson, district passenger agent, Toronto.

"MIDLAND" BRAND

Foundry Pig Iron.

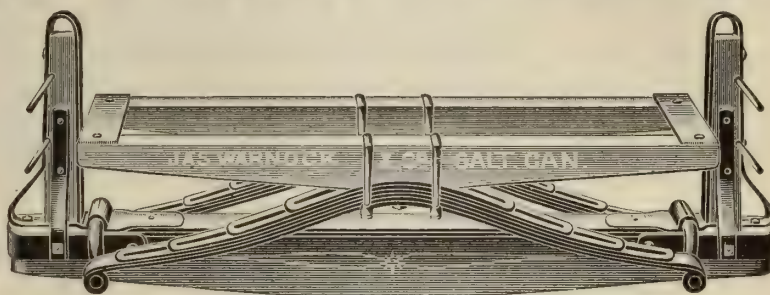
Made from carefully selected Lake Superior Ores, with Connellsville Coke as fuel, "Midland" will rival in quality and grading the very best of the imported brands.

Write for Prices to Sales Agents:

Drummond, McCall & Co.
or to **MONTREAL, QUE.**
Canada Iron Furnace Co.
MIDLAND, ONT. Limited

"The Peerless"

is the best Bolster Spring ever produced. A fine line for the hardware trade. Write Us For Prices.



James Warnock & Co. = Galt, Ont.

CURRENT MARKET QUOTATIONS

August 23, 1901.

These prices are for such quantities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list as the desire is to make it perfectly accurate.

METALS.

Tin.

Lamb and Flag and Straits—
56 and 28 lb. ingots, per lb. 0 31½ 0 32

Tinplates.

Charcoal Plates—Bright Per box
M.L.S., equal to Bradley. \$6 75
I.C., usual sizes. 8 25
I.X., " 9 75
I.X.X., " 9 75

Famous—
I.C. 6 75
I.X. 8 25
I.X.X. 9 75
Raven & Vulture Grades—
I.C., usual sizes. 4 75
I.X. 5 75
I.X.X. 6 75
I.X.X.X. 7 75
D.C., 12½x17 4 25
D.X. 5 00
D.X.X. 5 75

Coke Plates—Bright
I.C., usual sizes. 4 75
I.C., special sizes, base. 5 00
20 x 28. 9 50

Charcoal Plates—Terne
Deano or J. G. Grade—
I.C., 20x28, 112 sheets. 9 00
I.X., Terne Tin 11 00

Charcoal Tin Boiler Plates. Per lb.
X.X., 14x56, 50 sheet box }
" 14x60, " } 0 06½
" 14x65, " }

Tinned Sheets
72x30 up to 24 gauge. 0 07½
" 26 " 0 08
" 28 " 0 08½

Iron and Steel.
Common Bar, per 100 lbs. 1 85 1 90
Refined 2 35
Horse Shoe Iron 2 35
Hoop steel, 1½ to 3 in. base, 3 10
Extras for smaller sizes. 2 10
Sleigh Shoe Steel " base 2 30 2 50
Tire Steel. 2 85 3 00
Reeled Machinery 2 85 3 00
Toe Calk Steel 2 85 3 00
T. Firth & Co's tool steel, per lb 0 12½ 0 13
Jessop's tool Steel 0 12½ 0 13
Morton's tool steel 0 12½ 0 13
Black Diamond and " B.C." tool steel 0 10 0 11
Drill Steel, per lb. 0 08 0 10

Boiler Tubes.
1½ inch. 0 12½
" 2 " 0 13
" 3 " 0 15
" 3½ " 0 16
" 4 " 0 20
" 4½ " 0 25

Steel Boiler Plate.
¼ inch. 2 50 2 60
3-16 inch. 2 60 2 70
¾ inch and thicker. 2 50 2 60

Black Sheets.
13 gauge. Com. D.F.I. 2 85 3 00
20 " 2 85 3 00
22 to 24 " 2 85 3 25
26 " 3 05 3 50
28 " 3 15

Canada Plates.

All dull, 52 sheets. 2 90
Half polished. 3 00
All bright. 3 50

Black pipe—
Iron Pipe.
¾ inch. 4 65
1 inch. 3 40
1½ inch. 3 45
2 inch. 3 70
2½ inch. 3 85
3 inch. 5 40
3½ inch. 7 70
4 inch. 9 50
4½ inch. 12 50
5 inch. 22 75
5½ inch. 30 10
6 inch. 37 50
6½ inch. 42 75
7 inch. 51 50
8 inch. 57 50
9 inch. 74 50

Galvanized pipe—
¾ inch. 5 15
1 inch. 5 50
1½ inch. 7 95
2 inch. 10 80
2½ inch. 12 95
3 inch. 17 35

Galvanized Sheets.
G.C. Comet. Amer. Queen's Head.
16 gauge 4 00 3 85 4 00 3 75
18 to 24 gauge 4 00 3 85 4 25 4 00
26 " 4 25 4 10 4 25 4 25
28 " 4 50 4 35 4 40 4 50

Case lots 10 to 15c. less.
28 gauge American equals 26 gauge English.

Chain.
Proof Coil, 3-16 in., per 100 lb. 8 30 8 50
" 5-16 " " 4 70 5 00
" 7-16 " " 4 05 4 70
" 9-16 " " 3 90 4 25
" 11-16 " " 3 70 4 10
" 13-16 " " 3 65 4 05
" 15-16 " " 3 35 3 90
" 17-16 " " 3 60 4 10

Halter, kennel and post chains, 40 to 40 and 5 p.c.
Cow ties. 40 p.c.
Tie-out chains. 65 p.c.
Stall fixtures. 35 p.c.
Trace chain. 45 p.c.
Jack chain, iron, single and double, discount 35 p.c.
Jack chain, brass, single and double, discount 40 p.c.

Copper.
Ingots
English B. S., ton lots. 0 17½
Lake Superior. 0 23
Cut lengths round, ½ to ¾ in. 0 23 0 25
" round and square 1 to 2 inches. 0 23 0 25

Sheet.
Plain, 14 oz., and light, 16 oz., 14x48 and 14x60. 0 24 0 24½
Plain, 14 oz., and light, 16 oz., irregular sizes. 0 24½ 0 25
Tinned copper sheets. 0 26
Planished Braziers (in sheets). 0 32
4x6ft. 25 to 30 lbs. ea., per lb. 0 25
" 35 to 45 " " 0 24
" 50-lb. and above, " 0 23

Boiler and T. K. Pitts
Plain Tinned, per lb. 0 28
Spun, per lb. 0 32

Brass.
Rod and Sheet, 14 to 30 gauge 10 per cent.
Sheets, hard-rolled, 2x4. 0 23
Tubing, base, per lb. 0 23

Zinc Spelter
Foreign, per lb. 0 05½ 0 06
Domestic " 0 05½ 0 06

Zinc Sheet.

5 cwt. casks. 00 6
Part casks. 00 6½

Lead.
Imported Pig, per lb. 0 04½ 0 04½
Bar, 1 lb. 0 05½ 0 05½
Sheets, 2½ lbs. sq. ft., by 0 06½ 0 06½
Sheets, 3 to 6 lbs., " 0 06 0 06

NOTE.—Cut sheets ½ cent per lb. extra.
Pipe, by the roll, usual weights per yard, lists at 7c. per lb. and 30 p.c. dis. f.o.b. Toronto.
NOTE.—Cut lengths, net price, waste pipe 8-ft. lengths lists at 7½ cents.

Shot.
Common, \$6.50 per 100 lb.; chilled, \$7.00 per 100 lb.; buck, seal and ball, \$7.50. Discount, 17½ p.c. Prices are f.o.b. Toronto, Hamilton, Montreal, St. John and Halifax. Terms 3 per cent. cash, freights equalized.

Soil Pipe and Fittings.
Discount, 60 and 10 per cent. on medium and extra heavy, and 60 per cent. on light.

Solder. Per lb. Per lb.
Bar half-and-half, guarant'd. 0 19½
Bar half-and-half, comm'l. 0 19
Refined. 0 18½
Wiping. 0 18

NOTE.—Prices of this graded according to quantity. The prices of other qualities of solder in the market indicated by private brands vary according to composition.

Antimony.
Cookson's, per lb. 0 10½ 0 11

White Lead. Per 100 lb.
Pure. 6 37
No. 1 do. 6 00
No. 2 do. 5 52½
No. 3 do. 5 25
No. 4 do. 4 57½
Munro's Select Flake White. 7 37½
Elephant and Decorators' Pure. 7 12½
Brandram's E. B. Genuine. 7 50
" Decorative. 7 00
" No. 1. 6 50
" No. 2. 5 75

Red Lead.
Genuine, 560 lb. casks, per cwt. \$5 50
Genuine, 100 lb. kegs, per cwt. 5 75
No. 1, 560 lb. casks, per cwt. 5 25
No. 1, 100 lb. kegs, per cwt. 5 00

White Zinc Paint.
Elephant Snow White. 0 08 0 09
Pure White Zinc. 0 08 0 09
No. 1. 0 06 0 07½
No. 2. 0 05 0 06½

Dry White Lead.
Pure, casks. 5 75
Pure, kegs. 6 25
No. 1, casks. 5 50
No. 1, kegs. 5 00

Prepared Paints.
In ½ and 1 gallon tins.
Pure, per gallon. 1 25
Second qualities, per gallon. 1 10
Barn (in bbls.). 0 75 0 85
The Sherwin-Williams Paints. 1 45
Canada Paint Co's Pure. 1 25
Toronto Lead & Color Co's Pure. 1 25
Sanderson Peary's Pure. 1 20
Stewart & Wood's Champion Pure. 1 20

Colors in Oil.
25 lb. tins, Standard Quality.
Venetian Red, per lb. 0 05
Chrome Yellow. 0 11
Golden Ochre. 0 06
French. 0 05
Marine Black. 0 09
" Green. 0 09
Chrome. 0 08
French Imperial Green. 0 09

Colors, Dry.

Yellow Ochre (J.C.) bbls. 1 35 1 40
Yellow Ochre (J.F.L.S.) bbls. 2 75
Yellow Ochre (Royal). 1 10 1 15
Brussels Ochre. 2 00
Venetian Red (best), per cwt. 1 80 1 90
English Oxides, per cwt. 3 00 3 25
American Oxides, per cwt. 1 75 2 00
Canadian Oxides, per cwt. 1 75 2 00
Super Magnetic Oxides, 93p.c. 2 00 2 25
Burnt Sienna, pure, per lb. 0 10
" Umber, " 0 10
do Raw. " 0 09
Drop Black, pure. " 0 09
Chrome Yellows, pure. " 0 18
Chrome Greens, pure, per lb. 0 12
Golden Ochre. " 0 03½
Ultramarine Blue in 28-lb. boxes, per lb. 0 08 0 24
Fire Proof Mineral, per 100 lb. 1 00
Genuine Eng. Litharge, per lb. 0 07
Mortar Color, per 100 lb. 1 25
English Vermilion. " 0 80
Pure Indian Red, No. 45 lb. " 0 80
Whiting, per 100 lb. " 0 55

Blue Stone.
Casks, for spraying, per b. 0 07
100-lb. lots, do. per lb. 0 08

Putty.
Bulk in bbls. 1 90
Bulk in less quantity. 2 05
Bladders in kegs, boxes or loose. 2 10
Bladders in 25-lb. tins. 2 25
Bladders in 12½-lb. tins. 2 65
Bladders in bulk or tins less than 100 lb. 2 90

Varnishes.
In 5-gal. lots. Per gal.
Carriage, No. 1. 2 90 3 30
" body. 8 00 9 00
" rubbing. 4 00 5 00
Gold Size, Japan. 3 00 3 40
Brown Japan. 2 40 2 80
Elastic Oak. 2 90 3 30
Furniture, extra. 2 40 2 80
" No. 1. 1 60 2 00
Hard Oil Finish. 2 70 3 10
Light Oil Finish. 3 20 3 60
Demar. 3 30 3 70
Shellac, white. 4 40 4 80
" orange. 4 00 4 40
Furniture Brown Japan. 1 60 2 00
Black Japan. 2 40 2 80
" No. 1. 1 60 2 00

The Imperial Varnish & Color Co's., Limited Elastilite Varnish 1 gal. can, each. \$3.00.
Granitine Floor Finish per gal., \$2.75.
Maple Leaf Coach Enamels, size 1, \$1.20; size 2, 70c.; size 3, 40c. each.

Castor Oil.
East India, in cases, per lb. 0 10 0 10½
" small lots. 0 10½ 0 11

Cod Oil, Etc.
Cod Oil per gal. 0 50 0 55
Pure Olive. 1 20
" Neatsfoot. 90

Glue.
Common. 0 08½ 0 09
French Medal. 0 14 0 14½
Cabinet sheet. 0 12 0 13
White, extra. 0 18 0 20
Gelatin. 0 22 0 30
Strip. 0 18 0 20
Coopers. 0 19 0 20
Hutner. 0 18

JOSEPH RODGERS & SONS

SHEFFIELD, ENGLAND.

Limited

Each blade of our Goods bears the exact mark here represented.

JAMES HUTTON & CO., MONTREAL

SOLE AGENTS
IN CANADA.**HARDWARE.****Ammunition.**

Cartridges.
B. B. Caps, Dom. 50 and 5 per cent.
Rim Fire Pistol, dis. 40 p. c., Amer.
Rim Fire Cartridges, Dom., 50 and 5 p. c.
Central Fire Pistol and Rifle, 10 p. c. Amer.
Central Fire Cartridges, pistol sizes, Dom.
30 per cent.
Central Fire Cartridges, Sporting and Military,
Dom., 15 and 5 per cent.
Central Fire, Military and Sporting, Amer.
add 5 p. c. to list. B. B. Caps, discount 40
per cent. Amer.
Loaded and empty Shells, "Trap" and
"Dominion" grades, 25 per cent. Rival
and Nitro, 10 p. c. advance on list.
Brass Shot Shells, 55 per cent.
Primers, Dom., 30 per cent.

Wads.

Best thick white felt wadding, in 3/4-lb
bags, 1 00
Best thick brown or grey felt wads, in
3/4-lb. bags, 70
Best thick white card wads, in boxes
of 500 each, 12 and smaller gauges
Best thick white card wads, in boxes
of 500 each, 10 gauge, 0 35
Best thick white card wads, in boxes
of 500 each, 8 gauge, 0 55
Thin card wads, in boxes of 1,000
each, 12 and smaller gauges, 0 20
Thin card wads, in boxes of 1,000
each, 10 gauge, 0 25
Thin card wads, in boxes of 1,000
each, 8 gauge, 0 55
Chemically prepared black edge grey
cloth wads, in boxes of 250 each—
11 and smaller gauge, Per M.
9 and 10 gauges, 0 70
7 and 8 gauges, 0 90
5 and 6 gauges, 1 10
Superior chemically prepared pink
edge, best white cloth wads, in
boxes of 250 each—
11 and smaller gauge, 1 15
9 and 10 gauges, 1 40
7 and 8 gauges, 1 65
5 and 6 gauges, 1 90

Adzes.

Discount, 20 per cent.
Anvils.
Wright's, 80-lb. and over 0 10 3/4
Hay Budden, 80-lb. and over 0 09 1/4
Brook's, 0 11 1/4

Augers.

Gilmour's, discount 65 and 5 p. c. off list.

Axes.

Chopping Axes
Single bit, per doz 5 50 10 00
Double bit, " 11 00 18 00
Bench Axes, 40 p. c.
Broad Axes, 33 1/3 per cent.
Hunters' Axes 5 50 6 00
Boy's Axes 5 75 6 75
Splitting Axes 6 50 12 00
Handled Axes 7 00 10 00

Axle Grease.

Ordinary, per gross 5 75 6 00
Best quality, 13 00 15 00

Bath Tubs.

Zinc 6 00
Copper, discount 15 p. c. off revised list

Baths.

Standard Enameled.
5 1/2-inch rolled rim, 1st quality, 25 00
2nd 21 00

Anti-Friction Metal.

"Tandem" A per lb. 0 27
"B" 0 21
"C" 0 11 1/2
Magnolia Anti-Friction Metal, per lb. 0 25
Frictionless metal, per lb. 0 23

SYRACUSE SELLING WORKS.

Aluminum, genuine, 0 45
Dynamo 0 29
Special 0 25
Aluminum, 99 p. c. pure "Syracuse" 0 50

Bells.**Hand.**

Brass, 60 per cent.
Nickel, 55 per cent.

Cow.
American make, discount 66 2/3 per cent.
Canadian, discount 45 and 50 per cent.

Door.
Gongs, Sargent's, 5 50 8 00
"Peterboro", discount 45 per cent.

Farm.
American, each, 1 25 3 00
House.
American, per lb., 0 35 0 40

Bellows.

Hand, per doz, 3 35 4 75
Moulders', per doz, 7 50 10 00
Blacksmiths', discount 40 per cent.

Belting.

Extra, 60, 10 and 5 per cent.
Standard, 70 per cent.
No. 1, 70 and 10 p. c.

Bits.

Auger.
Gilmour's, discount 60 and 5 per cent.
Rockford, 50 and 10 per cent.
Jennings' Gen., net list.

Car.

Gilmour's, 47 1/2 to 50 per cent.
Expansive.

Clark's, 40 per cent.
Gimlet.

Clark's, per doz, 0 65 0 90
Diamond, Shell, per doz, 1 00 1 50
Nail and Spike, per gross, 2 25 5 20

Blind and Bed Staples.
All sizes, per lb., 0 07 1/2 0 12

Bolts and Nuts. Per cent.
Carriage Bolts, full square, Norway, 65
" " full square 65
Common Carriage Bolts, all sizes, 60
Machine Bolts, all sizes, 60
Coach Screws, 70
Sleigh Shoe Bolts, 72 1/2
Blank Bolts, 62 1/2
Plough Bolts 60
Nuts, square, 4 c. off
Nuts, hexagon, 4 1/4 c. off
Tire Bolts, 67 1/2
Stove Bolts, 67 1/2
Stove rods, per lb., 5 1/2 to 6 c.
Nuts, in 5 lb. lots 1/4 c. per lb extra, in less
than 50 lb. lots, 1/2 c. extra.

Boot Calks.

Small and medium, ball, per M., 4 25
Small heel, per M., 4 50

Bright Wire Goods.

Discount 63 1/2 per cent.

Broilers.

Light, dia., 65 to 67 1/2 per cent.
Reversible, dis., 65 to 67 1/2 per cent.
Vegetable, per doz., dis. 37 1/2 per cent.

Henis, No. 8, " 6 00
Henis, No. 9, " 7 00
Queen City 7 50 0 00

Butchers' Cleavers.

German, per doz, 6 00 11 00
American, per doz, 12 00 20 00

Building Paper, Etc.

Plain building, per roll, 0 30
Tarred lining, per roll, 0 40
Tarred roofing, per 100 lb., 1 65
Coal Tar, per barrel, 3 50
Pitch, per 100-lb., 0 85
Carpet felt, per ton, 45 00

Bull Rings.

Copper, \$2.00 for 2 1/2 in. and \$1.90 for 2 in.

Wrought Brass, net revised list
Cast Iron.

Loose Pin, dia., 60 per cent.
Wrought Steel.

Fast Joint, dis. 65, 10 and 2 1/2 per cent.
Loose Pin, dis. 65, 10 and 2 1/2 per cent.
Berlin Bronzed, dis. 70, 70 and 5 per cent.
Gen. Bronzed, per pair, 0 40 0 65

Carpet Stretchers.

American, per doz, 1 00 1 50
Bullard's, per doz, 6 50

Castors.

Bed, new list, dis. 55 to 57 1/2 per cent.
Plate, dis. 52 1/2 to 57 1/2 per cent.

Cattle Leaders.

Nos. 31 and 32, per gross, 8 50 9 50

Cement.

Canadian Portland, 2 50 2 80
English, 3 00
Belgian, 2 50 2 75
Canadian hydraulic, 1 25 1 50

Chalk.

Carpenters Colored, per gross 0 45 0 75
White lump, per cwt., 0 60 0 65
Red, 0 05 0 06
Crayon, per gross, 0 14 0 18

Chisels.

Socket, Framing and Firmer.
Broad's, dis. 70 per cent.
Warnock's, dis. 70 per cent.
P. S. & W. Extra 60, 10 and 5 p. c.

Churns.

Revolving Churns, metal frames—No. 0, \$8—
No. 1, \$8.50—No. 2, \$9.00—No. 3, \$10.00—
No. 4, \$12.00—No. 5, \$16.00 each. Ditto,
wood frames—20c. each less than above.
Discounts: Delivered from factories, 58
p. c.; from stock in Montreal, 56 p. c.
Terms, 4 months or 3 p. c. cash in 30 days.

Closets.

Plain Ontario Syphon Jet, \$16 00
Emb. Ontario Syphon Jet, 17 00
Fittings net, 1 00
Plain Teutonic Syphon Washout, 10 00
Emb. Teutonic Syphon Washout, 11 00
Fittings net, 1 25
Low Down Teutonic, plain, 16 00
" " embossed, 17 00
Plain Richelieu net, 3 75
Emb. Richelieu net, 4 00
Fittings net, 1 25
Low Down Ont. Sy. Jet, plain net, 19 50
" " emb'd net, 20 50
Closet connection net, 1 25
Basins, round, 14 in., 1 00
" oval, 17 x 14 in., 2 50
" 19 x 15 in., 3 75
Discount 40 p. c., except on net figures.

Compasses, Dividers, Etc.

American, dis. 62 1/2 to 65 per cent.

Cradles, Grain.

Canadian, dis. 25 to 33 1/3 per cent.

Crosscut Saw Handles.

S. & D., No. 3, per pair 17 1/2
" 5, " 22 1/2
" 6, " 15
Boynton pattern " 20

Door Springs.

Torrey's Rod, per doz, (15 p. c.) 2 00
Coil, per doz, 0 88 1 60
English, per doz, 2 00 4 00

Draw Knives.

Coach and Wagon, dis. 50 and 10 per cent.
Carpenters, dis. 70 per cent.

Drills.

Miller's Falls, per doz, net list.
DRILL BITS.
Morse, dis., 37 1/2 to 40 per cent.
Standard dis. 50 and 5 to 55 per cent

Faucets.

Common, cork-lined, dis. 35 per cent.
ELBOWS (Stovepipe.)
No. 1, per doz, 1 40
No. 2, per doz, 1 20
Bright, 20c. per doz. extra.

ESCUTCHEONS.

Discount, 45 per cent.

ESCUTCHEON PINS.

Iron, discount 40 per cent.

FACTORY MILK CANS.

Discount off revised list, 40 per cent.

FILES AND RASPS.

Great Western, 75 and 5 per cent.
Disston, 70 " 10 "
Arcade 75 " 5 "
Kearney & Foot 70 " 10 "
American 75 " 5 "
McClellan 70 " 5 "
Eagle 70 10 and 5 "
Nicholson 70 " 10 "
Heiler 60 " 10 "
Royal & Keystone 80 p. c. and 80 and 10 p. c.
Black Diamond, 60 to 60 and 10 per cent.
Jowitt's, English list, 25 to 27 1/2 per cent.

FORKS.

Hay, manure, etc., dis., 50 and 10 per cent.
revised list.

GLASS—Window—Box Price.

Size	United	Per	Star	Per	D. Diamond	Per
Inches.	50 ft.	100 ft.	50 ft.	100 ft.	50 ft.	100 ft.
Under 26	2 15	4 15	.....	.....	.....	6 00
26 to 40	2 30	4 45	.....	.....	.....	6 50
41 to 50	4 85	.....	.....	.....	7 50
51 to 60	5 15	.....	.....	.....	8 50
61 to 70	5 50	.....	.....	.....	9 50
71 to 80	6 00	.....	.....	.....	10 50
81 to 85	6 50	.....	.....	.....	11 75
86 to 90	14 00
91 to 95	15 50
99 to 100	18 00

GAUGES

Marking, Mortise, Etc.
Stanley's dis. 50 to 55 per cent.

Wire Gauges.
Winn's, Nos. 26 to 33, each, 1 65 2 40

HALTERS.

Rope, 3/8 per gross, 9 00
" 1/2 to 3/4 14 00
Leather, 1 in., per doz, 3 87 1/2 4 00
" 1 1/4 in., " 5 15 5 20
Web, — per doz, 1 87 2 45

HAMMERS.

Nail
Maydole's, dis. 5 to 10 per cent. Can. dis.
25 to 27 1/2 per cent.

Tack.

Magnetic, per doz, 1 10 1 20
Sledge, 0 07 1/2 0 08 1/2

Ball Pen.

English and Can., per lb., 0 22 0 25

HANDLES.

Axe, per doz, net, 1 50 2 00
Store door, per doz, 1 00 1 50

Fork.

C. & B., dis. 40 per cent. rev. list.
C. & B., dis. 40 per cent. rev. list.

Saw.

American, per gross, 1 00 1 25
Plane, 3 15 3 75
Hammer and Hatchet.
Canadian, 40 per cent.

Cross-Cut Saws.

Canadian, per pair, 0 13 1/4
HANGERS, doz. pairs, 6 00

Steel barn door, 4 in., 5 85
Stearns, 4 inch 5 00
" 5 inch 6 50

Lane's covered.

No. 11, 5-ft. run, 8 40
No. 11, 10-ft. run, 10 80
No. 12, 10-ft. run, 12 60
No. 14, 15-ft. run, 21 00
Lane's O.N.T. track, per foot, 4 1/2

HARVEST TOOLS.

Discount, 50 and 10 per cent.

HATCHETS.

Canadian, dis. 40 to 42 1/2 per cent.

HINGES.

Blind, Parker's, dis. 50 and 10 to 60 per cent.
Heavy T and strap, 4-in., per lb., 0 06 1/2
" 5-in., " 0 06 1/2
" 6-in., " 0 06
" 8-in., " 0 05 1/2
" 10-in., " 0 05 1/2

Light T and strap, dis. 65 and 5 per cent.
Screw hook and hinge, 3 90
8 to 10 in., per 100 lbs., 3 00
12 in. up, per 100 lbs., Per gro. pairs, 12 00

HOES.

Garden, Mortar, etc., dis. 50 and 10 p. c.
Planter, per doz, 4 00 4 50

HOLLOW WARE

Discount, 45 and 5 per cent.

Cast Iron.

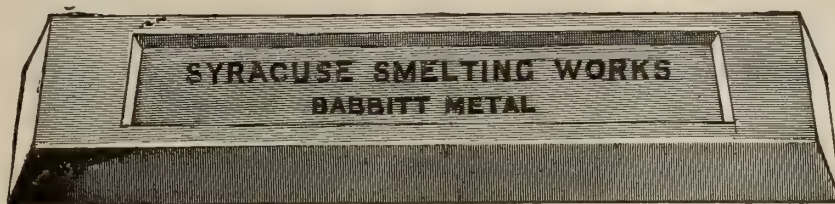
Bird Cage, per doz, 0 50 1 10
Clothes Line, per doz, 0 27 0 63
Harness, per doz, 0 72 0 88
Hat and Coat, per gross, 1 00 3 00
Chandelier, per doz, 0 50 1 00

Wrought Iron.

Wrought Hooks and Staples, Can., dir.
47 1/2 per cent.
Wire
Hat and Coat, discount 45 per cent.
Belt, per 1,000, 0 60
Screw, bright, dis. 55 per cent.

Use Syracuse Babbitt Metal

IT IS THE
BEST MADE.



For
Paper and Pulp
Mills, Saw and
Wood Working
Machinery, Cotton
and Silk Mills,
Dynamos, Marine
Engines, and all
kinds of
Machinery
Bearings.

Wire, Triangular and Bar Solder, Pig Tin, Lead, Ingot Copper, Ingot Brass, Antimony, Aluminum, Bismuth, Zinc Spelter, Phosphor Tin, Phosphor Bronze, Nickle, etc., always in stock.

Factories: { 332 William St., MONTREAL, QUE.
and SYRACUSE, N.Y.

Syracuse Smelting Works

HORSE NAILS.
"C" brand 50 and 7½ p.c. off new list } Oval
"M" brand 50, 10 and 5 per cent. } head
Countersunk, 60 per cent.

HORSESHOES

F.O.B. Montreal.
No. 2 No. 1.
and and
larger smaller.
Iron Shoes.
Light, medium, and heavy... 3 50 3 75
Snow shoes... 3 75 4 00
Steel Shoes.
Light... 3 60 3 85
Featherweight (all sizes)... 4 85 4 85
F.O.B. Toronto, Hamilton, London and
Guelph, 10c. per keg additional.
Toe weight steel shoes... 6 70

JAPANNED WARE.

Discount, 45 and 5 p.c. off list, June 1899
ICE PICKS.
Star per doz... 3 00 3 25
KETTLES.
Brass spun, 7½ p.c. dis. off new list.
Copper, per lb... 0 30 0 50
American, 60 and 10 to 65 and 5 p.c.

KEYS.

Lock, Can., dis., 45 p.c.
Cabinet, trunk, and padlock,
Am. per gross... 60

KNOBS.

Door, japanned and N.P., per
doz... 1 50 2 50
Bronze, Berlin, per doz... 2 75 3 25
Bronze Genuine, per doz... 6 00 9 00
Shutter, porcelain, F. & L.
screw, per gross... 1 30 4 00
White door knobs—per doz... 1 25

HAY KNIVES.

Discount, 50 and 10 per cent.
LAMP WICKS.
Discount, 60 per cent.

LANTERNS.

Cold Blast, per doz... 7 00
No. 3 "Wright's"... 8 50
Ordinary, with O burner... 4 00
Dashboard, cold blast... 9 00
No. 0... 5 75
Japanning, 50c. per doz. extra.

LEMON SQUEEZERS.

Porcelain lined... per doz. 2 20 5 60
Galvanized... 1 87 3 85
King, wood... 2 75 2 90
King, glass... 4 00 4 50
All glass... 1 20 1 30

LINES.

Fish, per gross... 1 05 2 50
Chalk... 1 90 7 40

LOCKS.

Canadian, dis. 45 p.c.
Russell & Erwin, per doz... 3 00 3 25
Cabinet.

PADLOCK.

English and Am., per doz... 50 6 00
Scandinavian... 1 00 2 40
Eagle, dis. 20 to 25 p.c.

MACHINE SCREWS.

Flat head discount 25 p.c.
Round Head discount 20 p.c.
MALLETS.
Tin Smith's per doz... 1 25 1 50
Carpenter's, hickory, per doz... 1 25 3 75
Lignum Vitae, per doz... 3 85 5 00
Caulking each... 80 2 00

MATTOCKS.

Canadian, per doz... 5 50 6 50

MEAT CUTTERS.

American, dis. 25 to 30 p.c.
German, 15 per cent.

MILK CAN TRIMMINGS.

Discount, 25 per cent.

NAILS.

3 d and 3d... 3 45 3 85
3 d... 3 10 3 52
4 and 5d... 2 85 3 35
6 and 7d... 2 75 3 20
8 and 9d... 2 60 3 00
10 and 12d... 2 55 2 95
16 and 20d... 2 50 2 90
30, 40, 50 and 60d. (base)... 2 45 2 85
Wire nails in carlots are \$2.77½
Galvanizing 20. per lb. net extra.
Steel Out Nails 10c. extra.
Miscellaneous wire nails, dis. 70 and 10 p.c.

Coopers' nails, dis. 30 per cent.
Flour barrel nails, dis. 25 per cent.
NAIL PULLERS.
German and American... 1 85 3 50

NAIL SETS.
Square, round, and octagon
per gross... 3 38 4 00
Diamond... 12 00 15 00

NETTING.
Poultry, 55 per cent for McMullen's
OAKUM. Per 100 lb.
Navy... 6 00
U. S. Navy... 7 25

OIL.
Water White (U.S.)... 0 16½
Prime White (U.S.)... 0 15½
Water White (Can.)... 0 15
Prime White (Can.)... 0 14

OILERS.
McClary's Model galvan. oil
can, with pump, 5 gal.,
per doz... 10 00
Zinc and tin, dis. 50, 50 and 10.
Copper, per doz... 1 25 3 50
Brass... 1 50 3 50
Malleable, dis. 25 per cent.

GALVANIZED PAILS.
Dufferin pattern pails, dis. 45 p.c.
Flaring pattern, discount 45 per cent.
Galvanized washtubs, discount 45 per cent.

PIECED WARE.
Discount 40 per cent. off list, June, 1899.
10-qt. flaring sap buckets, dis. 45 p.c.
8, 10 and 14-qt. flaring pails, dis. 45 p.c.
Creamer cans, dis. 45 p.c.

PICKS.
Per doz... 6 00 9 00

PICTURE NAILS.
Porcelain head, per gross... 1 75 3 00
Brass head... 0 40 1 00

PICTURE WIRE.
Tin and gilt, discount 75 p.c.
PLANES.
Wood, bench, Canadian dis. 50 per cent.
American dis. 50.
Wood, fancy Canadian or American 7½
to 40 per cent.

PLANE IRONS.
English, per doz... 2 00 5 00
Button's Genuine per doz pairs, dis. 37½
40 p.c.
Button's Imitation, per doz... 5 00 9 00
German, per doz... 0 60 2 60

PLUMBERS BRASS GOODS.
Compression work, discount, 60 per cent.
Fuller's work, discount 65 per cent.
Rough stops and stop and waste cocks, dis-
count, 60 per cent.
Jenkins disk globe and angle valves, dis-
count, 55 per cent.
Standard valves, discount, 60 per per cent.
Jenkins radiator valves, discount 55 per cent.
Jenkins standard, dis., 60 p.c.
Quick opening valves discount, 60 p.c.
No. 1 compression bath cock... 2 00
No. 4... 2 00
No. 7, Fuller's... 2 50
No. 4½... 3 00

POWDER.
Velox Smokeless Shotgun Powder.
100 lb. or less... 0 85
1,000 lb. or more... 0 80
Net 30 days.

PRESSED SPIKES.
Discount 20 to 25 per cent.

PULLEYS.
Hothouse, per doz... 0 55 1 00
Axle... 0 22 0 33
Screw... 0 27 1 00
Awning... 0 35 2 50

PUMPS.
Canadian cistern... 1 80 3 60
Canadian pitcher spout... 1 40 2 10

PUNCHES.
Saddlers, per doz... 1 00 1 85
Conductors... 9 00 15 00
Tinners solid, per set... 0 00 0 72
hollow, per nch... 0 00 1 00

RANGE BOILERS.
Galvanized, 3 gallons... 7 60
" 35 " 8 25
" 40 " 9 50
Copper, 30 " 22 00
" 35 " 26 00
" 40 " 30 00

Discount off Copper Boilers 10 per cent.
RAKES.
Cast steel and malleable, 50, 10 and 5 p.c.
Wood, 25 per cent.

RAZORS.
per doz.
Elliot's... 4 00 18 00
Geo. Butler & Co.'s... 4 00 18 00
Boker's... 7 50 11 00
" King Cutter... 12 50 50 00
Wade & Butcher's... 3 60 10 00
Theile & Quack's... 7 00 12 00

REAPING HOOKS.
Discount, 50 and 10 per cent.

REGISTERS.
Discount... 40 per cent.

RIVETS AND BURRS.
Iron Rivets, black and tinned, discount 60
and 10 per cent.
Iron Burrs, discount 55 per cent.
Extras on Iron Rivets in 1-lb. cartons, ½ c.
per lb.
Extras on Iron Rivets in ½-lb. cartons, 1c.
per lb.

Copper Rivets & Burrs, 35 and 5 p.c. dis.
and cartons, 1c. per lb. extra, net.
Extras on Tinned or Coppered Rivets
½-lb. cartons, 1c. per lb.

RIVET SETS.
Canadian, dis. 35 to 37½ per cent.

ROPE ETC.
Sisal. Manila.
7-16 in. and larger, per lb 10 13½
¾ in... 11 14½
½ and 5-16 in... 15½
Cotton, 3-16 inch and larger
" 5-32 inch... 21
" ¼ inch... 22½
Russia Deep Sea... 15½
Jute... 8
Lath Yarn... 9½
New Zealand Rope... 10

RULES.
Boxwood, dis. 75 and 10 p.c.
Ivory, dis. 37½ to 40 p.c.

SAD IRONS. per set.
Mrs. Potts, No. 55, polished... 62½
" No. 50, nickle-plated... 67½

SAND AND EMERY PAPER.
Dominion Flint Paper, 47½ pe cent.
B & A. sand, 40 and 5 per cent.
Emery, 40 per cent.
Garnet (Rutons'), 5 to 10 p.c. advance on list.

SAP SPOUTS.
Bronzed iron with hooks, per doz... 9 50

SAWS.
Hand Disston's, dis. 12½ p.c.
S. & D., 40 per cent.
Crosscut, Disston's, per ft... 35 0 55
S. & D., dis. 35 p.c. on Nos. 2 and 3.
Hack, complete, each... 0 75 2 75
" frame only... 0 75

SASH WEIGHTS.
Sectional, per 100 lbs... 2 75 3 00
Solid... 2 00 2 25

SASH CORD.
Per lb... 0 23 0 30

SAW SETS.
"Lincoln" and Whiting, per doz... 6 00
Hand Sets, No. 1 Woodyard (Morrill)
X-cut sets, No. 3 Woodyard (Morrill) 9 50

SCALES.
Standard, 45 p.c.
Champion, 65 p.c.
Spring Balances, 10 p.c.
Fairbanks Standard, 35 p.c.
" Dominion, 55 p.c.
Richelleu, 55 p.c.

SCREW DRIVERS.
Sargent's per doz... 0 65 1 00

SCREWS.
Wood, F. H., bright and steel, 87½ and 10 p.c.
Wood R. H., " dis. 82½ and 10 p.c.
" F. H., brass, dis. 80 and 10 p.c.

Wood, R. H., " dis. 75 and 10 p.c.
" F. H., bronze, dis. 75 p.c.
" R. H., " 70 p.c.

Drive Screws, 87½ and 10 per cent.
Bench, wood, per doz... 3 25 4 00
" iron... 4 25 5 75
Set, Case hardened, 60 per cent.
Square Cap, 50 and 5 per cent.
Hexagon Cap, 45 per cent.

SCYTHES.
Per doz, net... 9 00

SCYTHE SNATHS.
Canadian, dis. 45 p.c.

SCYTHES.
Bailey Cutlery Co., full nickled, dis. 60 p.c.
Seymour's, dis. 50 and 10 p.c.

SHOVELS AND SPADES.
Canadian, dis. 40 and 5 per cent.

SINKS.
Steel and galvanized, discount 45 per cent.

SNAPS.
Harness, German, dis. 25 p.c.
Lock, Andrews... 4 50 11 50

SOLDERING IRONS.
1, 1½ lb., per lb... 0 37
2 lb. or over, per lb... 0 34

SQUARES.
Iron, No. 493, per doz... 2 40 2 55
" Mo. 494... 3 25 3 40
Steel, dis. 80, 10 and 5 p.c.
Try and bevel, dis. 50 to 52½ p.c.

STAMPED WARE.
Plain, dis. 75 and 12½ p.c. off revised list
Retinned, dis., 75 p.c. off revised list.

STAPLES.
Galvanized... 3 50 4 00
Plain... 3 25 3 75
Coopers', discount 45 per cent.
Poultry netting staples, 40 per cent.

STOCKS AND DIES.
American dis. 25 p.c.

STONE. Per lb.
Washita... 0 28 0 60
Hindostan... 0 06 0 07
" slip... 0 09 0 09
Labrador... 0 13
" Axe... 0 15
Turkey... 0 50
Arkansas... 0 00 1 50
Water-of-Ayr... 0 00 1 10
Scythe, per gross... 3 50 5 00
Grind, 2 in. 40 to 200 lb. per ton... 25 00
under 40 lb... 28 00
Grind, under 2 in. thick... 29 00

STOVE PIPES.
5 and 6 inch Per 100 lengths... 7 00
7 inch... 7 50

ENAMELINE STOVE POLISH.
No. 4—3 dozen in case, net cash... \$4 80
No. 6—3 dozen in case, " 8 40

TACKS BRADS, ETC.
Cheese-box tacks, blued... 80 & 12½
Trunk tacks, black and tinned... 85
Carpet tacks, blued... 80 & 15
" tinned... 80 & 20
" (in keel)... 40
Cut tacks, blued, in dozens only... 80
" ¼ weights... 60
Swedes cut tacks, blued and tinned... 80 & 10
In dozens... 75
Swedes, upholsterers', bulk... 85, 12½ & 12½
" brush, blued & tinned, bulk... 70
" gimp, blued, tinned and
japanned... 75 & 12½

Zinc tacks... 55
Leather carpet tacks... 55
Copper tacks... 50
Copper nails... 52½
Trunk nails, black... 65 and 5
Trunk nails, tinned... 65 and 10
Clout nails, blued... 65 and 5
Chair nails... 35
Patent brads... 40
Fine finishing... 40
Lining tacks, in papers... 10

STANDARD CHAIN CO.,

MANUFACTURERS
OF

CHAIN

PITTSBURGH,
U. S. A.

OF ALL KINDS.

Proof Coil, B.B., B.B.B., Crane, Dredge Chain, Trace Chains, Cow Ties, etc.

ALEXANDER GIBB,
Montreal.

—Canadian Representatives— A. C. LESLIE & CO.,
Montreal.

For Provinces of Ontario and Quebec.

For other Provinces.

Lining tacks, in bulk	15
" solid heads, in bulk....	75
Saddle nails in papers.....	10
" " in bulk.....	15
Tufting buttons, 22 line, in dozens only	60
Tin capped trunk nails.....	15
Zinc glazier's points.....	5
Double pointed tacks, papers.....90 and 10	
bulk.....	40

TAPE LINES.

English, ass skin, per doz....	2 75	5 00
English, Patent Leather....	5 50	9 75
Chesterman's each.....	0 90	2 85
" steel, each	0 80	8 00

THERMOMETERS.

Tin case and dairy, dis. 75 to 75 and 10 p.c.	
---	--

TRAPS. (Steel.)

Game, Newhouse, dis. 25 p.c.	
Game, H. & N., P. S. & W., 65 p.c.	
Game, steel, 72½, 75 p.c.	

TROWELS.

Diaston's discount 10 per cent.	
German, per doz.....	4 75 6 00
S. & D., discount 35 per cent.	

TWINES.

Bag, Russian, per lb.....	0 27
Wrapping, cotton, 3-ply.....	0 18½
" 4-ply.....	0 23½
Mattress, per lb.....	0 33
Staging, ".....	0 27 0 35

VICES.

Wright's	0 13½
Brook's	0 12½
Pipe Vise, Hinge, No. 1.....	3 50
" No 2	5 50
Saw Vise.....	4 50 9 00

ENAMELLED WARE.

White, Princess, Turquoise, Blue and White, discount 50 per cent.
Diamond, Famous, Premier, 50 and 10 p.c.
Granite or Pearl, Imperial, Crescent, 50, 10 and 10 per cent.

WIRE.

Brass wire, 50 to 50 and 2½ per cent. off the list.

Copper wire, 45 and 10 per cent. net cash 30 days, f.o.b. factory.

Smooth Steel Wire, is quoted at the following net selling prices:

No. 6 to 8 gauge.....	\$2 90
" 9	2 80
" 10	2 87
" 11	2 90
" 12	2 95
" 13	3 15
" 14	3 37
" 15	3 50
" 16	3 65

Other sizes of plain wire outside of Nos. 9, 10, 11, 12 and 13, and other varieties of plain wire remain at \$2.80 base with

extras as before. The prices for Nos. 9 to 13 include the charge of 10c. for oiling. Extras net per 100 lb.: Coppered wire, 60c.—tinned wire, \$2—oiling, 10c.—special hay-baling wire, 30c.—spring wire, \$1—best steel wire, 75c.—bright soft drawn, 15c.—in 50 and 100-lb. bundles net, 10c.—in 25-lb. bundles net 15c.—packed in casks or cases, 15c.—bagging or papering, 10c.

Fine Steel Wire, dis. 17½ per cent. List of extras: In 100-lb. lots: No. 17, \$5—No. 18, \$5.50—No. 19, \$6—No. 20, \$6.65—No. 21, \$7—No. 22, \$7.30—No. 23, 7.65—No. 24, \$8—No. 25, \$9—No. 26, \$9.50—No. 27, \$10—No. 28, \$11—No. 29, \$12—No. 30, \$13—No. 31, \$14—No. 32, \$15—No. 33, \$16—No. 34, \$17. Extras net—tinned wire, Nos. 17-25, \$2—Nos. 26-31 \$4—Nos. 32-34, \$5. Coppered, 5c.—oiling, 10c.—in 25-lb. bundles, 15c.—in 5 and 10-lb. bundles, 25c.—in 1-lb. hanks, 50c.—in ¼-lb. hanks, 75c.—in ¼-lb. hanks, \$1—packed in casks or cases, 15c.—bagging or papering, 10c.

Galvanized Wire, per 100 lb.—Nos. 6, 7, 8, \$3 50 to \$3 85—No. 9, \$2.85 to \$3.15—No. 10 \$3.60 to \$3.95—No. 11, \$3.70 to \$4.10—No. 12, \$3 to \$3.30—No. 13, \$3.10 to \$3.40—No. 14, \$4.10 to \$4.50—No. 15, \$4.60 to \$5.05—No. 16, \$4.85 to \$5.35. Base sizes, Nos. 6 to 9, \$2.57½ f.o.b. Cleveland. Clothes Line Wire, solid 7 strand, No. 17,

\$4.25; No. 18, \$2.65; No. 19, \$2.35, f.o.b. Hamilton, Toronto, Montreal.

WIRE FENCING.

Galvanized barb	3 05
Galvanized, plain twist.....	3 05
Galvanized barb, f.o.b. Cleveland, \$2.82½ in less than carlots, and \$2.70 in carlots.	

WIRE CLOTH.

Painted Screen, per 100 sq. ft., net.. 1 35

WASTE COTTON.

Colored.....	per lb. 4½ to 5
White, according to quality.....	6½ to 7½
500-lb. bale lots shaded.	

WRENCHES.

Acme, 35 to 37½ per cent.	
Agricultural, 60 p.c.	
Coe's Genuine, dis. 20 to 25 p.c.	
Towers' Engineer, each.....	2 00 7 00
" S., per doz.....	5 80 6 00
G. & K's Pipe, per doz.....	3 40
Burrell's Pipe, each.....	3 00
Pocket, per doz.....	0 25 2 90

WRINGERS.

Leader.....	per doz. \$30 0 33 00
Royal Canadian.....	" 26 00 28 00
Royal American.....	" 26 00 28 00
Sampson.....	" 26 00 30 00

Terms 4 months, or 3 p.c. 30 days.
WROUGHT IRON WASHERS.
Canadian make, discount, 40 per cent.

R. BAILEY & SON

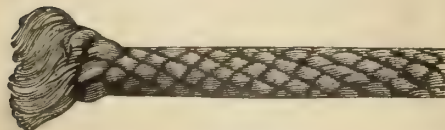
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STOVE LININGS for Ranges and Ovens.

All kinds of Fire Brick and Fire Clay Work, Paving Tile, etc.

Wholesale Only. Write for particulars.
1220 Yonge Street, TORONTO.

Buy the Best.



HERCULES

Sash Cord.

Star Brand Cotton Rope
Star Brand Cotton Clothes Lines
Star Brand Cotton Twine

For Sale by all Wholesale Dealers

THE ADAMS STOVE PIPE REGISTER.



Design Patented
June 29, 1897.

Design Patented
August 31, 1897.

Made by

The Adams
Company

Dubuque,
Iowa, U.S.A.



Established Cable Address,
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MANUFACTURERS
Wood Turnings, Hand
Bench and other Screws
Mallets, Handles, Vises
Clamps, Tool Chests
Croquet, Lithographs
Wood Toys, Novelties
and also the celebrated
Wood's Patent Car
Gate
For Street and Steam Rail-
road Cars.
The R. BLISS MFG. CO.
Pawtucket, R.I., U.S.A.

*Standard Paint & Varnish Works
Limited*
*Makers of High Grade
Varnishes, Lacquers,
Paints, Colors & Enamels
Windsor, Ont.*

AXE HANDLES

Very heavy stocks
Thoroughly seasoned goods
Can ship promptly and
supply the very best

We make a
specialty of . . . "Hand Shaved"

Octagon Axe Handles

Made by
Indians

being the largest dealers in Canada in this line
Can give exceptional value.
Have 5,000 dozen of these handles
on hand ready for polishing.
Write for prices.

Eastern Agent—W. B. Murdock, Amherst, N.S.
Western Agent—Jno. Burns, Jr., Vancouver, B.C.
Montreal Agent—Alexander Gibb, 22 St. John St.

W. C. CRAWFORD
Tilbury, Ont.



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STRONG AND SURE.
WITH A FIRM AND
AMPLE BASE."
—Longfellow.

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will bring you
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75 YEARS.

ESTABLISHED 1825.

75 YEARS.

CELEBRATED

HEINISCH SHEARS.

Tailors' Shears,
Trimmers, Scissors,
Tinner's Snips, etc.



ACKNOWLEDGED THE BEST.

R. HEINISCH'S SONS CO.

NEW YORK OFFICE, 90 Chambers St.
NEWARK, N.J., U.S.A.

Not connected with any Shear Combination.

CHAS. F. CLARK, President.

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CHARLES D. PHILLIPS,

Cables—
"Machinery," Newport.
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O. White for Inside,
Indian White—Outside
for
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Imperial Gallons
and 1/2-Gallons.



Free from Poisonous White Lead. Colours
Perfect. The original English make as supplied
to Royalty.

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Awarded
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GARDEN HOSE.

1901

We manufacture the most popular and best selling lines of Garden Hose in Canada. Our "Maltese Cross" brand we confidently recommend as the finest Garden Hose on the market.

We have other grades not quite so expensive but good reliable brands, viz.: "Lion" (the popular medium-priced hose), "King" "Sun" and "Leader."

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ALL KINDS AND FOR ALL PURPOSES.

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"RED THREAD" Transmission Rope from the finest quality Manila hemp obtainable, laid in tallow.

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LANGWELL'S BABBITT
Montreal.

CANADIAN

HARDWARE

AND METAL
MERCHANT

The Weekly Organ of the Hardware, Metal, Heating, Plumbing and Contracting Trades in Canada.

VOL. XIII.

MONTREAL AND TORONTO, AUGUST 31, 1901.

NO. 35

"TANDEM" ANTI-FRICTION METAL.

The Most Economical.
The Least Wearing.
The Most Durable.
Friction Preventing.



"Tandem" Metals are better than
any other for their purpose,
and are, therefore :

Resistance Reducing.
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Power Increasing.
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For Heaviest Pressure and Medium Speed
or Heavy Pressure and High Speed.

B QUALITY

For Heavy Pressure and Medium Speed
or Medium Pressure and High Speed.

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For Medium Pressure and High Speed
or Low Pressure and Highest Speed.

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THE TANDEM SMELTING SYNDICATE, LIMITED

Queen Victoria St., London, E.C.

The largest smelters of Anti-Friction
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"FLEUR DE LIS" is not a second quality
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and flatness, but galvanized the same as ordin-
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and price is low.

JOHN LYSAGHT, Limited, Makers. A. C. LESLIE & CO., MONTREAL,
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FOR FRIGID DAYS.



For over six months out of the twelve in Canada, we have to heat our houses artificially.
That's a big item. Consistent with health, we must do it as cheaply as possible.

What is the most economical and satisfactory mode of heating?
Which is the best radiator—the most economical and satisfactory?
Hot-water or steam are admittedly the best methods of heating—
Because the heat is non-gaseous. The "Safford" is the best radiator—
Because it is a simple, compact and positively non-leakable radiator.

PROOF OF IT.

The "Safford" is positively non-leakable, simply because the connections at the joints are
made with patent screwed nipples, admitting of no possible leakage—no red lead, no bolts, no
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"Safford" Stands Alone.

A RADIATOR THAT CANNOT LEAK SAVES MONEY FOR YOU
AND MEANS COMFORT.

The "Safford" is built in many designs and several heights. It will be found always rich in
decoration and Catchy in outline. If you wish to know all about the "Safford" Radiator send
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Head Office and Works :

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TORONTO, Canada.

"The Largest Radiator Manufacturers under the British Flag."

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Pitts.
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Lead Pipe.

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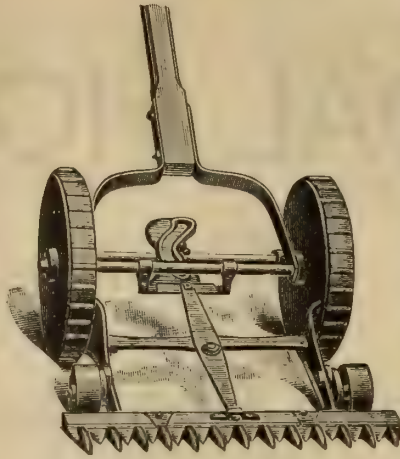
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PLEASE WRITE FOR QUOTATIONS.

The Mower

THAT WILL KILL
ALL THE WEEDS
IN YOUR LAWNS.

If you keep the weeds cut so they do not go to seed, and cut your grass without breaking the small feeders of roots, the grass will become thick and weeds will disappear. The Clipper will do it.



CANADIAN PATENT FOR SALE.
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RUBBER BELTING

"Your Belting has given us uniformly good satisfaction."

W. C. EDWARDS
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THE CANADIAN RUBBER CO.

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Other Tools are very
good Tools, but

"YANKEE TOOLS"

ARE
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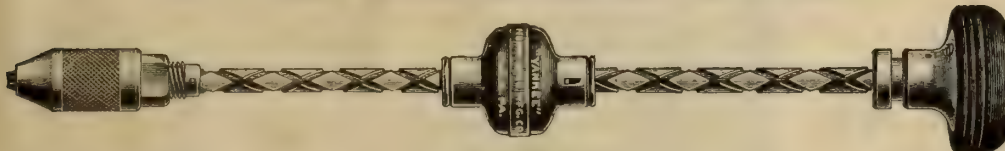
No. 15. "Yankee" Ratchet Screw Driver, with Finger Turn on Blade.



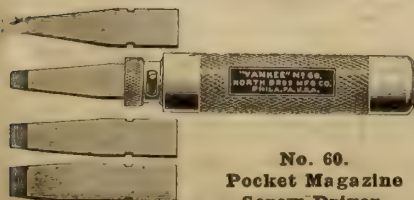
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Pocket Magazine
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Our "YANKEE" Tool Book
tells all about them. Mailed
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Manufacturers also of

**LIGHTNING,
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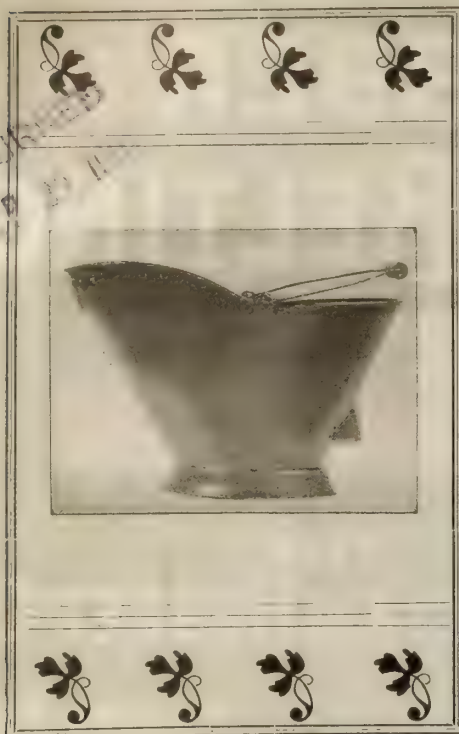
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All Other Fall Lines.

Stove Boards,
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We will be pleased to quote.

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DRY AIR CLEANABLE

REFRIGERATOR.

135 Modern Varieties.

Ash, Oak and Soft-wood Finishes.

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Positive Circulation—
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them doubly air-tight.Handsome Designs.
Moderate Prices.Built in the newest, largest and best equipped refrigerator plant in the East
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refrigerators and coolers in sections.

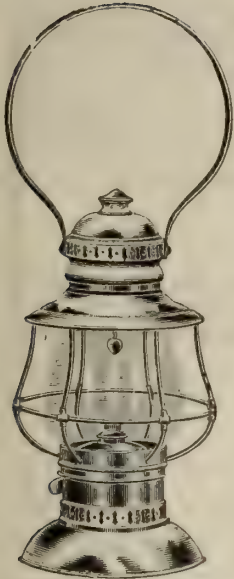
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Baldwin Refrigerator Co.,
BURLINGTON, VERMONT.

LEWIS BROS. & CO.,

Wholesale Hardware, MONTREAL, QUE.

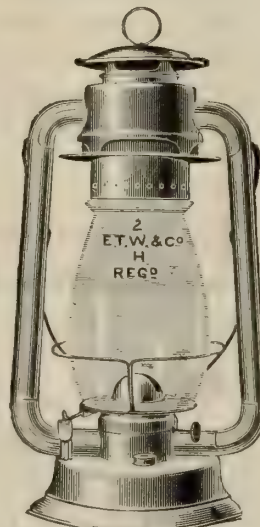
We have a Complete Stock. Prices Right. Order Quick.



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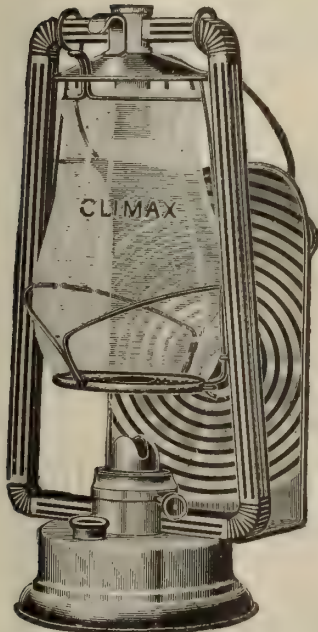
CLIMAX.



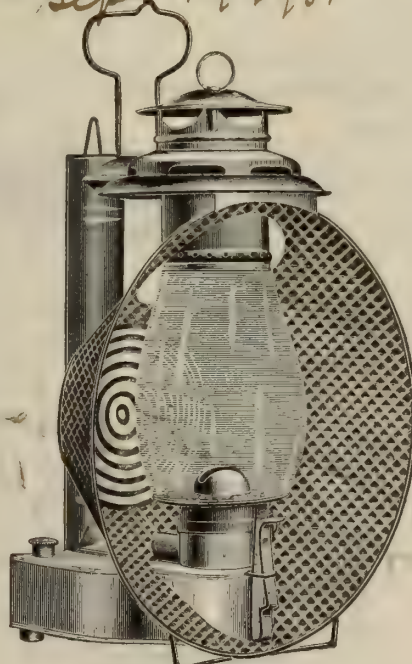
COLD BLAST, No. 2.



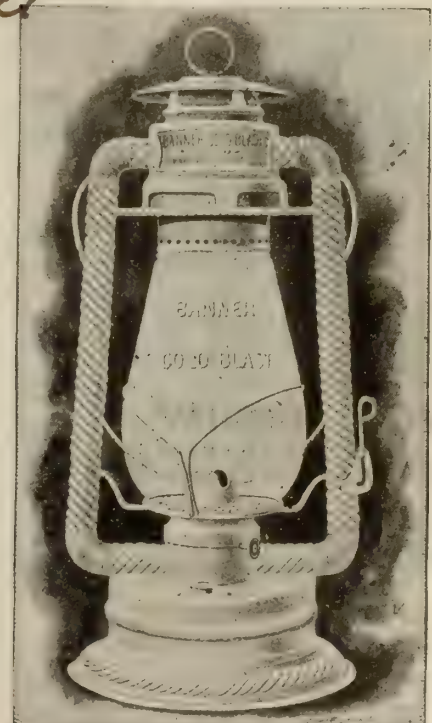
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DASH BOARD.



SEARCH LIGHT.



BANNER COLD BLAST.

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MAIL ORDERS SHIPPED SAME DAY AS RECEIVED, AND BILLED AT LOWEST PRICES.

LEWIS BROS. & CO.

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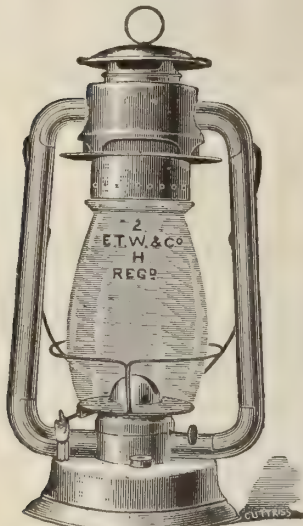
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"Union Jack" Galvanized Sheets
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F. A. YORK, Manager.



If you want the BEST
COLD BLAST LANTERN
in the world, get WRIGHT'S,

GET THE ORIGINAL.

We lead, others imitate.

E. T. WRIGHT & CO.

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KNOX HENRY

Heavy Hardware and Metal Broker
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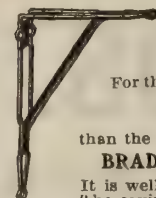


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Montreal
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Will Hold Up a Shelf!

That's what a shelf bracket is for.

For this purpose there can be

**NOTHING BETTER
NOTHING CHEAPER**

than the

BRADLEY STEEL SHELF BRACKET

It is well **Japanned, Strong and Light.**
The saving in freight is a good profit, aside
from the **lower price** at which the goods are sold.
Order direct or through your jobber.

ATLAS MFG. CO., New Haven, Conn., U.S.A

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ALEXANDER GIBB

Manufacturers' Agent and Metal Broker,

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wishing to be represented in Canada.

STEVENS SINGLE BARREL SHOT GUN.

LATEST AND
BEST SINGLE
GUN ON THE
MARKET.

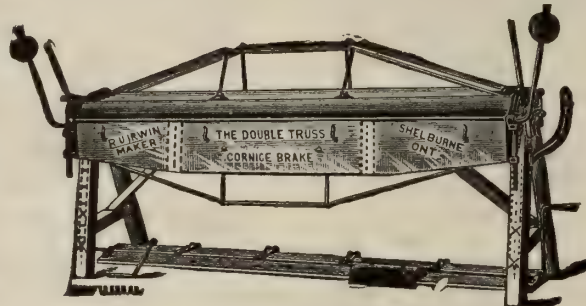


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UP-TO-DATE.

FINEST SINGLE GUN YET PRODUCED.

Our Goods are Handled by the Leading Jobbers.

J. Stevens Arms & Tool Co., P.O. Box 217 Chicopee Falls, Mass., U.S.A.



This eight-foot Brake bends 22-gauge iron
and lighter, straight and true.

Price, \$60

Very handy beader attachment, \$15 extra
if required.

Send for circulars and testimonials to

The Double Truss Cornice
Brake Co.

SHELBURNE, ONT.

The Latest and Best.

**H. & R. Automatic Ejecting
Single Gun.**

Steel and Twist Barrels
in 30 and 32-inch.
12 Gauge.

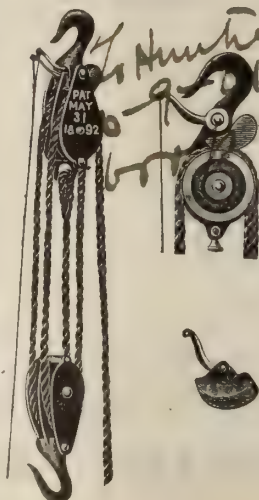
Model
1900.



Harrington & Richardson Arms Co.

Worcester, Mass., U.S.A.

Descriptive Catalogue on request.



We want progressive, hustling dealers to make

"London" Fence Machine

a specialty. It is just what the farmers are
looking for.

WOODSTOCK, ONT., July 27th, 1901.

THE LONDON FENCE MACHINE CO.

Gentlemen,—We beg to report that the "London" Fence Machine seems to
be exactly what the farmers have been looking for, for some considerable time. It
appears to do most excellent work and has given our customers universal satisfac-
tion. We are very much of the opinion that the sales of your machine must
necessarily grow to large proportions. Yours very truly,

J. H. BUCHANAN & CO.

High-Grade High Carbon Coiled Spring Wire. "London" Pulley
Stretchers, Reels, Steel Gates, Soft Galvanized Wire, Barb Wire and
Plain Twist. Special prices on cars of wire f.o.b. London or Cleveland.

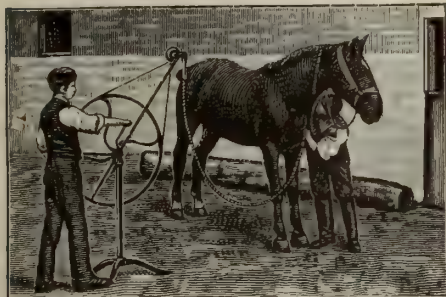
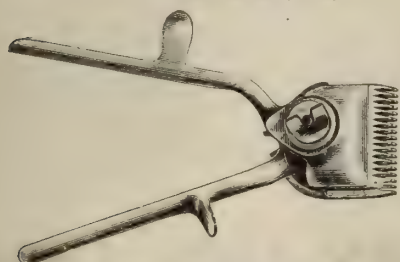
London Fence Machine Co., London, Can.

BURMAN & SONS' CELEBRATED CLIPPERS

Established 1871.

BIRMINGHAM, ENG.for Horsemen
and Barbers.

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**NO. 3—POWER CLIPPER, with "Wrist Joint."**As supplied to—
(The Czar of Russia.
The King of Denmark.
Earl Roberts, Etc., Etc.)**THE "LEOPOLD" TOILET.****THE "WARWICK"
CLIPPER.**
Cuts over three teeth.As supplied to
His Majesty's
War Department.

SEND FOR PRICE LIST AND TERMS.

DELORME BROS., Agents, Debresoles Street, Montreal**BUTLER'S**
FAMOUS
Sheffield Cutlery.Fish and Dessert Knives ; Spoons and Forks ;
Cabinets and Cases of Cutlery and Plate."BUTLER" was registered as a
Trade Mark, A.D. 1768.Sole Makers of the celebrated
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brand of Table Knives and Carvers.HIGHEST AWARDS.SPECIAL MENTION.

—Full Line of Samples and stock at—

GEORGE BUTLER & Co.'s**LONDON SHOWROOM: 62 HOLBORN VIADUCT, E.C.**
(Over Snow Hill Station.)**MANUFACTORY:****Trinity Works, SHEFFIELD, ENG.****The Best Coal Oil Imported into Canada is****Pennoline****BRAND.***Made from Pennsylvania Crude.**Our Cheaper Brands are: —————***"Crystal Spray," W. W. American Oil.****"Silver Light," Prime White Oil.**We handle nothing but
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can refiners.Try a sample barrel of
Pennoline before buying
your Fall supply.*The Atlantic
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FOR WARM AIR HEATING.

Our many lines of coal and wood furnaces offer a range of sizes and styles that afford complete satisfaction—everywhere.

OUR LATEST CONSTRUCTION

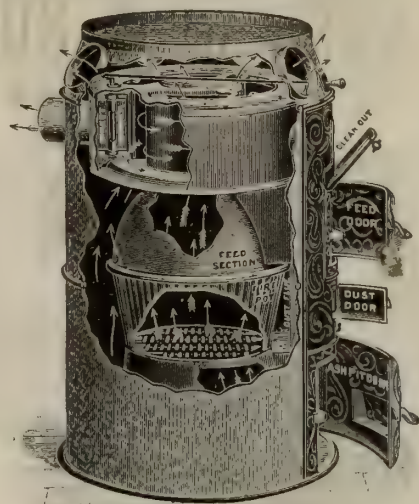
"The Oxford 400 Series"

are unequalled in excellence—combining enormous power with gratifying economy. Their improved points of construction will interest every practical dealer or buyer.

They are made with Steel Plate Radiators, and supplied either portable, as shown, or stationary for brick setting.

Our **Little Ox and Oxford Furnaces for wood** are already in favorable use all over the country, their incomparable popularity having been gained by superior merit.

Consult our catalogue for full information about these splendid lines—to handle them will insure the most satisfying trade possible.



Oxford 400 Series, Portable.

THE GURNEY FOUNDRY CO., Limited

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THE GURNEY-MASSEY CO., LIMITED, MONTREAL.



The "GOOD CHEER" HOT-BLAST

3 SIZES—Nos. 15, 18 and 20.

Extra-heavy firepot.

High cast lining above firepot to protect body.

Large ash pan.

Tight fitting hinged ash pit door with screw register.

Smoke-proof feed door on top.

Draw centre grate which is shaken from **Outside of Stove—No Dust.**

Nickel side rails, name plate, top ring, swing top and urn.

A First-Class Stove at a Moderate Price.

THE JAS. STEWART MFG. CO., LIMITED
WOODSTOCK, ONT.

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If you come, remember our sample rooms and offices are at your disposal, as well as our being pleased to meet you all.

Sanderson Pearce & Co.,

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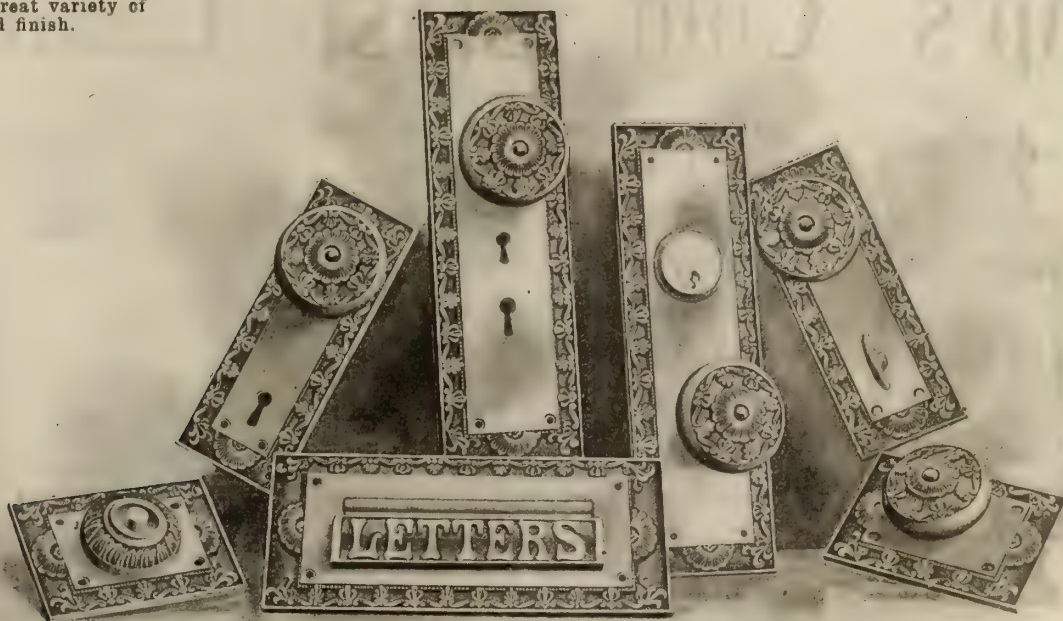
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LOCKS and BUILDERS' HARDWARE

Made in great variety of
design and finish.

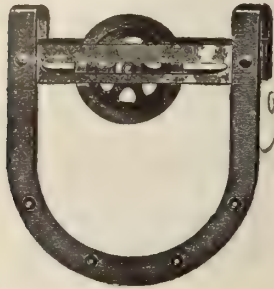
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THE LARGEST MAKERS
IN THE DOMINION.



The Gurney-Tilden Co., Limited, - Hamilton, Canada.

Steel Barn Door Hangers



ROYAL.

No. 1—3-inch wheel.
No. 1½—4-inch "
No. 2—5-inch "



PERFECT.

No. 1—3-inch wheel.
No. 1½—4-inch "
No. 2—5-inch "

*all to A. R. Woodyatt
Guelph 27-9-01*

Adjustable Barn Door Stay Rollers



MADE WITH THE GREATEST OF CARE TO
MAINTAIN OUR REPUTATION OF MAKERS
OF GOOD GOODS.

Manufactured by _____

A. R. WOODYATT & CO., GUELPH, CANADA.

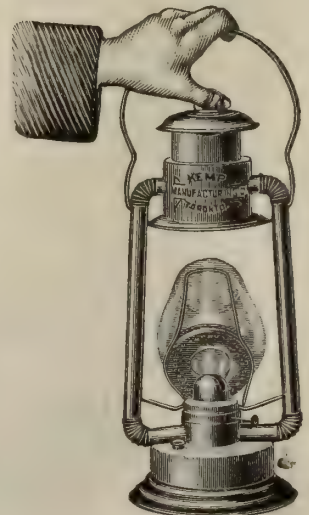
One of the Strongest Points in Kemp's Cold Blast Lanterns



is that they will not blow out in any wind. They are constructed so as to give a steady light and avoid flickering, and you can thoroughly recommend them. Every customer to whom you sell one will be a **satisfied** customer.

They have a hinge globe and lifting device which cannot get out of order, and is the simplest on the market.

WE WILL BE PLEASED TO QUOTE YOU.



Kemp Manufacturing Co'y, Toronto.



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WILL HIDES GO ON THE FREE LIST ?

AN active campaign in favor of the removal of the import duty on hides of cattle has been inaugurated in the United States, and it is generally conceded that a resolution having that object in view will be submitted to Congress during the coming session.

The significance of the movement is that it is being pushed on organized lines, those in favor of it having organized the Free Hides League, with headquarters at Chicago. In order to complete the organization the country will be divided into four sections, and a circular letter has been sent out from Chicago to all those interested in the duty, namely, the shoe manufacturers and jobbers, manufacturers and dealers in harness and saddlery, and to the manufacturers of leather belting.

It is claimed by its advocates that the removal of the duty would benefit the export trade in boots and shoes and other products

of leather. The tanners are also said to be in favor of the repeal of the duty.

At present the duty on hides entering the United States is 15 per cent. But upon all leather exported made from imported hides a drawback equal to the duty is allowed.

The movement is not without interest to Canada, the United States being practically our only customer for hides and skins. Our official trade returns do not separate hides and skins, but, taking them as they are, the importance of the United States market to us will be gathered from a glance at the following figures, giving the total and also the amount exported to the neighboring Republic during the past 10 years :

	Total to all countries.	Total to U. S.
1891.....	\$ 508,925	\$ 492,422
1892.....	499,615	493,143
1893.....	460,460	453,322
1894.....	318,692	294,125
1895.....	962,388	946,820
1896.....	1,161,750	1,121,938
1897.....	1,562,613	1,541,053
1898.....	1,120,522	1,114,236
1899.....	1,268,485	1,257,622
1900.....	1,406,339	1,396,685

WILL THERE BE A SCARCITY OF STOVES ?

AMONG the industries of Canada which have been sharing in the good times of late years, few have probably done so to a greater extent than the stove manufacturing industry.

During the past two years the leading manufacturers of the country simply could not supply the demand. And, from what HARDWARE AND METAL can gather, the season upon which we have entered promises to be another of more than usual activity in the stove trade.

During the last three or four weeks the manufacturers have been making delivery of orders booked some time ago. These deliveries have been so heavy that already

the manufacturers have begun to make heavy draughts upon their stocks. As none of the firms, as far as HARDWARE AND METAL can learn, have large stocks, it is almost certain that, if the present drain upon them is maintained, the experience of last year will be repeated in regard to the difficulty of filling orders before the season closes.

As noted some weeks ago, a slight rearrangement of prices was made early in the season, but taking it all around, values are practically the same as they were a year ago.

The demand for the better class of stoves is steadily improving in Canada, and naturally the stoves are improving in finish and dress. Very few stoves are as plain as they were a year ago ; and certainly they have a great many more useful appurtenances.

BUSINESS MEN AS LAWMAKERS.

It is because their makers were lawyers that so many of our laws are difficult of interpretation. What we want among our lawmakers is more business men and fewer lawyers.

The difference between the lawyer and the intelligent business man is that the forte of the one is to score for technicalities, while that of the other is to avoid them and to make the laws of the land plain and business-like, in order that he who runs may be able to understand them.

AN IDEAL PARLIAMENT.

The Maritime Board of Trade makes one dream of what an ideal Parliament we would have if the membership of the House of Commons was made up entirely of such practical, commonsense business men.

THE MARITIME PROVINCES AND WESTERN CANADA.

EVER since Confederation there has been a feeling between the people of Western Canada and the Maritime Provinces that the one was little concerned in the welfare of the other. Happily, this feeling does not obtain to the extent it formerly did. And one of the evidences of this is the diminishing frequency with which acrimonious remarks regarding the matter are made by the press of the respective parts of the country. But, while this regrettable feeling is dying, it is not yet dead, either in Western Canada or in the Maritime Provinces. Occasionally we are reminded of this.

At one of the social functions in connection with the annual convention of the Maritime Board of Trade at Chatham, N.B., two of the speakers, while referring to the good work being done by the Maritime Board in drawing the business men of the three Provinces of New Brunswick, Nova Scotia and Prince Edward Island closer together, expressed the opinion that it would have, perhaps, been better for the Maritime Provinces if they, instead of the Dominion, had been confederated. One of them, also, expressed the opinion that the Provinces of Quebec and Ontario had little sympathy with them (the Maritime Provinces) in the questions they were trying to solve. Both the gentlemen referred to are more or less in the public eye; but it is worthy of note that their sentiments were not applauded. It cannot be said that the wish was father to the thought, for they spoke as though they regretted that such a state of affairs appeared to them to exist.

From a careful study of the question during the last three years, we are firmly persuaded that while some such feelings as those referred to do exist a Canadian spirit far more broad abounds.

The vast majority of at least the business people of the Maritime Provinces—for it is of more certainty that we can speak of them—are Canadians in spirit as well as in name. And after all, if we get the business men right on this or any other public question we need not fear a great deal for the rest.

One of the gratifying signs of the times is the increasing interprovincial trade between the upper and the lower Provinces of the Dominion. We learn this from an official high in authority on the Inter-colonial railway.

While commerce may follow the flag it is equally certain that the development of trade, interprovincial as well as that of any other kind is a concomitant of closer personal intercourse of mercantile men with each other.

The people in the Maritime Provinces have a fairly good case against their fellow countrymen in Ontario and Quebec in regard to summer tourist travel.

There is no part of this continent that affords more natural advantages to the summer holiday-seeker than the Maritime Provinces. The scenery is rich and varied and the climate is delightful, being cool, dry and invigorating, while in fishing and hunting it is a paradise beyond peradventure. Yet people in the west will hie themselves in the summer time to places outside the Dominion, where expenses are greater and where the advantages so essential to the rest and recreation of the tired and overworked business man are far poorer in many instances.

There is no finer class of men in the world than the business men of the Maritime Provinces, and the more the business men of Ontario and Quebec cultivate their acquaintance and sympathize with them in their difficulties, the better will it be for the unity of the Dominion, to say nothing of the satisfaction that naturally accrues from such intercourse to those who participate in it.

IMPORTANCE OF TOURIST TRAVEL.

THE attention which was given to tourist travel in the deliberations of the Maritime Board of Trade in convention at Chatham, N.B., last week, shows how the importance of the subject is growing upon the minds of the business people of that part of the Dominion.

The glorious climate, the magnificent scenery and the abundant opportunities for fishing and hunting have always been with the people of the Maritime Provinces, but

it is only within the last few years that the business men down there seemed to realize the extent to which these attractions could be made to contribute to their own material advantage.

Now, they have tourists' associations and boards of trade devoting no small energy to devising ways and means of attracting tourists, and of providing accommodation for them when they come. And yet the movement is only in its initiary state.

Mr. Fisher pointed out in his address that during the six months of summer something like \$60,000 per day was expended by tourists in the State of Maine. And Maine is no better situated for tourist travel than the Maritime Provinces. But, at any rate, the experience of Maine should stimulate business men in all parts of Canada to take ways and means of attracting tourist travel to their respective localities.

UP-TO-DATE ADVERTISING.

THERE is no question about it—advertising is an art! During the last 20 years or more so much attention has been devoted to the study of the best methods of attracting, interesting and convincing the great public; so many keen business men and shrewd writers have devoted time and thought to this phase of commercial life, that it has become an important, if not an essential, factor in business success to-day.

At first, freak advertising was "the fashion," and every ingenuity that could be devised was employed, but, as time went by, experience proved to the most successful advertisers that judiciousness and persistency were necessary in advertising. The result is that to-day practically every advertiser of standing makes the foundation of his advertising his space in legitimate publications.

While, however, the continuous advertisement is the great factor in advertising, many advertisers add to its effectiveness by some "special" advertising at more or less frequent intervals. Some of the work of this class, such as cards, hangers, etc., placed in stores, is of very little value.

The desirable feature of such advertising is originality. To catch attention to-day one must devise something not only attractive but new. The man who keeps his regular advertising fresh and interesting is bound to reap a good harvest if his goods be up to the mark.

THE TRAVELLING SALESMAN.

THERE was once (and may be yet) a printed notice posted in The Herald office which read: "You are nothing—The Herald is everything." For a rule of conduct to fit every case this is the best that could be devised, and the intelligent workman will see in it the mainspring of his effort, and interpret it in its intended sense. This same rule should be kept in mind by the salesman as he is the direct representative of the house, and in his hands rests its reputation.

Each sales manager has his own ideas, and places before his salesmen from time to time volumes of circular letters of advice and instruction. A few general remarks may, however, obviate the necessity of much such to the conscientious salesman, and it is hoped, if carefully noted, they may assist in making his work more satisfactory and successful to both himself and his employers.

The salesman should first remember that his value is gauged by net results, including not only such orders as are secured at once, but the general effect upon the future. The business is presumed to be perpetual, and often the work of the salesman will yield better value if directed to strengthen the position of his house for the future, than to securing small present orders.

As above noted, the impression created by the salesman's manner determines the opinion of his principals. It is presupposed that the house has an honorable record and a good standing; these must in no wise be abated by any act of a representative. It will be unnecessary to mention that the salesman, in dress, manner and habits should at all times be a gentleman, or what is better—a man. Correct habits while commendable on moral grounds, are imperative in business. Intemperance will not long be tolerated; profanity is a mark of ill-breeding, while excess of any kind is sure to impair efficiency. The discriminating manager in these "strenuous days" has no use for any but those who are honest, reliable, thorough, earnest and undivided in allegiance. The degree to which these qualities are found usually determines the rate of advancement and responsibility.

Don't try to impress your customer with your superior knowledge. You are the seller. He is the buyer. Neither is subserviency nor timidity productive of good results. Show a willingness to listen and fully understand what he thinks he wants to purchase, and to assist him in getting it. Where your reason shows that he is making an unwise choice, you can with tact, and

without in any way suggesting that he is either ignorant or stubborn, show him the better way. Do this in such a way that your manner will impress him that your training and experience are better guides and that your suggestions emanate from a sincere desire to give him the best satisfaction.

Tact is a talent that should be continually cultivated, as it is the tactful man who is successful. A recent writer has said that it is superior to genius and I am not prepared to dispute the point. You can hardly name a phase of political, commercial or social life where the man of tact is not ahead. I have seen ability and brains relegated to the rear or kept in subordinate positions while the man with the hypnotic art forged ahead. Don't misunderstand me, without brains and ability no success is permanent, but with those for the charge and tact for the match, bullseyes are a sure thing.

If the salesman secures orders simply by the argument of lowest prices, then it matters little and he need read no further in this article. But if his house is handling or making a good line, it should be his strongest argument that there is no competition on price. If his wares are equal to those of other makers, they are of equal value, and in these days of combinations and gentlemen's agreements it becomes all the more important that the question of price be left out of any argument. Within my own experience I have seen two manufacturers attain to the highest rank by freely advertising a high price and a corresponding high quality. A failure on the part of their salesmen to secure the higher price was looked upon as a confession of failure and they were "allowed to resign."

At the risk of being called passe, I repeat what others have often said: Don't disparage competitors. It will take all your skill and ability to properly present your own line. Decrying the other fellow only advertises him, and if I found the salesmen of other people jumping on the company I now have the honor to represent, it would immediately cut down our advertising appropriation. You should be familiar with the points wherein your house considers its goods better than those of other makers, and if forced to compare, should honestly point out the advantages claimed. Even then avoid criticism or any inference of ignorance. Seek rather to bring your customer to look at the matter from your point of view. Make no statements of which you are not absolutely sure and which you do not yourself believe. Truth is ever convincing; the slightest untruth

throws doubt upon the whole case. Many times has justice miscarried because some witness, in his enthusiasm, has drawn from his imagination for his facts.

Do not ever attempt to discuss a subject on which you are ignorant with the assurance of knowledge. Cultivate a knowledge of uses of goods you handle and ascertain the technical meaning of the peculiar language of the craft. Absence of such knowledge will inevitably lead to some incorrect use of a technical word and thus immediately convey the impression that you are not master of your business. Then confidence is gone and failure is sure to meet you. The correct and easy use of the terms of trade relating to the goods you handle will contribute largely to convey the idea that you know your business and your advice can be safely followed.

In the matter of expenses, I realize I am on disputed ground, but generally it is expected that these will be limited to what is legitimate, and be honestly stated in the voucher. Needlessly expensive hotels should be avoided, nor should you patronize any house to which you cannot without apology invite your customers. In the matter of incidentals, salesmen are often influenced by the fact that the house pays the bills. In the long run it would be better if they applied the golden rule and act as if they were themselves the payers. As stated in the beginning, it is net results that count. The profit yielded, and the cost through the salesman of securing that profit, are factors which determine the length of service or rate of advancement. The house cannot take time always to analyze critically the expense account and to point out where it should be different. In most cases where unreasonable expenses or unsatisfactory returns continue, it is easier and more judicious to dispense with the salesman's services.

Finally, brethren, and this is my hobby, devote a reasonable amount of time to the study of the technical literature relating to your line, and to such as will give you a better insight into the source and reason, the intent and use of the goods you are handling. It is not enough to be familiar with the catalogue of the house. Learn of the materials entering into the composition, the origin, history and destiny of every piece, and familiarize yourself with the various processes necessary to make the harmonious whole.

In filling vacancies the salesman stands the best chance for promotion, if he earns it. More than any other employe he is the moulder of his own destiny and must alone be held responsible for success or failure.—F. A. Southwick, in *Hardware*.

The ONTARIO TACK CO.
Limited
HAMILTON, ONT.

MANITOBA MARKETS.

WINNIPEG, August 24, 1901.

HARDWARE AND PAINTS, OILS
AND GLASS.

TRADE is very good in almost all seasonable lines of hardware. The United States steel strike is affecting supplies somewhat, and there has been a very sharp advance in tin. This is the only actual change in prices for the week. Paints and oils do not show any very active movement, and are without change for the week. Implement houses are very busy. The rush for twine is now about over, and it would seem that there will be sufficient for all requirements, and no extra high figures have been paid. Implement men are devoting themselves to the getting out of threshing supplies of all kinds. The price list for the week is as follows:

Barbed wire, 100 lb.	\$3 45
Plain twist	3 45
Staples	3 95
Oiled annealed wire	3 95
"	4 00
"	4 05
"	4 20
"	4 35
"	4 45
Wire nails, 30 to 60 dy, keg.	3 50
" 16 and 20	3 60
" 10	3 60
" 8	3 70
" 6	3 75
" 4	3 90
" 3	4 15
Cut nails, 30 to 60 dy.	3 10
" 20 to 40	3 15
" 10 to 16	3 20
" 8	3 25
" 6	3 30
" 4	3 40
" 3	3 75
Horsenails, 45 per cent. discount.	
Horseshoes, iron, No. 0 to No. 1.	4 65
No. 2 and larger	4 40
Snow shoes, No. 0 to No. 1	4 90
No. 2 and larger	4 40
Steel, No. 0 to No. 1	4 95
No. 2 and larger	4 70
Bar iron, \$2.60 basis.	
Swedish iron, \$5.00 basis.	
Sleigh shoe steel	3 25
Spring steel	3 25
Machinery steel	3 75
Tool steel, Black Diamond, 100 lb.	8 50
Jessop	13 00
Sheet iron, black, 10 to 20 gauge, 100 lb.	3 50
20 to 26 gauge	3 75
28 gauge	4 00
Galvanized American, 16 gauge.	2 79
18 to 22 gauge	4 75
24 gauge	5 00
26 gauge	5 25
28 gauge	5 50
Genuine Russian, lb.	12
Imitation	8
Tinned, 24 gauge, 100 lb.	7 75
26 gauge	8 00
28 gauge	8 50
Tinplate, 1C charcoal, 20 x 28, box	11 00
" IX	13 00
" IXX	15 00
Ingot tin	33
Canada plate, 18 x 21 and 18 x 24	3 50
Sheet zinc, cask lots, 100 lb.	7 00
Broken lots	7 50
Pig lead, 100 lb.	6 00
Wrought pipe, black up to 2 inch	50 an 10 p.c.
Over 2 inch	50 p.c.
Rope, sisal, 7-16 and larger	\$10 75
" 3/4	11 25
" 1/2 and 5-16	11 75
Manila, 7-16 and larger	14 00
" 3/4	14 50
" 1/2 and 5-16	15 00
Solder	20
Cotton Rope, all sizes, lb.	17
Axes, chopping	\$ 7 50 to 12 00
" double bits	12 00 to 18 00

The Trade is Yours Forever.

When you build a good trade on S.-W.P. no one else in town can satisfy the demand you have created. The trade is always yours.

If you build a trade on lead and oil, it's yours only for a while—any one else in town can satisfy the demand just as well as you can.

Only one dealer in a town can sell

THE SHERWIN-WILLIAMS PAINT

We give you the exclusive agency for your locality, furnish you with ammunition for the hottest sort of advertising campaign, and when you advertise S.-W.P. you advertise yourself alone.

It builds big business for you.

And all the effort you put into the work pays permanently. You can always keep trade that is once made. The quality of S.-W.P. does it.

**THE SHERWIN-WILLIAMS Co.**

PAINT AND VARNISH MAKERS.

CHICAGO,
NEW YORK,NEWARK,
MONTREAL,CLEVELAND,
BOSTON,
TORONTO,SAN FRANCISCO,
KANSAS CITY

Screws, flat head, iron, bright.	87 1/2
Round " "	82 1/2
Flat " brass	80
Round " "	75
Coach.	57 1/2 p.c.
Bolts, carriage	55 p.c.
Machine	55 p.c.
Tire	60 p.c.
Sleigh shoe	65 p.c.
Plough	40 p.c.
Rivets, iron	50 p.c.
Copper, No. 8.	35
Spades and shovels	40 p.c.
Harvest tools	50, and 10 p.c.
Axe handles, turned, s. g. hickory, doz.	\$2 50
No. 1	1 50
No. 2	1 25
Octagon extra	1 75
No. 1	1 25
Files common	70, and 10 p.c.
Diamond	60
Ammunition, cartridges, Dominion R.F.	50 p.c.
Dominion, C.F., pistol	30 p.c.
" military	15 p.c.
American R.F.	30 p.c.
C.F. pistol	5 p.c.
C.F. military	10 p.c. advance.
Loaded shells:	
Eley's soft, 12 gauge black	16 50
chilled, 12 gauge	18 00
soft, 10 gauge	21 00
chilled, 10 gauge	23 00
Shot, Ordinary, per 100 lb	6 25
Chilled	6 75
Powder, F.F., keg	4 75
F.F.G.	5 00
Tinware, pressed, retinned	75 and 2 1/2 p.c.
" plain	70 and 15 p.c.
Graniteware, according to quality	50 p.c.

PETROLEUM.

Water white American	25 1/2 c.
Prime white American	24 c.
Water white Canadian	22 c.
Prime white Canadian	21 c.

PAINTS, OILS AND GLASS.

Turpentine, pure, in barrels	\$ 61
Less than barrel lots	66
Linseed oil, raw	90
Boiled	93
Lubricating oils, Eldorado castor	25 1/2
Eldorado engine	24 1/2
Atlantic red	27 1/2
Renown engine	41
Black oil	23 1/2 to 25
Cylinder oil (according to grade)	55 to 74
Harness oil	61
Neatsfoot oil	\$ 1 00
Steam refined oil	85
Sperm oil	1 50
Castor oil	per lb. 11 1/2
Glass, single glass, first break, 16 to 25	
united inches	2 25
26 to 40	per 50 ft. 2 50
41 to 50	" 100 ft. 5 50
51 to 60	" " 6 00
61 to 70	per 100-ft. boxes 6 50
Putty, in bladders, barrel lots	per lb. 2 1/2
kegs	" 2 1/2
White lead, pure	per cwt. 7 00
No. 1	" 6 75
Prepared paints, pure liquid colors, according to shade and color, per gal.	\$1.30 to \$1.90

NOTES.

Graham & Rolston, one of the best-known retail hardware firms in Winnipeg, have dissolved partnership, Mr. Rolston going on the road for The James Robertson Co. and Mr. Graham continuing the business.

The assets of J. L. Hould, general merchant, Gentilly, Ont., are to be sold on September 4.

CATALOGUES, BOOKLETS, ETC.

FRANKLIN MACHINERY CATALOGUE.

THE Franklin Machine Works, Philadelphia, have just issued a catalogue of their horizontal boring, milling and cold saw cutting-off machines. As this firm have an excellent reputation for up-to-date machinery, and as a line drawing and a full description of 15 different machines is given, this catalogue should be of great value to machinists. Any of the readers of **HARDWARE AND METAL** may secure this catalogue upon application.

THE STARR SKATE CATALOGUE.

The Starr Manufacturing Co., Limited, Halifax, N.S., have issued their skate catalogue for 1901. In past years this firm made such a large variety of skates that the opinion was often expressed that no new skates were likely to be offered for some time. But the "Starr" people make a thorough study of the requirements of the skater, and so designed for this year a new line, which will be known as the "Chebucto" hockey skate. This is built to meet a demand for what is known as a double-ender hockey skate. It is made of the best material used by this firm—sufficient guarantee for any skate from one end of Canada to the other. The catalogue includes the various well-known lines which the Starr Manufacturing Co. have made in previous years, including the "Acme," the "Achieved," the "Mic-Mac," the "Starr," the "Beaver" and the "Achieved Skeleton." Needless to say, these catalogues will be in much request, so it will be well to get one early.

A REQUEST FOR CATALOGUES.

J. W. Bray & Co. are just opening up as general hardware, stove and tinware dealers in Port Arthur, Ont., and have requested **HARDWARE AND METAL** to ask manufacturing and wholesale hardware houses to send them their catalogues.

INDUSTRIAL GOSSIP.

Those having any items of news suitable for this column will confer a favor by forwarding them to this office addressed the Editor.

The Canada Hardware Co., Limited, Montreal, received the other day a contract for over 200 tons of bolts and washers for the Sorel wharves. They have also booked orders for 395 tons for fall delivery.

The Lake Superior Power Co., Limited, is building an iron ore dock 1,800 feet long near the steel plant at Sault Ste. Marie, Ont., and seven dredges are at work deepening the harbor and approaches to 20 feet.

The Dominion Coal Co., Limited, North Sydney, N.S., will make a big effort to open up a demand for their coal in the French and Mediterranean markets next winter.

QUALITY IS THE MARK AT WHICH WE AIM.

To manufacture a Single Gun of superior quality has been the mark at which we have aimed for 30 years. That we have made a gun which hits that mark is evidenced by the fact that no other

SINGLE GUN

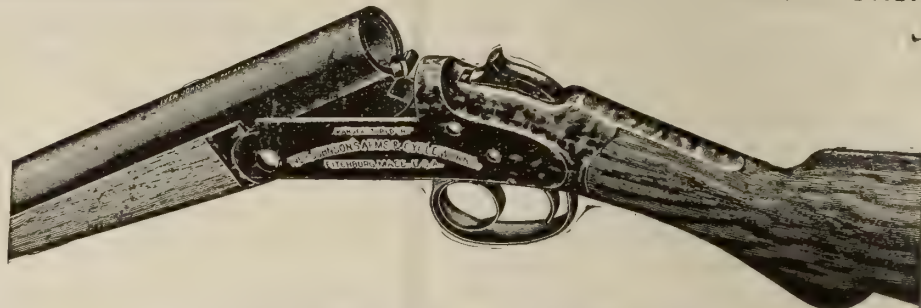
enjoys a reputation equal to the

IVER JOHNSON.

In comparison with others, the trade speaks of it as being a "little higher in price, but much better in quality."

SEMI-HAMMERLESS

TRIGGER ACTION



Automatic Ejector or Non-Ejector at option of user.

Improved 1900 Model—12 and 16 Gauge—30 and 32-inch Barrels.

Sold by Leading Dealers Everywhere.

Send for Catalogue.

Iver Johnson's Arms & Cycle Works,

Branches—New York—99 Chambers St.
Boston—165 Washington St.
Worcester—364 Main St.

FITCHBURG, Mass.

SKY LIGHT

THE SAFE LOCK SHINGLE

BABY SHINGLE

CORNICE

OUR LINE

will help you to increase

YOUR PROFIT.

Did you receive a copy of our latest catalogue and price list?

We are too busy to make an exhibit at Toronto this year, and therefore solicit your enquiries and orders by letter.

SIDING

CEILING

SIDING

CEILING

WINDOW CAP

FINIAL

ELBOWS

CRIMPED SHEET

O.K. THIMBLE

METAL PUMP

METAL SHINGLE & SIDING CO. LIMITED PRESTON, ONT.

JONES BROS. Manufacturers of

STOVE BRICKS, OPEN GRATE BACKS,
"Maple Leaf" Brand.

Furnace Bricks and Range Bricks

Estimates furnished on application.

Bracondale P.O., Ont.

Watch our ad. in next issue, or write to us for particulars on our patented

Automatic Door Strip and Weather Strip

Specially adapted for cold climates and takes the place of the inner window.

HELMS & HELMS, 148-50 Willow St.
PHILADELPHIA.

THE EDINBURGH ROPERIE & SAILCLOTH CO., LIMITED

LEITH, SCOTLAND

Manufacturers of

Cordage of all kinds, Flax Sailcloths, Tarpaulins and Waterproof Cloths, Sewing Twines, Fishing Twines, Fishing Lines, Tying Twines, Etc., Etc.

Represented by

DAVID INGLIS, 9 St. Peter St.,
MONTREAL
Phone Main 4359.

H. S. HOWLAND, SONS & CO.

WHOLESALE
ONLY37-39 Front Street West, **Toronto.**ONLY
WHOLESALE

1901. The Toronto Exhibition 1901.

If you visit Toronto during the Exhibition call
upon us and look through our Sample-
Room and Warehouses.

Builders'
Hardware

Mechanics'
Tools

Harvest
Tools

House-
Furnishing
Goods

Cutlery

Silverware



FRONT HALF VIEW OF SAMPLE-ROOM.

Rifles

Winchester
Marlin
Stevens
Floberts
Air

Guns

Stevens
Single Barrel
Iver Johnson
Single Barrel
Piepers
Double Barrel

Revolvers

Single Action
Double Action

Cartridges
Loaded Shells
Gun Implements
Bags, Sights
Primers, Caps
Fuse and Shot

"POWDERS"

American Dead Shot, Rifle Cartridge, Schultze Smokeless,
Canadian Sporting and Blasting.

H. S. HOWLAND, SONS & CO., Toronto.

WE SHIP
PROMPTLY

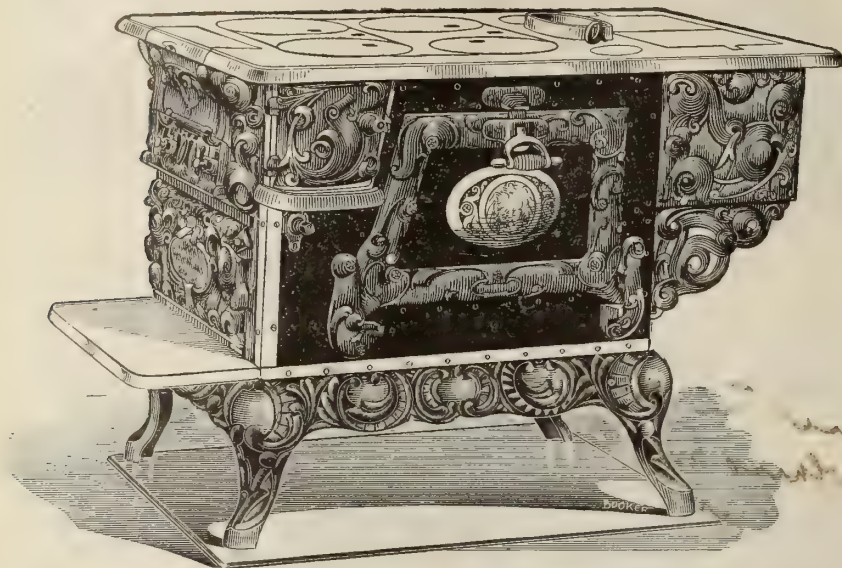
Graham Wire and Cut Nails are the Best.

Factory: Dufferin Street, Toronto.

OUR PRICES
ARE RIGHT

NEW LINE OF

STEEL STOVES and RANGES



The "Monarch Jewel"

Steel Range, medium grade, low price. Made either with Cabinet Base or with Leg Base. 36 Varieties.

The "Herald Jewel"

The first Cook Stove with Steel Body to be manufactured in Canada.

Large Steel Oven with spring balanced doors; Duplex Grate for coal or wood, with special grate and linings for wood only.

The "Gypsy Jewel"

a small, low-priced, Steel Cook Stove and Range.

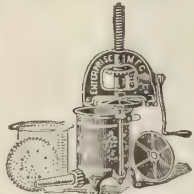
Many other new lines.

Still in the field with the most successful Wood Cook Stove ever made

The "Grand Jewel."

The Burrow, Stewart & Milne Co., Limited, Hamilton, Ont.

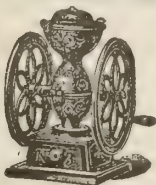
Sausage Stuffer, Lard and Fruit Press



8 Sizes and Styles

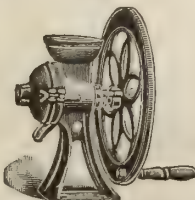
Rapid Grinding and Pulverizing Mills

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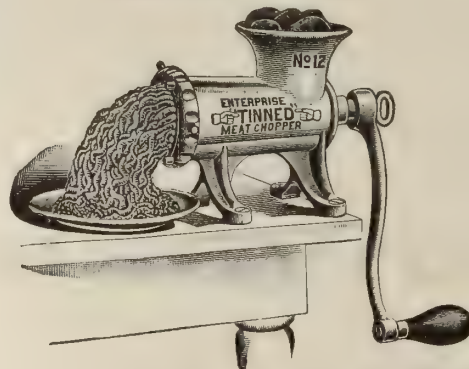
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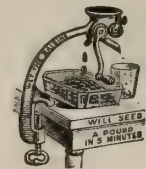
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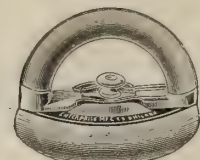
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THE MARITIME BOARD OF TRADE.

Seventh Annual Convention in Chatham, N.B.—A Report of the Proceedings—
Sydney the Next Place of Meeting.



ONE of those who were fortunate enough to be in attendance at the seventh annual convention of the Maritime Board of Trade, which was held in Chatham, N. B., on Wednesday and Thursday, August 21 and 22, are likely to have any-

thing but the most pleasant recollection of it. The weather was delightful. Not a cloud obscured the summer sky, and the gentle breezes which came from the broad and beautiful Miramichi River, on the shores of which Chatham is situated, made the temperature ideal. The weather, it might be said, was not ordered specially for the occasion. The summer weather on the Miramichi is among the best on the continent, its normal condition being dry, moderately cool and invigorating. The people in the towns and villages of the Miramichi are proud of both their river and their climate. And the delegates to the Maritime Board of Trade, after their experience, are probably not one whit behind them in this respect.

The unique and important character of the Miramichi district naturally tended to interest the delegates, particularly in view of the fact that they were practically all business men. And when, in addition, one considers the hearty manner in which the local board of trade, the town council and Senator Snowball, head of the milling firm bearing his name, contrived to entertain the delegates it is no wonder they had a good time.

The delegates, however, worked hard as well as enjoyed themselves thoroughly, as the subjoined report of the proceedings will show.

OPENING OF THE CONVENTION.

The place of meeting was the imposing town hall. By 9.30 o'clock on Wednesday morning a number of delegates had gathered, and 30 minutes later business was under way, with President W. E. Loggie in the chair.

THE DELEGATES PRESENT.

Although a number of affiliated boards had not sent delegates, the attendance at

the convention was fairly good. The delegates present during the whole or part of the convention were as follows :

KENTVILLE—G. De Wolfe and Geo. E. Calkin.
HALIFAX—J. A. Chipman, F. K. Warren, F. C. Simson, Geo. E. Boak, J. E. De Wolfe and W. A. Black.
CHARLOTTETOWN—W. H. Aitken and G. D. Longworth.
MONCTON—J. H. Harris, C. P. Harris, F. P. Reid, I. Flanagan, A. E. Holstead, E. G. Russell and F. W. Sumner.
CHATHAM—W. S. Loggie, Mayor W. B. Snowball, M. S. Hocken, D. G. Smith, Senator J. B. Snowball, Geo. Watt and Alex. Burr.
SYDNEY—E. C. Hanrahan.
TRURO—C. E. Bentley, Dr. D. H. Muir.
NEWCASTLE—Mayor D. Morrison, G. A. Lounsbury and P. Hennessy.
ST. J. HN, N.B.—W. S. Fisher, W. M. Jarvis, Frank O. Allison and W. G. Robertson.
MIDDLETON, N.S.—N. H. Parsons.
SUSSEX, N.B.—H. P. Robinson and H. H. Parlee.

VOCATION OF THE DELEGATES.

In debating power and in businesslike method of conducting the proceedings of the convention the board was strong. As

SUBJECTS DEALT WITH.

1. Postage on Drop Letters.
2. Railway Discriminating Rates.
3. "Old Home Week" and Tourist Travel.
4. Communication with P.E.I.
5. Import and Export Traffic over the I.C.R.
6. Telegraph Grievance of P.E.I.
7. Public School Curriculum.
8. Should Civic Tax Defaulters in Towns and Cities Vote at Civic Elections?
9. Fire Insurance Rates.
10. Government Inspection of Railway Culverts and Bridges.
11. Extension of Indiantown Railway to Blackville.
12. Marine Insurance Rates.
13. Forest Preservation.
14. Cold Storage on Transatlantic Steamers.
15. Preferential Rebate on Goods from Great Britain.
16. Trade with South Africa.
17. Fast Atlantic Service.
18. More Permanent Materials for Wharves.
19. St. John-Digby Steamship Service.

a result there was a gratifying promptness in the conduct of business. Senator Snowball, during a pleasure trip down the river, said that while he had sat in both the House of Commons and in the Senate he had never sat in a body stronger in deliberative ability than that of the Maritime Board of Trade. And his tribute had reason for its basis. Nearly every delegate was a practical business man, and was able to express himself in a way that everybody understood him. This may be gathered from a glance at the following, although not a complete list :

M. S. Hocken, Chatham, one of the town's aldermen.

G. D. Longworth, lobster packer, Charlottetown, P.E.I.

Alex. Burr, Chatham, dry goods merchant and an ex-alderman.

D. G. Russell, Moncton, manager of the Intercolonial Railway.

George Watt, Chatham, insurance agent and one of the town's aldermen.

Fred B. Reid, of Reid & Co., wholesale grocers, Moncton and Campbellton.

Frank O. Allison, secretary of the St. John Board of Trade and financial agent.

J. H. Harris, of the wholesale grocery firm of J. H. Harris & Co., Moncton.

F. C. Simson, manufacturer of fruit juices, etc., and wholesale druggist, Halifax.

Ex-President C. E. Bentley, Truro, N.S., of Blanchard & Bentley, dry goods.

W. G. Robertson, St. John, N.B., district freight agent of the Intercolonial Railway.

W. H. Aitken, Charlottetown, P.E.I., managing partner of the wholesale grocery firm of Caverhill & Co.

Ex-President W. M. Jarvis, St. John, N.B., fire insurance and financial agent of 35 years' experience.

Senator Snowball, senior member of the Chatham lumber mill firm of The J. B. Snowball Co., Limited.

J. A. Chipman, Halifax, wholesale flour and meal, a keen board of trade man and an eloquent speaker.

E. C. Hanrahan, a business man by profession and deputy-mayor of Sydney, C.B., by choice of the people.

J. Flanagan, a dry goods merchant of 34 years' standing in Moncton, N.B., and the last delegate to leave Chatham.

George E. Boak, of the firm of George Boak & Co., Halifax, wholesale grocers and specialists in West-Indian goods.

Dr. Muir, president of The Truro Condensed Milk Co., Limited, Truro, N.S., and an ardent board of trade man.

J. E. De Wolfe, sole member of the old firm of T. A. S. De Wolfe & Son, Halifax, ship agents and commission merchants.

President W. S. Loggie, Chatham, N.B., general merchant, canned goods packer, brick-maker, and vessel-owner.

Fred W. Sumner, senior member of The Sumner Co., owners of a retail hardware store at Moncton and a large lumber mill at Bathurst, N.B.

Ex-President M. G. De Wolfe, Kentville, N.S., retired general merchant and one of the most enthusiastic members of the Maritime Board of Trade.

W. B. Snowball, Chatham, manager of The J. B. Snowball Co., Limited, mayor of the town, chairman of the school board and an enthusiastic young Canadian.

George E. Calkin, Kentville, N.S., retired hardware merchant and at present enjoying life on a fruit farm and holding the secretaryship of his local board.

C. P. Harris, retired merchant, Moncton. Mr. Harris was one of the original founders of the Moncton cotton factory, the sugar refinery and the local street railway.

Donald Morrison, a native of Burnt Church, but now a resident of Newcastle, where he carries on business as dry goods merchant and blueberry packer, besides which he is mayor of the town.

G. A. Lounsbury, Newcastle, N.B., where he has been in the agricultural implement business during the past 10 years. He has at present in course of construction a fine new business block.

W. A. Black, of Pickford & Black, Halifax, owners of the famous line of steamships running to the West Indies and warm champions of closer trade relations between those colonies and Canada. Mr. Black has also had some Parliamentary experience, having sat in the Provincial Legislature.

W. S. Fisher, member of the wholesale hardware firm of Emerson & Fisher, St. John, N.B., and of the Enterprise Store Co., Sackville, N.B., besides being financially interested in other commercial enterprises, to say nothing of his presidency of the St. John Tourist Association.

A THOUGHTFUL SECRETARY.

Secretary Smith, who is the publisher of *The Miramichi Advance*, had the minutes of the last annual meeting neatly printed and these were distributed among the members. This avoided the tedious task of reading the minutes, and on motion they were taken as read.

Mr. George E. Boak, of Halifax, said that he noticed that his name had been omitted from the minutes, and on motion of Messrs. W. M. Jarvis and J. A. Chipman, the secretary was instructed to rectify the error.

COMMITTEE ON BUSINESS.

A committee to arrange the order of business was appointed as follows: Messrs. M. G. De Wolfe, Kentville, N. S., chairman; W. M. Jarvis, St. John, N.B.; J. A. Chipman, Halifax; W. H. Aitken, Charlottetown, P.E.I.; J. H. Harris, Moncton, N.B.; H. P. Robinson, Sussex, N. B.; E. C. Hanrahan, Sydney, N.S.; C. E. Bentley, Truro, N. S.; Mayor Snowball, Chatham, N.B.; Mayor Morrison, Newcastle, N.B.

COMMUNICATIONS.

A number of communications were read. Among them were the following:

I regret very much that an accident which prevents me walking makes it impossible for me to attend the meetings of the Board as I have expected to do. Mr. Troop also finds himself prevented from going at the last moment, but I feel sure that our representatives will make up in quality what they lack in numbers. I hope you may have a thoroughly successful and profitable meeting, and that some practical good may result from your deliberations. With renewed regrets for my enforced absence, believe me,

Yours truly,

G. S. CAMPBELL,
President Halifax Board of Trade.

Halifax, Aug. 20.

Replying to your favor of recent date I regret being unable to do anything with our business men re. Board of Trade. I trust in the near future that something in this direction may be done, as I feel it is a necessity.

JOHN A. FLETT.

Campbellton, N.B., Aug. 2.

I am very sorry I have so much on my hands at present that it is difficult to get away. W. J. Hemming has promised to go down and I will arrange for two other delegates, possibly A. A. Davidson and, if possible, myself. You can de-

pend on our board being represented by two if not three delegates.

D. MORRISON,

Secretary Newcastle Board of Trade.
Newcastle, Aug. 20.

Mr. Morrison, however, did find time to put in an appearance, and when he did he could not find time to get away.

Secretary Smith said the Fredericton Board had informed him that it could not see any benefit to be derived from affiliating with the Maritime Board. When it could it would do so.

REVISION OF BY-LAWS AND CONSTITUTION.

Mr. M. G. De Wolfe said that the committee appointed at the last annual meeting

composed of business men, the matter was disposed of in a businesslike way. And when the meeting adjourned for luncheon the by-laws and constitution with certain amendments had been passed through the customary stages and adopted. As adopted the by-laws and constitution read as follows:

CONSTITUTION, RULES AND BY-LAWS OF THE BOARD OF TRADE OF THE MARITIME PROVINCES.

1. This Board shall be known as The Maritime Board of Trade.

2. It shall be composed of delegates from the various Maritime Boards of Trade, on the basis of 10 per cent. of each Board's membership.

3. It shall deal with all matters affecting the interests of trade and commerce in the Maritime Provinces, as well as in the whole Dominion.

4. The Officers shall be a President, two Vice-Presidents, each representing one of the Maritime Provinces, a Secretary-Treasurer, a Corresponding Secretary and an Auditor, to be elected at the annual meeting of the Board. Any vacancy occurring through death, resignation or otherwise, may be filled by the Council until the next annual session of the Board.

5. There shall be a Council composed of one member from each affiliated Board, who shall be elected by the respective Boards immediately after the annual session of the Maritime Board, five members of which shall form a quorum. The President, Vice-Presidents, Secretary-Treasurer and Corresponding Secretary of the Maritime Board shall be ex officio members of the Council.

6. The Council shall meet once each year, on a date and at a place to be fixed by the President. It may meet at other times on the request of the President or of the two Vice-Presidents, or of any three of its other members. Special Council meetings shall be held at such times and places as may be designated in the calls therefor, which calls shall be printed or written notices delivered or mailed to the post office address of each member of Council or to the secretary of such affiliated Boards of the current year as have not sent notices of the election of their members of Council, and all such notices shall be issued by the Secretary-Treasurer.

7. The annual session of the Board shall be on the third Wednesday of August at such place as may be selected by the Council, unless the place for holding such session shall be fixed by resolution of the Board.

Any such session may be adjourned to any subsequent date by the members present.

8. Special General Meetings of the Board may be summoned at any time by the President, the two Vice-Presidents, or the Council.

9. Each affiliated Board shall pay annually to the Secretary-Treasurer towards the expenses of the Maritime Board an amount in the proportion of a per capita tax of 15c. each on its membership.

RULES AND BY-LAWS.

1. The President, Vice-President and Secretary-Treasurer shall be elected by nomination and ballot separately.

2. The order of business shall be as follows:

(1) Roll Call.

(2) Reading of the Minutes of last meeting and amendment or approval of the same.

(3) Appointment of Committee on unfinished business.

FEATURES OF CHATHAM AND OF THE MIRAMICHI.

The town of Chatham is prettily situated on a gentle declivity of the south bank of the Miramichi River, and is the commercial centre of the district. Its history is concurrent with the early history of the Province. Its distance from the ocean is less than 30 miles, and transatlantic steamers and square-rigged barques come to its port during the summer months to load deals for the European and other markets.

There are about 13 lumber mills on the Miramichi River, the greater part of them being of large capacity, and their aggregate export trade is over \$1,000,000 per annum. Chatham has two or three of these mills, and one of them, that of the J. B. Snowball Co., Limited, is the largest on the river. Besides its lumber, there are its fishing and canning industries and its pulp mills.

Of the fishing industry of the Miramichi, the most important is that of smelt catching. Every year no less than about 1,000 tons, or about 100 carloads, are caught and frozen and exported to the United States. The lobster industry on the Miramichi and adjacent coast line is estimated to be worth about \$200,000 annually. Another important industry in the Miramichi district in the canned goods line is that of blueberry packing. One of the firms engaged in this industry alone has this season taken orders for 100 carloads.

THE RESIDENTIAL PART

of Chatham is a fair criterion of the prosperity of its people, the dwellings of the business men being neat, roomy and attractive, while the gardens and lawns that surround many of them are particularly spacious, well kept and handsome.

THE PUBLIC BUILDINGS

would be a credit to a much larger town. The post office is built of brown stone, and is modern in its appearance and appurtenances. The town hall is a fine imposing building of red brick. In educational matters the town takes a lively interest, and one of the evidences of this is the fine and substantial high school building which is nearing completion on an eminence overlooking the town. The building is of grey stone and will cost the town \$40,000. Another evidence of the fact that the town is not asleep is the sewerage and waterworks systems which are now being put in at a cost of \$150,000. The source of the water supply is three artesian wells, which have been bored just outside the western limits of the town. The pressure from these wells is about 80 pounds to the square inch. The official census relating to the town has not yet been issued, but it is estimated that it will show a population of about 6,000.

of the Board was prepared to report. He moved that the report be received and laid on the table. Mr. Jarvis seconded the motion, which was carried.

Mr. J. A. Chipman said that if the proposed amendments to the by-laws were taken up as the next order of business it might materially assist in advancing the business of the convention.

On motion of Secretary Smith the suggestion was concurred in, and the constitution and by-laws as amended by the committee were read by Secretary Smith.

The discussion of such subjects are usually long and tedious, but, the meeting being

(4) Reading of the Minutes of meetings of Council held since the last general meeting.

(5) Presentation of Petitions and Communications.

(6) Reports of Committees.

(7) Unfinished Business.

(8) New Business.

(9) Election of Officers.

3. At the opening of each annual meeting of the Board, immediately after the reading of minutes, the President or other Chairman shall appoint a Committee on unfinished business to consist of one delegate from each affiliated Board represented at the meeting. Such Committee shall forthwith proceed to arrange the order in which the various subjects for consideration shall be taken up, providing as far as possible, that each affiliated Board, in order of larger membership, shall have priority as to one such subject only. The Committee on unfinished business shall report the order of subjects to the Board for confirmation as soon as possible after their appointment, and shall report any other subjects proposed for consideration from time to time throughout the meeting.

4. All questions relative to the priority of business shall be decided without debate.

5. The Chairman shall preserve order, and shall decide all questions of order, subject to appeal to the Board.

6. All motions shall be made in writing, when required by the Chairman; no debate shall be allowed except on a motion regularly before the chair, but a motion may be prefaced.

7. When two or more members rise at the same time, the Chairman shall name the member who is first to speak.

8. A member being called to order, shall immediately sit down unless permitted to explain.

9. If any member appeal from the decision of the Chair, the Board shall decide such appeal without debate.

10. Any member may of right require the question under discussion to be read for his information at any time during the debate, but not so as to interrupt a member while speaking.

11. No member shall speak more than twice, or longer than 10 minutes on any one question without leave.

12. Every member, wishing to speak, shall rise and respectfully address the chair; he shall confine himself strictly to the matter under discussion.

13. No motion shall be put or debated, unless the same be seconded; when seconded, it shall be stated by the Chairman before debate.

14. After a resolution is stated by the chairman, it shall be deemed in possession of the Board, but may, by permission of the Board, be withdrawn at any time before decision or amendment.

15. When a question is under debate, the only motions in order shall be—1st, to adjourn; 2nd, the previous question; 3rd, to lay on the table; 4th, to postpone indefinitely; 5th, to adjourn to a certain time; 6th, to refer; 7th, to amend. The previous question, when moved, must be seconded by at least five members. When the previous question is moved and seconded, it shall be put in this form: "Shall the main question be now put?" If this is carried, all further amendments and debate shall be excluded, and the question put without delay. If the question has been amended, the vote shall be taken on the amendment first. If more than one amendment has been made, the last made amendment in order shall take precedence in the vote. It shall not be in order to reconsider the previous question.

16. A motion to adjourn the Board shall be always in order, except—1st, when a member is in possession of the floor; 2nd, while the yeas and nays are being called; 3rd, while the members are voting; 4th, when it has been decided that the previous question shall be taken, a motion to adjourn simply cannot be amended, but a motion to adjourn to a given time may be, and is open to debate.

17. A motion to lay a question on the table simply, is not debateable, but a motion to lay on the table and publish, or with any other conditions, is subject to amendment and debate.

18. A motion to amend an amendment shall be in order; but a motion to amend an amendment to an amendment shall not be entertained. An amendment modifying the intention of a motion shall be in order, but an amendment relating to a different subject shall not be in order.

19. A question may be reconsidered at any time during the same meeting, on a motion made and

seconded by members who voted in the majority, and when once made and decided in the negative, shall not be revived before the next meeting of the Board; and no question shall be reconsidered more than once, nor shall a vote to reconsider be reconsidered.

20. No member shall be eligible for the office of President or Vice-President for more than two years in succession.

21. The Secretary-Treasurer shall duly record in a book, all minutes, or resolutions, decisions, and other proceedings of the Board, entering therein all accepted reports, orders and resolutions, and shall notice reports, memorials, and other papers submitted to the Board only by their titles, or a brief description of their purport. He shall also keep proper books of account and submit the same for audit at the annual meeting and whenever called on by the President or the Council so to do.

22. The payments from affiliated Boards shall fall due on the third Wednesday in August in each year, and no delegate shall have the right to take part in the annual meeting until such payment from the Board he represents shall have been made.

23. The foregoing By-Laws shall likewise govern the proceedings of the Council, in so far as they are applicable.

24. The Constitution and By-Laws may be added to, repealed or amended by a vote of two-thirds of all the members present at any general meeting of the Board, notice of such amendment having been given at a previous general meeting and entered upon the minutes, or sent in writing to the Secretary at least once a month before the general meeting at which it is to be considered. If any such notice shall be received by the Secretary he shall forthwith send a copy of the same to each affiliated Board.

THE DISCUSSION OF THE CONSTITUTION.

The modifying of the style of the organization from the "Board of Trade of the Maritime Provinces" to "The Maritime Board of Trade" was the result of a suggestion of Mr. O. Allison, St. John. "In writing it, we nearly always say 'Maritime Board of Trade,'" he suggested.

The constitution has hitherto only allowed for the election of one secretary, and the provision in the revised by-laws was inserted by the suggestion of Secretary Smith, who, in moving its insertion, explained that it was done in view of the contemplated election of a permanent secretary. The new corresponding secretary would reside in the same town as the president.

Secretary Smith wanted the word "session" inserted in the constitution in place of the word "meeting" wherever the latter occurred. He thought it would be more Parliamentary, but his suggestion was not concurred in.

THE COUNCIL.

The consideration of the clause regarding the meetings of council induced quite a little discussion. He said that the council had not met for some years and he thought it should meet at least once per annum, and that the time of meeting should be fixed. He suggested some date in February.

Mr. G. D. Harris said it would be difficult for the Prince Edward Island members to attend a meeting in February owing to the uncertainty of navigation.

Secretary Smith suggested that the clause be adopted without the month being fixed.

Mr. J. A. Chipman thought the date should be left with the president.

A member: "What about June?"

Mr. Harris: "That would suit us in Prince Edward Island."

Someone suggested that the council should have two meetings during the year.

Mr. Fisher did not approve of the suggestion of two meetings.

Mr. Black thought two meetings of the council would be a good thing if it could be worked, as it would tend to increase enthusiasm in the Maritime Board of Trade matters.

Mr. M. G. De Wolfe said he desired to correct the impression that seemed to obtain in regard to nothing being heard of the Maritime Board of Trade between the annual meetings. "When I was president," he said, "the secretary was instructed to send out circulars about every two months bringing to the attention of the boards matters appertaining to the Maritime Board." He said that since the formation of the Maritime Board only two meetings of the council had been held, one at Truro and another at St. John. To have a fixed date on which to hold the meetings of the council would be a great help to the president and officers of the board.

Mr. Jarvis said he endorsed what Mr. De Wolfe had said. "There is just one other thing to which I wish to refer," he said, "and that is that we are indebted to the president for his efforts and to the prominence which has been given to Maritime Board of Trade matters by *HARDWARE AND METAL*, whose editor is with us to day." (Applause.)

EXPLANATION FROM THE PRESIDENT.

"Before putting this motion," said President Loggie, "I wish to say that I have felt some diffidence about calling the council together, knowing that its members were busy business men, and especially as there was nothing of importance appertaining to the Maritime Provinces demanding attention. I think the suggestion of calling the council together at a fixed time a good one.

The motion fixing the date as printed in the constitution and by-laws as above, namely, June, was ultimately adopted.

A FINANCIAL QUESTION.

Mr. Fisher raised the point as to whether the per capita tax was sufficient, particularly in view of the proposition to appoint a permanent secretary. "Then," he said, "I do not think it is fair for us to ask the officers of the Board to travel here and there on the business of the Board at their own expense."

Mr. M. G. De Wolfe pointed out that at the last annual meeting the financial state-

ment showed the receipts to be \$117 and the expenditure \$32.50.

WELCOME FROM CHATHAM.

During a slight lull in the proceedings Mayor Snowball, of Chatham, grasped the opportunity of welcoming the delegates on behalf of the town of which he is chief magistrate. "I would like," he began, "to welcome you on behalf of the town of Chatham. We feel proud that you should have selected this place for your annual meeting. We cannot claim any particular advantage, except that we have the liveliest town in the Provinces. (Applause.) We have a magnificent climate and a beautiful country and I hope you will carry away with you the most pleasant recollections when you depart." (Applause.)

THE PRESIDENT'S ADDRESS.

President Loggie, before presenting his annual address, requested Vice-President Dr. Muir, of Truro, to take the chair. The address was as follows :

GENTLEMEN OF THE MARITIME BOARD OF TRADE :

Another year has passed and another century has closed since last we met in annual session.

Remembering, as I do, the exhaustive addresses of my immediate predecessors, Mr. Jarvis, of St. John in 1899, and Mr. De Wolfe at last year's session, I am indeed conscious of my inability to do justice to the important matters affecting the mercantile interests of the Maritime Provinces.

I am, however, justly proud of this opportunity of welcoming the representative business men of the Maritime Provinces to the Liverpool of the North Shore of New Brunswick.

We meet in the second commercial centre of the Province, whose activities in the lumbering and fishing industries are of the greatest value and importance to the mercantile interests of the Maritime Provinces.

There is here one of the most magnificent rivers, ranking second in the Maritime Provinces, and our town, the principal distributing centre of Northern New Brunswick.

You will observe our streets do not present as unencumbered an appearance as we would wish ; but you will notice that the general condition of obstruction is due to our town authorities being engaged in supplying Chatham with a water and sewerage system and other improvements ; so as to place us on a footing with the most progressive cities and towns.

MEETING OF COUNCIL.

Although no matter of a Maritime character has been brought to my notice that required a meeting of council during the past year, I am persuaded it would be to the advantage of the Board that the by-laws provide that there shall be a meeting of council, six months after the annual meeting, it being optional with the president to convene other meetings of council as necessity might require.

CONSTITUTION AND BY-LAWS.

The matter of revising the constitution and by-laws was referred to a committee, consisting of the president, secretary and M. G. De Wolfe, Esq.

Put, under the constitution itself, no alteration could be made without notice being given at a

previous general session, or twenty days' notice before the session at which the alterations were proposed to be made. The secretary has in his hands alterations prepared under the twenty days' rule, and they may be made effective.

COLD STORAGE.

It is apparent that more attention must be given to the ocean-carrying trade of perishable commodities.

Professor Robertson, since his return from England, is impressing on us the necessity of delivering perishable products to markets in the best possible condition. It is important that steamers be fitted up with the most improved cold storage system, so that all deterioration possible of perishable goods be avoided. It would be in order for this board to memorialize our Federal Government on this important matter, and urge the fitting up of necessary steamers to overtake the increasing trade in this class of goods, that justice may be done and shippers encouraged by having the best equipments possible, to secure the Mother Country markets.

SOUTH-AFRICAN WAR.

During the year that has passed we have been welcoming home our heroes of the South-African War. They have acquitted themselves as the "bravest of the brave," and won laurels that we, representing the mercantile community of the Maritime Provinces, should be proud of.

Although war at any time is a most deplorable thing, we are persuaded that the one now, we believe, nearing to a close, and adding another patch of red to the British Empire, was a just and most righteous one, and was a means of binding the Colonies themselves and the Mother Country closer together.

The Maritime Provinces have been prominent in the supplying of hay and horses for the great undertaking, and more steamers have cleared for South-African ports from St. John and Halifax, during the past year than ever before.

TOURIST TRAVEL.

This subject is always important, and, although much has been done to have our Provinces known as desirable summer resorts, there is still a wide field of usefulness in this direction.

The Maritime Merchant suggests that if large, plainly furnished and well ventilated rooms, also plain food, well cooked and nicely served, with everything spotlessly clean, were more generally available, such boarding places would encourage tourist travel. When attending our last annual meeting I was greatly impressed with the extent of tourist travel in the "Land of Evangeline" and wondered why the Miramichi did not attract more American tourists.

DEATH OF OUR BELOVED QUEEN.

The whole British Empire has mourned the loss of "Victoria the Good," and we of the Maritime Provinces have expressed our sympathy.

It becomes us, at our first meeting under our new Sovereign, King Edward VII., to express our loyalty to him, who, we believe, will rule us as wisely and justly as did his beloved and lamented mother.

CENSUS.

Another decade has gone and we find our Dominion has increased in population over half a million.

We regret that the increase in the Maritime Provinces is not as much as we would like it to be, and we realize that, as representing the mercantile community, it behooves us to encourage industries indigenous to our Provinces, and foster them as far as we can, so that our young men and women may

find employment at home, instead of in our neighbors' cities.

RECIPROCITY WITH THE UNITED STATES.

We are pleased to note the change of opinion by our respected neighbors as regards the desirability of securing freer trade relations with Canada.

It is expected the Joint High Commission will soon meet, and we fondly hope the territorial dispute has been in the meantime discussed and an equitable finding arrived at, so that the important matter of trade relations may be taken up and put into effect.

There is, in the New England States, a growing desire that freer trade relations shall exist

It is gratifying to know that the importance of our trade with our neighbors is now being to some extent realized by them, and they are putting forward, through their chambers of commerce and trade journals, that it is now their turn to sue for freer trade relations, as is illustrated in the following editorial paragraphs from The Dry Goods Economist, which is the leading trade journal representing the manufacturing of fabrics and wholesale trade in the same :

"To-day, however, when the Administration at Washington is committed to the policy of reciprocity, and clearer ideas prevail as to the best mode of treating our neighbor, the question of commercial union with Canada is again coming to the front, and, it is to be hoped, with better prospects. It is becoming every day more clearly recognized that with no country is reciprocity more desirable than with Canada, and there is reason to believe that a strong effort to obtain legislation to this end will shortly be made. This time, however, the overtures will be made by the United States.

"It is to be hoped that Canada will not prove coy as to the results of our rejection of her former offers. At any rate, it is gratifying to note that such an energetic and prominent organization as the Merchants' Association of New York has taken up this matter of reciprocity with the Dominion, and, as stated in our news columns, has adopted resolutions calling for early action on the part of Congress."

I am sure this important matter will receive at the hands of this Board the consideration it deserves. While it is of great importance to all Canada, it seems to me to be especially so to the Maritime Provinces, as that is the natural outlet for many of our products.

WINTER EXPORT TRADE FROM CANADIAN PORTS.

We are all delighted to learn that the differences that last fall existed between the authorities of the I.C.R. and C.P.R. regarding the winter export trade from St. John have been mutually arranged, and relations are again most friendly.

The wheat crop in Manitoba is an abundant one, above the average, and we may look for an active shipping trade at our winter seaports. This especially interests St. John and Halifax.

But when the Maritime Board discusses winter export trade from Canadian ports, fire insurance rates, import and export traffic over the I.C.R., fast Atlantic service and kindred subjects, then surely it is rendering service to Canadians generally by discussing and considering these broad subjects and making known their views and conclusions for the general benefit.

LOCAL BOARDS, ETC.

The subject of permitting defaulting ratepayers to vote in elections for the mayors and aldermen of incorporated cities and towns has been brought forward in New Brunswick, at least, for Legislative action, which has so far been deferred. I am of the opinion that the matter is one upon which this

Board might properly express its judgment, and I therefore commend it to your attention.

The St. John Board has made itself felt during the interim by the active work it did in opposing the proposed legislation regarding restrictions on lumber deckloads.

I am pleased to inform you that Digby Board and Newcastle Board have become affiliated with the Maritime Board, and that Woodstock and Moncton have appointed delegates to attend this meeting.

CLOSING REMARKS.

In closing this address, I commend to your consideration the important subjects that are in the secretary's hands, who has arranged with the greatest care all the details for the expeditious consideration of the items to be taken up.

I trust the findings that shall be arrived at will be of lasting benefit to our fair Dominion, and especially so to our Maritime Provinces, and pray you to overlook where I have come short in the proper fulfilment of my official duties during the interim.

I trust your visit may be pleasant and profitable, and that those of you who have never before visited the Miramichi may have kindly remembrances of this one.

I welcome you one and all.

Loud applause greeted the president as he sat down, while Dr. Muir remarked: "It has been a very profitable address, and I have listened to it with a great deal of pleasure. I consider it is one of the best addresses we have ever had before the Maritime Board of Trade." (Hear, hear and applause.)

Mr. M. G. De Wolfe: "Last year when you elected Mr. Loggie your president and Mr. Smith your secretary, I said you made an excellent choice, and what I said has turned out to be true. There is only one thing I regret and that is the president's modesty." He was pleased with Mr. Loggie's devotion to Chatham and expressed the hope that every delegate would return home inspired with the desire to do all he could to promote the interests of his own town.

A committee composed of Messrs. Black, Longworth, J. A. Chipman, W. S. Fisher and G. D. Harris was appointed to consider the address and report on the same.

The meeting adjourned at 12.30 o'clock, while the committees on order of business and the president's address convened.

The convention resumed business at 3 o'clock with President Loggie in the chair.

ORDER OF BUSINESS DISCUSSION.

Mr. M. G. De Wolfe, on behalf of the committee on order of business discussion read the following report:

1. Reduction of Postage on City Drop Letters.
2. Canadian "Old Home Week" and Tourist Travel.
3. Discriminating Rates on the Intercolonial Railway.
4. Wharf Extension and Improvements at Pictou and Georgetown, P.E.I., and its relation to Communication with P.E.I.
5. Import and Export Traffic over the I.C.R.

6. Telegraph Grievance of P.E.I.
7. School Question; its present curriculum.
8. Should Civic Tax Defaulters in towns and cities vote at Civic Elections?
9. Fire Insurance Rates.
10. Government Inspection of Bridges and Culverts.
11. The Extension of the Indiantown Railway to Blackville.
12. Marine Insurance Rates.
13. Preservation of our Forests.
14. Cold Storage for our Transatlantic Shipments.
15. Preferential Rebate on goods from Great Britain imported direct to Canada.
16. Trade with South Africa.
17. The advantages to accrue to Northern New Brunswick, P.E.I., and Cape Breton by the Government encouraging a Transatlantic line of steamers between the Miramichi and London or Liverpool, calling at Charlottetown and Sydney.
18. Fast Atlantic Service.
19. More permanent materials for Public Wharves and Breakwaters.
20. What can be done to preserve the Lobster Fishery?
21. Bay of Fundy, St. John and Digby Steamship Service.

Mr. J. A. Chipman thought the number of subjects too numerous and wanted the report to be referred, but it was pointed out by Mr. Jarvis that, as in the past, it was not likely that all those who had the introducing of them would be present when they were called and would therefore not take up the time of the Board. The report was then, on motion of Dr. Muir, adopted.

CITY DROP LETTERS.

Mr. Geo. E. Boak, in introducing the subject of "City Drop Letters," explained that he did so at the request of the Halifax Board of Trade. The resolution read as follows:

Resolved, that the Maritime Board of Trade urge upon the Dominion Government the desirability of reducing the rate on drop letters to 1c. per oz.

ALTERED CIRCUMSTANCES.

Continuing, he said that at one time it was not possible to ask the Government to reduce the rate on drop letters, but he felt we now can do so in view of the surplus that was shown to exist at the last session of the House of Commons. The business men pay the largest portion of this tax. The largest portion of the drop letters that are posted in the cities are posted by business men, and he hoped the members here would join Halifax and St. John in bringing about a 1c. rate.

99 PER CENT. BUSINESS LETTERS.

Mr. W. S. Fisher expressed his belief that 99 out of every 100 business letters are put in private boxes in the office in which they are posted. In some of the larger business centres the merchants were having their letters distributed by errand boys at a much less cost than that charged by the Government.

The resolution was carried unanimously. "OLD HOME WEEK" AND TOURIST TRAVEL.

The subject of "Old Home Week" was introduced by Mr. W. S. Fisher, President of the St. John Tourist Association. "This

tourist business," he said, "is money in our pockets. It provides a source of revenue which, in my mind, has no equal. The question is, what have we to offer as an attraction to tourists? We have

A GLORIOUS CLIMATE,

excellent hunting and fishing, and beautiful scenery. Perhaps we are lacking in accommodation. We have an object lesson in the State of Maine. It seems almost fabulous to look upon the figures that they claim from the average receipts from the tourist travel that enters that State. Two or three years ago the Government made an investigation as to the

REVENUE DERIVED FROM THE TOURIST

travel annually into that State and it was placed at between \$12,000,000 and \$13,000,000. As the tourist travel is confined to about six months in the year it means that the amount coming into the State of Maine during that period is about

\$60,000 PER DAY.

"The wealth per capita in Maine is higher than in any other State in the Union.

"That estimate was made two or three years ago and since then there has been an increase. In our own city we have a tourist association. Halifax has a similar organization, and I believe in all justice that it has done better than ours. Fredericton has followed us. Montreal has tried to do something, having last year formed a business man's league. Ottawa has formed a tourist association and Quebec and Toronto were considering the matter. Vancouver, too, is

GETTING INTO LINE.

"These people are recognizing that there is money in this thing. It is a business matter and ought to be looked after in a business-like way. What industry or what number of industries gathered together are capable of bringing into the country \$60,000 per day for six months, or, taking it for a year, \$30,000 per day?

A COMPARISON.

"What have we in this country in comparison with the State of Maine? We have a glorious climate; we have beautiful rivers and excellent hunting and fishing. The hunting privileges in these Provinces are equal to those in the State of Maine. The gentlemen who come down here to hunt moose pay the Government \$30; while it is estimated that every moose taken out of the country costs the hunter from \$200 to \$500. Under the protection of the Government, moose are becoming more plentiful, so much so in fact, that the farmers are complaining of their encroachment."

Proceeding, Mr. Fisher said that not only would those who visit the Maritime

Provinces tell their friends what a good time they had, but they would the

NEXT YEAR BRING THEIR FRIENDS with them, and who knows but that they or their friends might eventually invest their capital in openings which appeared to them promising.

"The tourist travel in New Brunswick has NEVER BEEN SO LARGE as this season. The International Steamship Co. say they have had all they can do to take care of the traffic, and next season will be compelled to increase the number of their steamers.

NO BETTER FIELD TO EXPLOIT.

"There is no better field to exploit than this tourist travel. The tourist pays cash and the money he spends is spent widely. There is no industry in which it is so widely spent.

"The question is: What can we as a board do to help along an effort of this kind? It seems to me that we can at least encourage the formation of local tourists' associations in these Provinces, and

URGE THE DIFFERENT PLACES that have attractions for tourists to improve their accommodation so that those who once visit them will not only come again themselves, but will bring their friends with them. I do not think the question should be looked upon in a narrow way. We want to look upon this thing in a broad and a maritime way. In St. John our association has not been looking after St. John alone. We have been looking after the Province as well, and in pursuance of this we have tried to

ADVERTISE EVERY BEAUTY SPOT.

We have spent money in the hope that it would benefit, not only St. John and New Brunswick, but the whole of the Maritime Provinces." (Loud applause.)

Before taking his seat Mr. Fisher moved the following resolution:

That, in the opinion of the Board, it is desirable that all possible steps should be taken to develop tourist travel in the Maritime Provinces.

That the annual setting apart of an "At-Home Week," during which former residents of the Provinces might be able under special railway and steamboat facilities to visit their former homes, would materially assist in such development.

That the various local boards of trade be requested to take this subject into serious consideration.

Mr. W. M. Jarvis: "I have much pleasure in seconding the resolution. Let me say this: There is no man in the Maritime Provinces who has done so much in promoting the question of tourist travel as Mr. Fisher. ('Hear, hear,' and applause.) As I understand it the

IDEA OF THE HOME WEEK

is this: The word home is very dear to us all. It has unfortunately happened in the

past that a good many of our people, in order to better their position or to attempt to do so, have sought homes in other parts of the American continent. They have gone to the United States and they have gone to the West. They have struggled there for a living, but they still think of home and its surroundings, and they have heart yearnings to see it once more before they die; but some of these people have not the means to do as they would like, and it would be a good thing for this board to

BRING PRESSURE TO BEAR UPON THE RAILWAY

and steamship companies to induce them to reduce their rates for a certain week so that those people would be again able to visit the scenes of their boyhood.

"Look at it from another standpoint. The people whom we induce to visit us will many of them bring with them their wives and children, while some of them will bring friends. This will mean not only the expenditure of money in our midst, but who knows but that some of them may not see openings for the investment of capital here more favorable than in their own homes." (Applause.)

TRIBUTE FROM MR. FISHER.

"I would like to say another word," said Mr. Fisher, "and that is to pay a tribute to the efforts that have been made on behalf of tourist travel in the Maritime Provinces by **HARDWARE AND METAL** whose managing editor is with us to day." (Loud applause.)

GOOD WORK OF THE ST. JOHN ASSOCIATION.

Mr. Allison, secretary of the St. John Board of Trade: "I would like to say one word. Although not actively connected with the Tourist Association, yet, as the association has its offices in the Board of Trade building, I have opportunity of seeing the good work it is doing. I have seen almost day after day a stream of tourists coming into the office seeking information, and I have afterwards seen many of them come back and thank Mrs. Olive, the lady in charge of the work, for the assistance she had rendered them. I think a resolution passed by the Board will stir up places to establish similar bureaus of information for tourist travel."

A DIFFICULTY.

Mr. Geo. Boak expressed the fear that difficulty would be experienced in getting the railways to reduce fares at a season when they were already taxed to their utmost to take care of the tourist travel.

Mr. M. G. De Wolfe thought the time had come when they should do what the State Board of Trade of Maine had done,

and that was start a publication for the dissemination of information for the benefit of tourists. "We have reached a stage when we ought to

COMBINE OUR EFFORTS

and bring stronger pressure to bear, not only upon the railways, but to educate our people to the importance of providing the necessary accommodation for tourists and travellers. The trouble is, our people are not providing facilities fast enough."

RAILWAY DISCRIMINATING RATES.

The subject of "Discriminating Rates on the Intercolonial Railway," was introduced by President Loggie, whose place in the chair was in the meantime taken by Vice-President Dr. Muir. Mr. Loggie said that for a long time the town of Chatham had been endeavoring to get the

SAME RATE OF FREIGHT

as Fredericton. On flour, for example, the rate to Fredericton from the west was 6 to 11c. per barrel lower than to Chatham, although the latter place was only about 11 miles from Chatham Junction, while Fredericton was 90 miles. He explained that he had been appointed by the local board to wait upon the Canada Eastern Railway in regard to the matter at the request of the Grand Trunk Railway to see if a 2c. arbitrary could not be obtained. The manager of the Canada Eastern offered to

REDUCE THE ARBITRARY

by ½c., making it 2½c. instead of 3c. But since then they had asked to have the matter stand in abeyance on account of the high price of coal. This condition of affairs

HANDICAPPED THE MERCHANTS

of Chatham in competing with Fredericton for business. There was some talk of trying to get one of the line of steamships running between Montreal and Prince Edward Island to make Chatham a port of call, but Mr. Loggie said he did not favor this proposal as long as there was a chance of coming to terms with the railway people, especially as there is not enough business for both railway and steamship. Before taking his seat he moved the following resolution:

Resolved, that this Board recognizes that the existing through rates on carload shipments from the west to Chatham and Newcastle, which are large distributing points for other centres of trade and industry on the north shore, operate adversely against the merchants of those towns, and desires to impress upon the Intercolonial Railway the desirability and equity of removing the discriminating rates, so as to place them on the same basis as Fredericton, Moncton, Halifax, St. John, etc.; and that a copy of this be sent to the Minister of Railways by the secretary.

AN ABSURDITY.

Secretary Smith, in seconding the motion, said it was absurd that the merchants of

Chatham could not get at least the same through freight rate from the west as could those in Fredericton, who were nearly 100 miles farther than Chatham from the main line of the Intercolonial Railway.

Mr. M. G. De Wolfe: "I would like, with your consent, Mr. President, to ask Mr. Russell why the railways carry freight longer distance for lower rates than they do for shorter distances?"

A QUESTION OF DUNNAGE.

Mr. E. G. Russell, who is the new manager of the Intercolonial Railway, said he would not like to answer the question from a railwayman's standpoint. (Laughter.) "At any rate the matter of freights does not come within my department," he added amid renewed laughter. He explained, however, that it was due to "dunnage." There were commodities which the railways had to carry which did not pay them, or that did not fill the car, and it then came to the question of "dunnage" or filling up. The freight which they took with which to fill up was necessarily taken at a low rate. It was the same with steamship lines as with railways.

Mayor Morrison, Newcastle: "I cannot understand how it is that freight can be carried cheaper over some roads for longer than for shorter distances. I think we should do as the people of Halifax do, and that is, tell the railway people that we will bring our freight in by water until the railways are prepared to make better terms with us, for we have nearly as good facilities for doing so."

Mayor Snowball, Newcastle: "This has been a live subject for many years, and I think we have not been successful because we have

NOT HAD AS MUCH PLUCK

as the people of Halifax. I cannot see where dunnage comes in. Before this discriminating rate came into existence we had a large portion of the trade between here and Boiestown, which we have now not got."

Mr. F. W. Sumner, Moncton, said it seemed to him that the railways

HAD GOT THEIR HEADS TOGETHER

and that the C.P.R. had the other end of the string. (Hear, hear.)

Mr. F. P. Reid, Moncton, said that other places had been kept back by St. John and Halifax. "Some years ago," he added, "we at Moncton were placed on unfavorable terms with St. John. We got that remedied by being put on equal footing, but they have now got us on the hip again."

P. E. I.'S GRIEVANCE.

Mr. W. H. Aitken, Charlottetown, P.E.I., declared that the people in his Province

had a greater grievance against the Intercolonial Railway than any other part of the Dominion. "It is all right as long as navigation is open," he said, "we pay a rate of 5 to 6c. on certain commodities, but in the winter the rates are jumped to 15 and 16c. We have tried for several years to get redress, but without avail. On through goods from England we get a rate of 15 to 16s. per ton in the summer, but we have got to pay 27s. 6d. to 30s. when in the winter we get our freight over the I. C. R. via Halifax." Another complaint he made was that the people of Prince Edward Island could not compete with grain coming from Ontario for shipment from Halifax.

DID NOT WANT THE I. C. R. TO PAY.

Mr. F. W. Sumner declared that they did not want to make the I.C.R. a paying institution any more than they did the canals in the west. "That is the reason," he said, "we come here to-day and say we want to be placed on a basis that will allow us to compete. Prince Edward Island stands a little out from us. They get their goods shipped cheaply enough in the summer, and they then care nothing about the railway. We, at Moncton, made an arrangement with the railways whereby we get a rate for all the year around. That is what the people of Prince Edward Island should do."

Mr. E. G. Russell: "I fear you are going to run against a snag with that resolution."

Mr. Loggie's motion was put and carried, and the following, moved by F. W. Sumner and seconded by J. H. Harris, was also adopted:

Resolved, that in the opinion of the Maritime Board of Trade, now in session at Chatham, that the ports of Moncton, Chatham and Newcastle are entitled to the export rates on flour and mill stuffs from the west intended for distribution by water from those ports, and also to terminal rates on other merchandise for local distribution, and

Further resolved, that a memorial be prepared, or copy of this resolution be forwarded, to the Hon. Minister of Railways and Canals praying they be accorded.

When the question of wharf extension and improvements at Pictou, and Georgetown, P.E.I., were reached, Mr. Aitken asked permission to withdraw the subject, Mr. Russell, the manager of the I.C.R., having informed him that the necessary arrangements were being made to provide the required accommodation.

TELEGRAPH GRIEVANCE OF P.E.I.

The subject of Prince Edward Island's telegraph grievance was introduced by Mr. W. H. Aitken. He said that as the matter had been brought before the Maritime Board of Trade at a previous meeting, he did not propose to go into it at any great length. The particular trouble was that the tele-

graph offices connecting with the cable system to the mainland were closed at 8 p.m. and not opened until 9 o'clock the next morning. Mr. Aitken moved the following resolution:

Resolved, that this Board again urge on the Federal Government the prompt improving of the telegraph connection between the mainland and Prince Edward Island, the necessities of which have already been fully set forth to the Government.

OF GENERAL IMPORTANCE.

Mr. C. E. Bentley, Moncton: "I have much pleasure in seconding the resolution. The question is not only of importance to Prince Edward Island, but it is of importance to every Province."

Mr. Geo. E. Boak, Halifax, as one having occasion to use the telegraph service between Prince Edward Island and the mainland, testified to the inconvenience of the practice of closing the offices thirteen hours of the day.

Mr. E. C. Hanrahan, Sydney, said he remembered that the matter was brought to the attention of the Hon. Mr. Blair some years ago and

HE WAS SURPRISED,

as one who had been absent from the Maritime Board of Trade meetings for two or three years, that the evil still existed.

Mr. Aitken explained that the telegraph company had a monopoly and received a subsidy of \$2,000 a year from the Federal Government. "Our Minister, Sir Louis Davies," he said, "has done all he can to remedy matters, but has failed. Sir Louis, however, is of opinion that the

MONOPOLY CAN BE TAKEN AWAY,

claiming that it has broken its agreement with the Government." He also referred to the charges of the telegraph company. The charge to Boston is \$1 for ten words. "In fact," he concluded, "the company can practically charge just what it chooses."

BELIEVED IN GOVERNMENT OWNERSHIP.

Mayor Snowball: "I think franchises of this kind should be in the hands of the Government or of the municipalities. (Hear, hear.) While travelling in England and on the Continent I have had opportunity of seeing the advantage of having franchises of this kind in the hands of the respective Governments. I would like at some future stage of the convention to see the question of public franchises brought up for discussion."

The resolution was carried unanimously.

PUBLIC SCHOOL CURRICULUM.

"The School Question; Its Curriculum," was introduced by Mr. Geo. E. Calkin, of Kentville, N.S. He said it would be conceded by all that there was no more

important question confronting the community than that of proper, sufficient and efficient education. "The most progressive nations of the world, and those which are aiming at and achieving the highest results of both material and moral civilization are indisputably those in which education has attained the highest standing."

"Now, I take it," he continued, "that nowhere in the world is there a finer country capable of illimitable development and possessed of unequalled natural resources of the field, the sea, the forest and the mine than this Canada of ours, and nowhere in the world can that 'knowledge which is power' be better employed or turned to more immediate natural advantage."

Proceeding, he disapproved of the system in vogue in Nova Scotia, and introduced a resolution asking for the appointment of a commission by the Nova Scotia Government to investigate the subject.

AN UNCALLED-FOR INDICTMENT.

Mr. C. E. Bentley, Truro, N.S., declared that, from his own personal knowledge, such an indictment of the Public School system of Nova Scotia was not true.

Mr. N. S. Fisher, St. John, was rather disappointed that Mr. Calkin had not said something in reference to the Lloyd system of manual training. It had been introduced in Fredericton, and he hoped to see it introduced in many parts of the Maritime Provinces.

Mr. F. W. Sumner, Moncton, N.B., said he agreed with some things that Mr. Calkin had said. "Most of the boys who came out of the public and high schools cannot write well, cannot spell well, cannot measure a yard of stone," he said. "I hold it is the duty of the State to

TEACH THE BOYS THE THREE 'R'S'

and then provide technical education. It should teach them what to do in the ordinary run of life. What in thunder do we want of lawyers, doctors and professional men? (Laughter.) We often turn the boys out of our public schools possessing practically nothing. I have had men who could scarcely read or write who knew more than those who knew it all; or at least pretended they did. I have tried to get boys out of the high schools that were some good, but I have seldom succeeded. I have a son of my own who went through the high school but he came out just like the rest. (Laughter.)

"Do not think for one moment that I would disparage education. Give me a boy that can row a boat, reef a sail and harness a horse. Give such a boy education on the top of that and you will have a boy worth something."

Mr. C. E. Bentley declared it would be very difficult for the Maritime Board of Trade to point out to the Government of Nova Scotia any weakness in its educational system. They had among other things the Lloyd system of manual training, and experimental farms.

NO SECONDER.

As Mr. Calkin's motion failed to find a seconder it fell to the ground.

THE PRESIDENT'S ADDRESS.

Mr. W. S. Fisher, on behalf of the committee to whom the matter was referred, reported in favor of entering the president's address in the minutes of the board. He and Mr. M. G. De Wolfe moved to that effect, and the meeting concurred.

TAX DEFAULTERS AND CIVIC ELECTIONS.

On motion of Mr. W. M. Jarvis, seconded by Mr. George Watt, the following resolution was adopted:

In the opinion of this Board, no elector in default for payment of civic or municipal taxes should be permitted to vote in civic or municipal elections.

The discussion was brief and altogether in favor of the resolution. Some of the speakers gave examples of the benefits that had been derived by municipalities which had such a law in force, the effect being to quicken slow-paying citizens to meet their obligations in order that they might not be deprived of their votes.

The president announced that the delegates had been invited by the local board to a trip down the Miramichi River on Thursday afternoon, on a steamer kindly placed at their disposal by Senator Snowball.

The convention adjourned at 6 o'clock.

TECHNICAL EDUCATION.

The evening session was opened at 8.30 o'clock, and after routine Mr. C. E. Bentley introduced the following resolution, which, after being seconded by Mr. George E. Calkin, was carried unanimously and without discussion:

The Maritime Board of Trade desires to place on record its deep appreciation of the continued efforts of the various boards of education to encourage education of a practical nature, and wish to express their warm thanks to Sir Wm. Macdonald for his assistance in introducing the Lloyd system of manual training in the public schools of the Maritime Provinces, and would urge upon the respective Governments of the Maritime Provinces the great importance to the business community of further encouraging and assisting education of this practical character.

INSPECTION OF BRIDGES AND CULVERTS.

When the subject of "Government Inspection of Bridges and Culverts" was reached, Mr. F. O. Allison, Secretary of the St. John Board of Trade, said he was sorry that Mr. Hathaway, who was the father of

the proposal to bring the matter before the Board, was unable to be present.

AN IMPORTANT MATTER.

Mr. W. S. Fisher: "This is an important matter, especially in New Brunswick, where there have been a number of serious accidents and loss of life through defective railway bridges and culverts." He moved the following resolution:

In view of the number of serious accidents that have occurred during the past year or two through defective bridges and culverts, this Board recommends the local Governments to consider the advisability of appointing an official whose duty it shall be to examine and report upon their condition.

THE STATE OF AFFAIRS IN NEW BRUNSWICK.

Mr. W. M. Jarvis explained that the matter was of more importance to New Brunswick, because in that Province there was a greater railway mileage owned by private corporations. He said there were, at least, 10 or 12 railways which were not under Government control. "It is said that some of the roads are in such a dangerous condition that one or two passengers are kept on the outside of the train in order that they may be able to help out those who are inside in case of an accident. (Laughter.) I have myself been on railways where the rails have spread and it has been necessary to get poles with which to pry the engine on the rails again."

CAUTION URGED.

Senator Snowball: "Many of those roads are in straitened circumstances and very little would stop them altogether. If the Dominion Government were to undertake the inspection many of the private roads would be closed down, for there is not enough money in them for capitalists to go in and take them up. To stop these roads would be a serious loss. I am perhaps crying 'danger,' and then saying 'do not touch them.' I would urge that the very mildest caution be taken with the companies. If the Dominion Government took hold the chances are that they would compel the railways to replace the wooden bridges with iron or steel. It is an evil and a growing one. Most of the railway bridges are wooden and have not had any repairs for years. What I would ask is that the Board be very cautious indeed."

MAKE THEM PART OF THE I. C. R. SYSTEM.

Mr. Geo. E. Calkin: "There are about 10 roads in New Brunswick that scarcely pay. Why not ask the Dominion Government to take them over and make them part of the Intercolonial system?" (Hear, hear.)

Mayor W. B. Snowball: "I think the delegate from Kentville has hit the nail on the head. It would be a good thing for the Government to take over the roads, and I

think something along that line might be placed in the resolution before us. There are roads in this Province which are closed during the winter, much to the detriment of trade and of the people in this part of the country."

Mr. Fisher's resolution was carried unanimously.

FIRE INSURANCE RATES.

Mr. J. E. De Wolfe, Halifax, in introducing the subject of "Fire Insurance Rates," said: "It is well known that the fire insurance companies propose another advance in rates. I think Mr. Jarvis can tell us that it was proposed to raise the rates in St. John, but this had been deferred on account of opposition. We have found in Halifax that the

BETTER THE PROTECTION THE HIGHER THE RATES.

We were told that after we had made certain improvements in the fire protection system the rates would be reduced. We made the improvements and, instead of being reduced, the rates were raised 20 per cent. The question we have got to face is this: In the event of the fire insurance companies increasing their rates, what are we, as a Maritime Board of Trade, to do? I think a protest from this Maritime Board of Trade would have more effect than a protest from any one district. I would like an expression of opinion from this Board in regard to the matter."

FIRE PROTECTION MAKES NO DIFFERENCE.

Mr. E. C. Hanrahan, Sydney: "It does not make any difference what protection you have against fires. It seems to me the fire insurance companies have made up their minds to increase the rates no matter what classes of buildings you may have. We were told in our town that the water pressure was not strong enough. We improved it, and have now a water pressure of 75 lb. to the inch. Besides this we have a new fire engine, and still the insurance companies will not guarantee that the rates will not be raised. I would like to ask how the rates are in Halifax and St. John compared with those in Cape Breton?"

Mayor Snowball, Chatham: "What rate do you pay on your principal business streets?"

Mr. Hanrahan: "Three cents."

Mayor Snowball: "That is what we pay on Water street, our chief business street."

Mr. J. E. De Wolfe: "We have come to the conclusion that we have to pay for the losses in the west and elsewhere."

AN INSURANCE MAN'S VIEWS.

Mr. W. M. Jarvis said that he occupied a somewhat delicate position, representing as he did The Liverpool and London and

Globe, one of the largest British fire offices, for the Maritime Provinces, and, at the same time, appearing here as a delegate from the St. John Board of Trade. Under the circumstances he should ask leave to retire while this subject was under discussion.

Before doing so he wished, however, to say that the important company he represented had in no way intimated to him any dissatisfaction with the current rates of insurance in these Provinces, or with the business he had transacted for them.

SWEEPING ADVANCE IN RATES UNCALLED FOR.

This was all he could say for his company, but for himself he did not hesitate to express his personal opinion that sweeping advances in rates in the Maritime Provinces were uncalled for, and he would further add that if any companies had steadily lost money and urged those advances, the cause of such losses should be looked for in the management of their business, and charged rather to their own representatives than to the business community.

The business was one that called for the exercise of great caution and discretion. If companies accepted business indiscriminately and did not take proper pains to avoid

OVER INSURANCE

of unprofitable properties, or accepted too much liability in congested districts, there could be but one result. That result need not be incendiarism. It must be loss, either through the development in the property owner of a carelessness or even recklessness, or from excessive liability in proportion to the premiums received.

In one section of the Provinces an indiscriminate canvass for business had been made by a certain company or companies some 15 years ago. Fires continually occurred over the territory until the agent ceased to act. On making up the statistics it was a fact that the fires in that district during the three years, 1898-1900, were only about one-third in number of those which had occurred during a like period 10 years before when the canvass was going on.

Regarding Fire Insurance Boards.—Their proceedings were necessarily confidential since, if it were otherwise, agents might be continually accused of influencing increased rates, or of making use of the boards to advance their personal ends. But it might as well be understood that the Liverpool and London and Globe was no blind adherent. His company, it was well known, had been outside the Nova Scotia Board from 1893 to 1898, and outside in Prince Edward Island from May 1899 until April last.

But it was a serious matter for an important company to have these boards and so weaken the influence which they really exercised for good. Unfortunately, in the pursuit of increased business facilities, hazards were continually being introduced which were unheard of in former days. When the boards penalized these by higher rates they were acting in the best interests of the community.

GASOLINE AND INSURANCE RATES.

He would instance gasoline and remind the board of the accident at Chatham railway station three or four weeks ago, or the more recent fire at The Tribune printing office at Windsor. Gasoline was a most dangerous vapor product. If it came into common use both property and life must be endangered. Hence the boards forbid its use.

DANGER OF VARNISHED WOODWORK.

Then, again, there was the use of varnished woodwork for floors or ceilings. If a fire caught in such a case it spread with lightning rapidity, and gave off a black smoke which drove everyone from the building, or stifled those who could not escape. Instances were the Bamstead and Sutherland fire at Halifax and that in Police Magistrate Ritchie's dwelling at St. John. An extreme case might, however, arise where such a course even was preferable to consenting to some action which might cause serious injury to the community, and eventually to the company itself. He saw it stated in the Halifax newspapers that advances in rates were contemplated in that city. He was not here to say how far this was true, and how far not. But since he had come to this meeting he had been told by an influential merchant that some of the very agents who were claimed to be urging an advance of rates at Halifax, to take effect in the near future, were now urging insurers to place with them all the insurance they could at the current rates, so that the incidence of the expected advances might be postponed in their cases for a year at least.

If this were the case it formed

A STRANGE COMMENTARY

on the course which it was said was being pursued and showed a strange inconsistency on the part of the companies concerned.

He held in his hand a copy of The Universal Mercantile Schedule, admittedly in its principles one of the best authorities on fire insurance, although its rates and penal charges were suited to the latitude of New York, where the Schedule was prepared, rather than to that of the Maritime Provinces. He had with him, also, a letter from Mr. T. C. Moore, the president of the Continental Fire Insurance Co. and author

of the work. Mr. Moore stated that in his calculations of rates he allowed only 5c. in each dollar of premium for profit and 5c. more for conflagration or extraordinary risk. The balance of the premium should go for reasonable expense charge and for actual loss. If the previous record for a wide territory for years together showed the rates under such conditions excessive, this should be taken into consideration, and proper reductions should be made. If it proved them to be insufficient, no one surely could complain of some necessary advance.

CARELESSNESS AS A CAUSE OF FIRE.

It continually happened that owners of property were increasing the hazard through thoughtlessness of the fire risk involved. If they did this, some increase of rate became a necessity, in the interests of the careful insurer. Of such special advances he did not see how anyone could reasonably complain. But it was a different question if sweeping advances were pressed upon the Maritime Provinces only because disproportionate losses had happened elsewhere where there was less of carefulness shown. It was well known, and he did not care to conceal it, that he was determinately opposed to such advances until it could be fairly shown that, in the actual experience of the Maritime Provinces in recent years, they were required.

He would now ask permission to withdraw while this subject was under discussion.

Mr. J. E. De Wolfe: "We would like to hear from some of the mercantile gentlemen here." He said that he had a building on one of the wharves at Halifax which had been used for junk purposes. The rate he then paid was $1\frac{1}{2}$ c. When he replaced this building by one of a better class his rate was increased.

TRURO'S EXPERIENCE.

Mr. C. E. Bentley, Truro, N.S.: "The matter has been thoroughly threshed out. We all admit that there is a grievance; but what are we going to do about it? There are places in the Maritime Provinces where the rates are deservedly high because they will not provide proper fire appliances. There are others in which the proper appliances have been provided. In Truro we have more than complied with the demands of the insurance companies, and yet we are threatened with an increase in our rates. Twenty years ago, before we had electric lights and before we had a fire department and our stores were lighted by oil lamps and stovepipes were everywhere, our fire insurance rates were 100 per cent. lower than they are to-day."

Mr. Geo. E. Calkin urged that more care should be exercised in trying to prevent

fires, and held that the insurance companies were not making money.

EXPERIENCE OF PRINCE EDWARD ISLAND.

Mr. W. H. Aitken, Charlottetown: "We have a good waterworks system in Charlottetown. We were told that our rates would be reduced. Instead of that, however, they have increased them, and the insurance companies have made a large sum of money out of Charlottetown. They told us we had to pay for the heavy loss that occurred outside Charlottetown. We will have to cancel a large portion of insurance. We cannot afford to pay it. We do not know where it is going to end. We will have to carry our own insurance to a great extent."

THE SENATOR BLAMES NEEDY AGENTS.

Senator Snowball: "We live in the district in which in 1825 was the greatest fire since the destruction of Sodom and Gomorrah. I refer to the great Miramichi fire whose smoke, it is said, could be smelt 700 to 800 miles away. Instead of saying where is the remedy, I would say, where is the evil. The trouble is there are too many needy people going about the country trying to make a living out of insurance premiums. The companies pay too much in commissions. I cannot say whether any of them get 20 per cent., but I know some of these agents get as much as 15 per cent."

"I believe," he continued, "that more than half the fires in the Miramichi districts during the last 50 years have been due to carelessness. Out of the lumber mills on the Miramichi river the fire insurance companies have made a handsome profit. I do not think I am exaggerating when I say they have made 100 per cent. The old Cunard mill was in existence for 50 years, and during all that time regularly paid insurance rates. True, it was eventually burned down, but consider the amount of money that had been taken out before that took place. As I said before, there are agents who take too many hazardous risks. You should combine to expose them. That is the remedy."

MARITIME PROVINCES AND LOSSES IN THE WEST.

Mr. Geo. Watt, Chatham: "It is in the western part of the country where the fires take place, and the Maritime Provinces have to pay for them. I believe the rates would be a great deal lower if the fire insurance companies who do business in the Maritime Provinces had their business in those Provinces managed therein, instead of from Montreal or some other point." (Hear, hear.)

THE EXPERIENCE OF CHATHAM.

Mayor Snowball, Chatham: "The President of the Maritime Board, being at that

time Mayor of Chatham, will remember that the insurance companies promised to reduce our rates. They wanted us first to get more hose, then patent harness, and now they tell us we will get a reduction of 20 per cent. if we put in a waterworks service, which you will notice from the appearance of our streets that we are doing, but it remains to be seen whether we shall get any reduction in our rates. Chatham has not had a fire of any importance for several years. Last year the Macdonald factory was burned, but that was due to lightning. The rate on our mills is 6 per cent., which is too high."

Dr. Muir suggested that perhaps a remedy might be found if business men would carry a part of their own insurance.

BRING IN U. S. COMPANIES.

Mr. J. E. De Wolfe: "Sometime might be able to do this and others again might not. I would suggest that we write the insurance companies, urging that an increase in rates was not warranted, and that in the event of their doing so we would do all we could to bring in United States companies, and would also, as far as we are able, take stock in new local companies."

Secretary D. G. Smith: "I would suggest that further consideration of this question be deferred until to-morrow morning."

Mr. J. E. De Wolfe: "I beg leave to move that the chairman appoint a committee of three to draw up a resolution dealing with this matter."

Mr. Muir: "This is a burning question—(laughter)—and I think it would be a good thing for a committee to be appointed to draw up a resolution and present it to the convention to-morrow morning."

This idea was concurred in, and Messrs. J. E. De Wolfe, E. C. Hanrahan and C. E. Bentley were appointed a committee to prepare the resolution.

A brief discussion followed in regard to the necessity of retailers carrying sufficient insurance, but no motion was presented, and the matter dropped.

The convention adjourned shortly after 10 o'clock.

THURSDAY'S SESSION.

When the convention opened at 10 o'clock on Thursday morning the attendance was rather smaller than during the previous day, several members, on account of business pressure, having been compelled to return to their homes.

AN INVITATION FROM SYDNEY.

Shortly after the meeting opened the secretary read a letter from the Sydney Board of Trade extending a hearty invitation to the Maritime Board to hold its next

meeting in that town. The reading of the invitation was greeted with applause.

SECRETARY-TREASURER'S REPORT.

Secretary Smith presented his annual report, which read as follows :

The address of our president so well covers the points relating to the business of the Board that I have little to add that is of interest to you.

Although during the year I have endeavored to ascertain the status of different trade centres in regard to the continuation of boards which once existed or of new boards formed, the

RESULTS HAVE NOT BEEN SATISFACTORY, and, like my predecessors, I am not in a position to positively report the number of active local boards within our field of operations.

Such matter as I have had to distribute with the view of promoting interest in the Maritime Board of Trade has been sent to about 43 places in the three Provinces, but my best information leads to the conclusion that there are only about 30 active boards of trade amongst these.

DIGBY HAS ORGANIZED

and affiliated, but I regret to say I am in receipt of a note from the secretary intimating that the board of that enterprising town will not be represented at this meeting.

The different resolutions passed at our last meeting were forwarded to the bodies and individuals to whom they were directed to be sent, but I have had few responses, although action has been taken in directions desired by some of them.

PERMANENT SECRETARY RECOMMENDED.

My experience leads me to the conclusion that our Board requires a permanent secretary, resident in one of the large commercial centres, and whose occupation keeps him in touch with work such as that by which the objects we seek can best be attained, and I venture to suggest that he should be paid a fixed salary. Secretaries chosen from places other than those I mention, are necessarily busily occupied with their own affairs to too great an extent to admit of their giving adequate attention to the work of promoting and building up the Maritime Board. The demand for a secretary resident in the same place as the president for the time being is a valid one, but it can be met by the appointment of a corresponding or assistant secretary, and I shall invite your attention to such a change in our constitution as will provide for that proposed officer.

REVISION OF THE CONSTITUTION.

As under the constitution the order of last session for a revision of the constitution and by-laws and printing of the same could not be carried out, we have under the 20 days' notice provision, prepared such revisory matter as we think may meet your approval, and the same will be laid before you. I have had the by-laws, as they originally stood, printed in sheet form to place before members at this session, so that they may be the better enabled to assist in the revision.

My account of receipts and expenditures is duly prepared up to the opening of the meeting, and it can be closed and the balance struck as soon as desired. It is perhaps best, however, to defer closing it until after the time matures for the payment of the per capita dues of the local boards at this meeting.

I have had the subjects so far proposed for consideration during the session just opened printed for the convenience of delegates, and have arrangements perfected for issuing similar sheets at minimum cost of the arrangements of these and

any others that may be proposed when the same are dealt with by the list of subjects committee.

I have also procured a book in which the names of all delegates are to be entered (by themselves preferably) as they arrive, and beg to request that they will make a point of recording themselves therein, together with their boards and post office addresses in the columns designated for the purpose.

The Sydney Board again presses its invitation to this Board to hold its next annual meeting in that town.

On motion of Mr. W. M. Jarvis, the report of the secretary-treasurer was referred to the auditing committee.

FIRE INSURANCE RATES.

Mr. J. E. De Wolfe said that he was ready, on behalf of the committee appointed the previous evening to draw up a resolution regarding fire insurance rates, to report. He then submitted the following resolution :

Whereas, the cities and incorporated towns of the Maritime Provinces have spent, and are further



Mr. W. S. Loggie, the retiring President.

spending, large sums of money to provide the best fire-fighting appliances and to improve and extend the water services for fire purposes. And, whereas, the members of the Maritime Board of Trade, an organization representing some 40 local boards of trade, scattered over the three Maritime Provinces, have heard with great concern a proposed increase of fire insurance rates ;

Therefore, resolved, that this Board enters a very strong protest against such proposed increase, and would urge upon the local boards the importance of their members resisting to the utmost this unfair and unjust proposition, and, that in the event of such increase coming into effect, united efforts be made to induce American or other companies to come in and do the business where applicable.

And, be it further resolved, that this Board request the fire insurance companies to separate the Maritime Provinces in their insurance calculations from the rest of the Canadian business, referring them to statistics of premiums earned and losses sustained in the Maritime Provinces in recent years in comparison with the other sections of Canada.

And, furthermore resolved, that a copy of this resolution be sent at once to the insurance authorities in Great Britain and in the United States.

Mr. W. H. Aitken, in seconding the resolution, said : "As Mr. Jarvis has said, the premiums depended largely on the losses incurred. When I was in the insurance business I found that a certain class of our risks did not pay. I consulted our office and suggested that we drop it. The result was that in about ten years we had

RECOVERED OUR LOSSES

and quite a little money was left in the company's hands, whereas before there was a deficit. The rates could be kept down to a proper basis by judicious management. We must not expect our insurance companies to do our business for nothing. The rates have to be in proportion to the losses."

Mr. Frank C. Allison : "According to that resolution do we pledge ourselves to cancel our insurance if the rates are increased? The reason I ask that question is that I represent a number of concerns whose insurance I would not feel at liberty to cancel in the event of an increase in the rates."

OBJECT OF THE RESOLUTION.

"What we want," explained Mr. J. E. De Wolfe, "is that the delegates here shall go back to their respective boards and take the matter up. It was proposed to cancel the policies only when practicable. It was next proposed to make it a hard and fast rule."

The resolution, as introduced by Mr. J. E. De Wolfe, was carried unanimously.

MARINE INSURANCE RATES.

"I understand," said President Loggie, when the subject of "Marine Insurance Rates" was reached on the order paper, "that the matter has been practically settled."

Mr. Jarvis : "I seconded the motion last year that brought this subject before this Board. Since then I have been investigating the matter, and, as far as I can understand it, the position is practically this : There is no doubt that there has been an increase in the rates on vessels on the St. Lawrence route. Against them there has been

A FURTHER DIFFERENTIAL

on account of the heavy losses, but not against the vessels for the Maritime Provinces. I may say that while Lloyds is the centre of the marine insurance system, the companies have practically the right to fix their own rates. Of course the companies are greatly influenced by the judgment of Lloyds."

MR. BLACK'S EXPERIENCE AT LLOYDS.

Mr. W. A. Black : "I have been looking into the resolution of last year, and I really do not see that we can pass another one that would help us to obtain what we in the Maritime Provinces seek. I happened to be in London two years ago, and was one of those who waited on Lloyds. But I cannot say that any great progress has been made since then. The gentlemen whom we met practically told us that we were in the position of buyers and they of sellers, and that if we did not care to buy we need not. After the conference I met, on the floor of Lloyds, the gentleman who had made this statement, and he told me that, personally, he

BELIEVED THE RATES TO BE UNFAIR.

'But,' said he, 'we have to draw the line somewhere north of Portland, and it is unfortunate that the Maritime Provinces are north of that line.' And then he added, 'If you continue your agitation you may finally succeed.' "The Maritime Provinces," continued Mr. Black, "are more favorably situated than they were a year ago, perhaps on account of the losses on the St. Lawrence, or perhaps on account of the efforts of this Board. Perhaps it is both. But I cannot see what we are to gain by another resolution.

"I would simply ask that the various boards

KEEP AGITATING,

and take advantage of every opportunity of advancing their claim for justice."

INTERESTS OF SHIPPERS AS WELL AS OF HULLS.

In closing Mr. Black urged the boards of trade to remember the merchants who shipped goods as well as the owners of the hulls. "The high rates are a drawback to the people who own the cargoes as well as to those who own the hulls," he said. "We should not forget that."

Mr. J. E. De Wolfe : "I would like to ask the secretary, Mr. President, if he has had any acknowledgment from the communication he sent to Lloyds according to instructions from this Board?"

Secretary Smith : "No."

Mr. J. E. De Wolfe : "Then I claim that it is the same in regard to marine insurance rates as it is in regard to fire insurance rates, the Maritime Provinces have got to make up for the losses incurred elsewhere.

CONFIRMATION OF MR. BLACK'S STATEMENT.

Mr. W. S. Fisher : "I would like to confirm what Mr. Black has said. Four years ago, when in London attending the convention of the Chambers of Commerce of the British Empire, I saw the Lloyds people,

and the answer I got was practically the same as that related by Mr. Black. They did, however, say that if any injustice was being done to us they would be very glad to consider it, if we would present our case to them. I have since, however, been told that the marine insurance rates do not cover the whole of the Maritime Provinces as a blanket. There are exceptions."

Mr. Black : "Yes ; that is so."

The subject was then allowed to drop.

FOREST PRESERVATION.

Mr. M. G. De Wolfe in introducing the subject of "Forest Preservation," said the resolution he had to offer was practically the same as that passed by the Annapolis Board. His resolution read as follows :

Whereas, the subject of forestry is a most important one, and there is no question, but that it has been too long neglected in Canada, and,

Whereas, the manufacture of lumber has been one of the most important industries in the Provinces of Nova Scotia and New Brunswick, and it is now anticipated that pulp mills will consume a very large quantity of standing timber, and,

Whereas, it is apparent to everyone that the deletion of the standing timber of all kinds of wood by forest fires and the axe is fast denuding our forest lands and rendering them of no value ; and,

Whereas, it is believed that with the prevention of fires, protection to the rapidly-growing timber and the systematic cutting of trees for lumber, our forests will be of value for many years to come ; therefore,

Resolved, that in the opinion of this Board of Trade, the Government should take immediate steps to see that suitable overseers or inspectors be put in charge of the timber districts of Nova Scotia and New Brunswick, as an incentive to owners of private lands to guard and protect all Government timber lands, and reforest any suitable areas that may be found fit for the purpose.

Dr. Muir, vice-president for Nova Scotia, said : "This is a very important subject and I have great pleasure in seconding the resolution."

Without further debate the resolution was adopted by a unanimous vote.

TRADE WITH SOUTH AFRICA.

Mr. W. M. Jarvis, St. John, submitted the following resolution :

That the attention of the local boards of trade be directed to the importance of the further development of trade between the Maritime Provinces and South Africa.

"I am not," said Mr. Jarvis, "engaged in business with South Africa, but it struck me that this question will be an important one in the near future. If you will look at the map you will find that there is a large part of Africa which is becoming British which was not British before. And that part of Africa, it seems to me, is

THE NATURAL MARKET

for the products of these Maritime Provinces. Take hay ; 13,000 to 14,000 tons

are exported from our ports. On account of the improved machinery which has lately been brought into use, hay can now be pressed into one-third its former size. The machinery which we have in St. John, and we would be very glad to show it to anyone who cares to see it,

TEARS UP THE HAY

and removes from it sticks and foreign substances. Hay is a large product of the Maritime Provinces, and there is no reason why our farmers should not take even greater advantage than they have of the South-African trade in this fodder. Hay is now no longer shipped as deckloads, as was the case formerly, on account of its bulk, but, being pressed into such relatively small bales, it is placed in the hold, and arrives at its destination sweet and clean.

THE DEMAND FOR LUMBER.

"It also seems to me that, in view of the present condition of affairs in South Africa, where there has been such an enormous destruction of buildings, etc., that there must before long be a large demand for lumber and other material. I regret to say that I cannot find that our merchants are taking much interest in the matter."

Mr. F. C. Simson seconded the motion.

HOW TO GET SOUTH AFRICAN TRADE.

Mr. W. S. Fisher said he had had the pleasure of meeting Mr. Solomon, a gentleman from South Africa, who had spoken encouragingly of the prospects of trade with South Africa, "But," said Mr. Fisher, "he did not think there was a possibility of trade being done in South Africa by Canada until manufacturers and others sent men down there to investigate and learn what were the requirements of the country."

On the suggestion of Mr. W. S. Fisher, St. John, the president requested the managing editor of *HARDWARE AND METAL*, to speak to the motion. In response to this request the latter referred to the report of the Canadian Trade Commissioner, Mr. James Cummings, who had recently visited a number of towns in Natal for the purpose of ascertaining what openings there were for Canadian products. In his report Mr. Cummings had said that there was a general demand for many lines which Canada was in a position to supply, and that he had also found Canadian goods being sold as the products of the United States. The editor of *HARDWARE AND METAL* also pointed out the necessity for a

DIRECT LINE OF STEAMERS

between Canada and South Africa, and cited the experience of a Toronto firm whose consignment of goods for South Africa was allowed to be on the wharf in

New York for four or five weeks before being shipped, the preference being given to United States goods.

Mr. Jarvis' motion was finally adopted by a unanimous vote.

THE PREFERENTIAL REBATE ON BRITISH GOODS.

In introducing the subject of "The Preferential Rebate on Goods from Great Britain Imported Direct to Canada," Mr. J. A. Chipman said that he did not purpose making a speech, as the resolution he proposed offering fully explained the matter. The resolution read :

Resolved, that in the opinion of the Board the preferential Customs tariff, as applied to imports from Great Britain, should only apply to goods imported directly through Canadian ports, and that a copy of this resolution be forwarded to the Dominion Government and boards of trade in these and the Western Provinces.

Mr. W. A. Black seconded the motion.

Mr. W. S. Fisher : "It seems to me that it is wise for us to make a motion of this kind. At the same time I have very little hope that it will do any good. The opposition from the C.P.R. and the G.T.R. will be too strong. I believe, however, in agitating the matter." (Hear, hear.)

The motion was carried without further debate.

FAST ATLANTIC SERVICE.

Mr. J. A. Chipman, Halifax, in introducing the subject of "Fast Atlantic Service," said it was as old as Confederation itself ; in fact, it had been a question of anxiety to Boards of Trade of Halifax and St. John for the past half-century, while successive Governments had attempted to solve it. The trade of the country, which was increasing rapidly, demanded such a service.

He believed, with Sir Wm. Van Horne, that we would never have a firm foundation for

A PROGRESSIVE FREIGHT SERVICE

until we have established a fast Atlantic passenger and mail service. "Sir Wm. Van Horne," continued Mr. Chipman, "says the freight service follows the passenger service. Now, I want to know if you are all filled with the spirit to support this question, and that if this resolution passes here you will not allow it to lie dormant. I hope that the

SHADES OF THIS FAST ATLANTIC SERVICE

will so rise up before the Government of Canada that they will be compelled to go on with this great undertaking. I beg to move the following resolution :

Whereas, the construction of the Intercolonial and Canadian Pacific railways was considered in the light of great national undertakings for the development of the foreign and international trade of Canada, and

Whereas, the vast and rapidly-growing development of the trade and resources of our country under these great transport facilities confirms the wisdom of Parliament in pledging the revenues of the country in aid of their construction, therefore

Resolved, that in the opinion of this Board our national pride is affected and our commercial progress retarded in consequence of the delay in our Federal Government in establishing this fast Atlantic service, and further

Resolved, that in the opinion of this Board there is a sufficient guarantee in the magnificent results which have followed the construction of our railways to warrant the Government in carrying out the completion of our national transportation facilities by pledging the revenues of our country to an extent sufficient to carry out without further delay the establishment of the fast Atlantic service, and further

Resolved, that a copy of this resolution be forwarded to the Federal Government, the several boards of trade in Toronto, Montreal and Quebec ; also to the members of Parliament from the Maritime Provinces.

STILL A LIVE QUESTION.

Mr. M. G. De Wolfe, Kentville, N. S., in seconding the motion, quoted extracts



Mr. D. G. Smith, the retiring Secretary.

from his annual address of last year in favor of the proposed Atlantic service. In spite of that it had been allowed to drop. He was glad, however, to see the matter again being brought to the attention of the Board. It showed that the question was still a live one.

COULD NOT AGREE WITH THE RESOLUTION.

Mr. W. S. Fisher : "I am sorry to say that as a Maritime Province man I cannot agree with the resolution. As I understand it, the resolution calls for a fast Atlantic service. Now, what we want most of all is a fast freight service. We know that New York has the very acme of passenger service, and yet we know that New York is not holding the freight. It is losing it.

IN FAVOR OF FAST FREIGHT BOATS.

"We cannot put on and maintain a line of steamers, equal in speed, to compete

successfully with those running to New York. We are a comparatively poor country, and would, I fear, be undertaking something we could not carry out. The boats that will be our keenest competitors will not be the fastest steamers, but the big, roomy steamers, such as the Oceanic. These steamers are capturing a large percentage of the ocean passenger travel as well as that of ocean freight. They are big and roomy, and being well loaded, are steady and comfortable. These boats do not require large subsidies. What does a day or two matter when comfort and safety are insured. I am ready to confess that at one time I was in favor of a fast Atlantic passenger service, but I have learned it is not the thing that Canada most requires."

MR. CHIPMAN REPLIES.

Mr. Chipman : "I wish to criticize a little the remarks of my friend Mr. Fisher. I should have said that the largest ships that cross the Atlantic to-day are the ships that carry the greatest quantity of freight. Mr. Fisher cannot build up a trade with second-class boats. We want the best. New York was

THE PIONEER

in passenger and freight. There at one time passed through her ports 55 per cent. of the total exports and imports of the United States. But New York is a very expensive port, and it has been impossible for her to provide accommodation for the large foreign trade that has developed in the United States. The railways, in consequence, have found it better to carry freight 400 to 500 miles farther to other ports, thus decreasing New York's relative proportion."

Mr. Fisher : "What is her percentage now compared with the trade to all ports ?"

Mr. Chipman : "It is less than 40 per cent. I think it is only 38 per cent."

The discussion finally closed and then the motion was carried.

PERMANENT MATERIAL FOR PUBLIC WHARVES.

Secretary Smith introduced the subject of "More Permanent Material for Public Wharves and Breakwaters." In doing so he explained that owing to the attacks of a worm called teredon on the piles and other timber on the wharves and breakwaters of Northern New Brunswick, and of the limnoria on the wharves and breakwaters along the Atlantic coast, these wharves and breakwaters frequently had to be replaced after being in use but three or four years. This meant a heavy loss to the country. The teredon worm bored its way into the exterior of the wood and destroyed it in that way, while the limnoria worm ate the piles

and lumber away from the outside, something like a beaver would do. By creosoting the lumber it would be

PRESERVED AGAINST THE DEPREDACTIONS of the worms in question. At present the creosoted wood that had been used had been imported from Virginia. He contended that by creosoting in Canada the piles and other lumber used in the construction of wharves and breakers, the Government would not only be saving money, but would be establishing a Canadian industry as well. He submitted the following resolution :

Whereas, the natural timber which is mainly used in the construction of Government wharves and breakwaters on the waters of the Straits of Northumberland and parts of the Atlantic Coast of Nova Scotia is rendered very perishable owing to the ravages of the teredo and limnoria worms, and,

Whereas, the creosoting of such timber is the only discovered method of preserving it from the operation of those destructive agencies, and,

Whereas, there are no creosoting works nearer to the Maritime Provinces than New York and Norfolk, Virginia, therefore,

Resolved, that this Board begs respectfully to suggest to the Dominion Government the desirability of aiding in the establishment of such works at some point in the Maritime Provinces where suitable timber is convenient and may be obtained and creosoted economically.

Mr. J. E. De Wolfe, in seconding the motion, testified to the damage that was being done at Halifax by the limnoria worm, and said that the creosoted lumber that was being imported from Virginia was not equal in quality to Canadian lumber used, as a rule, in the wharves and breakwaters, but, of course, it was creosoted, while the Canadian was not.

Mr. W. A. Black said that, while he did not think it would be wise for the Government to establish creosoting works, he favored its lending assistance.

ST. JOHN - DIGBY STEAMSHIP SERVICE.

When the question of recommending an increase in the steamship service across the Bay of Fundy, between St. John and Digby, was broached, Mr. J. E. De Wolfe said that, as he had opposed the idea a year ago at the Kentville convention, he would oppose it now.

Mr. W. M. Jarvis explained that the St. John delegates were absent when the subject came up at the convention a year ago. Had they been present they would have supported the motion which was brought up, although their own local board had not been able to arrive at an agreement in regard to the matter. "The position is this," explained Mr. Jarvis: "During the summer months the service is a daily one, but during the winter the steamer only runs three days a week. The service is a grow-

ing one, but the only way in which it can be made a daily one all the year around is by increasing the subsidy."

The subsidy at present is \$12,500 a year.

No motion was offered, and the subject was allowed to drop.

COMPLIMENTS FOR HARDWARE AND METAL.

Mr. W. M. Jarvis, St. John, referred to the excellent report **HARDWARE AND METAL** had given of the previous year's convention, and he would, therefore, move that a sum not exceeding \$20 be spent in securing copies of that paper containing a report of the present meeting, the said copies to be distributed among the different members of the Boards of Trade in the Maritime Provinces.

Mr. W. A. Black, Halifax: "It is very gratifying to think that the editor of **HARDWARE AND METAL** has come all the way from Toronto to report the proceedings of this Board. His

REPORTS ARE FULL AND INTERESTING,

and of very great assistance in distributing information throughout the Maritime Provinces and the west as well as in regard to the subjects which are brought up for discussion here. I have much pleasure in seconding the motion."

The motion was carried unanimously.

The convention adjourned at 1 p.m. to meet again at 8 p.m.

Before President Loggie left the chair he reminded the delegates of the excursion down the Miramichi River, and hoped that every delegate would be on hand.

At 8 p.m. sharp a sufficient number of delegates to form a quorum had re assembled in the hall ready for the closing business of the convention, having come direct from the steamer.

REPORT OF THE AUDITORS.

Mr. J. E. De Wolfe, on behalf of the auditors, presented the following report :

Your auditors beg respectfully to report that they have examined the accounts as presented to us by your secretary and treasurer, and have found same correct, and that there is a balance now to the credit of your board of \$139.75.

Your auditors beg further to call the attention of the Board to the fact that but 10 of the affiliated boards have paid their dues for the year. Some of them are several years in arrears, and we recommend that the secretary-elect be requested to communicate immediately with all delinquent boards, reminding them that they are in arrears, and requesting payment of amount due.

On motion the report was received and adopted.

RECOGNITION OF SECRETARY SMITH'S SERVICES.

On motion of Messrs. W. M. Jarvis and M. G. De Wolfe a vote of thanks was ten-

dered to Secretary Smith for the valuable services rendered by him, and an honorarium of \$50 was ordered to be paid him.

"I am much obliged, indeed, to the Board," said Secretary Smith, "but I think a great deal more could be done than I have done if you had a permanent secretary, or such a man of leisure as Mr. M. G. De Wolfe, of Kentville."

RAILWAY EXTENSION.

Mayor Morrison, Newcastle, proposed the following resolution :

Whereas the section of the railway owned by the Canada Eastern Company, and extending from the western end of the Indiantown branch of the I. C. R. to Blackville, 8 miles, is not operated, and

Whereas its operation would give that Government branch road advantage of the object for which it was subsidized by and constructed under Dominion control, viz., direct connection with Blackville and the Canada Eastern Railway at that point, and,

Whereas, such extension of the Indiantown branch would be of great advantage to Newcastle and the important lumbering centres between that town and Blackville, therefore

Resolved that the Dominion Government be asked to take such steps as will lead to the section between Indiantown and Blackville being operated in connection with said Indiantown branch.

In speaking to his motion, Mayor Morrison furnished concrete evidences of the inconveniences caused by the non-operation of the road in question.

Secretary Smith seconded the motion.

"I am thoroughly in accord with the people of Newcastle, for the link referred to in the resolution was one the Government compelled me to build," said Senator Snowball. "In the link, there is a bridge that cost \$11,000, and it is being allowed to rot away. The Government should buy the road and the whole Canada Eastern Railway as well."

The motion was adopted.

COLD STORAGE STEAMSHIPS FOR P. E. I.

Senator Snowball introduced the following resolution :

That in the opinion of this Board the Dominion Government should follow up promptly the action it has already commenced with a view of providing adequate steam communication with cold storage for the Province of Prince Edward Island, and that, in any arrangements so entered into, the east coast ports of New Brunswick should have full consideration, and their requirements for cargo accommodation as well as cold storage be met.

Senator Snowball, in speaking to the motion, said the Minister of Agriculture had decided to give no steamship a subsidy that did not possess a system of chemical cold storage, ice being too uncertain. It was only a few of the regular steamship lines that could afford to put in chemical cold storage. Tramp steamers could not afford it at all. Most of the steamships wanting subsidies for carrying products from Prince

Edward Island did not want to comply with the conditions laid down by the Minister of Agriculture. "I understand," said the Senator, "that when the Micmac comes back from South Africa that she will be fitted up with the chemical cold-storage system, and in the meantime it is well for us to agitate."

INFLUENCE OF THE MARITIME BOARD.

"I find that the influence of the Maritime Board of Trade is very great, and with that in mind I would urge the adoption of the resolution which has been placed in my hands. If a steamer cannot complete her cargo on the Island, let provision be made for her coming to any port on the mainland, except Halifax. Halifax and St. John already have subsidized lines. We have not. No port is mentioned in the resolution, for the simple reason that

CHATHAM IS THE PORT

most likely to be selected on account of her commercial importance and shipping interests."

Mr. W. H. Aitken, Charlottetown: "I have very much pleasure in seconding the resolution. It has been a matter which we have had before us many times, and we have about

GIVEN UP IN DESPAIR.

Sir Louis Davies is doing all he can to give us a steamer."

The resolution was then carried.

DISTRIBUTION OF CONSTITUTION AND BY LAWS.

On motion of Messrs. N. A. Black and M. G. De Wolfe, the president and secretary were authorized to have printed 500 copies of the constitution and by-laws and a portion of the same distributed, at their discretion, among the local boards of trade.

THANKS TO THE PRESIDENT.

Mr. J. E. De Wolfe, Halifax, moved a vote of thanks to President Loggie during a little lull in the proceedings. "I am sure," said Mr. De Wolfe, "that a great deal of the success which has attended this convention has been due to his untiring efforts."

Mr. W. H. Aitken seconded the motion, which was carried unanimously.

"I have much pleasure," remarked Vice-President Muir, who had in the meantime taken the chair, "of extending to you, Mr. President, the vote of thanks of this convention. I heartily endorse all that has been said."

President Loggie: "I can hardly find words to express my thanks to you for this hearty vote of thanks. While I feel I have given some time to the work of the

office, I feel that I have not given it all the time it demanded. When I took the chair last year, as you will see by the report of **HARDWARE AND METAL**, I said I was a man who would have very little to say. I have had very little to say, as you know. I trust that our gathering together has

RESULTED IN GOOD

for the common interests of the Maritime Provinces, and with all my heart I thank you for your kind vote of thanks. Your presence has imparted enthusiasm, and I congratulate you that the meeting has been a success. We have had a delightful meeting." (Applause.)

NOMINATING COMMITTEE.

A committee to nominate officers for the ensuing term was appointed. It consisted of:

Mr. M. G. De Wolfe, Kentville, N. S.
Mr. W. M. Jarvis, St. John, N. B.
Mr. J. A. Chipman, Halifax.
Mr. W. H. Aitken, Charlottetown, P. E. I.
Mr. J. H. Harris, Moncton, N. B.
Mr. H. P. Robinson, Sussex, N. B.
Mr. W. B. Snowball, Chatham, N. B.
Mr. E. C. Hanrahan, Sydney, N. S.
Mr. D. Morrison, Newcastle, N. B.

On motion of Mr. W. A. Black and Senator Snowball, votes of thanks were tendered to the Mayor and Council of Chatham and to the press.

Mr. Geo. E. Calkin moved a vote of thanks to the local Board of Trade. This was seconded by Mr. W. S. Fisher and carried by a standing vote.

REPORT OF THE NOMINATING COMMITTEE.

The report of the nominating committee

was received and adopted, and the officers for the ensuing year are as follows:

THE NEW OFFICERS.

President—Mr. W. A. Black, Halifax
Vice President for New Brunswick—Mr. W. S. Fisher, St. John.
Vice-President for P.E.I.—Mr. Geo. D. Longworth, Charlottetown.
Secretary-Treasurer—Mr. Chas. M. Creed, Halifax.
Auditor—Mr. Frank O. Allison, St. John.

On being called on for a speech Mr. Black remarked: "I thank you for the honor you have conferred upon me, and only hope that my efforts may be as successful as those of my predecessors." (Applause.)

NEXT PLACE OF MEETING.

It was unanimously decided, on motion, to hold the next annual meeting at Sydney, N.S., the council being empowered to name some other place should occasion arise.

It was shortly after 10 p.m. when, on motion of Dr. Muir, the proceedings were brought to a close, and the seventh annual convention of the Maritime Board of Trade was concluded.

DOWN THE PRETTY MIRAMICHI.

THE DELEGATES HAVE A DELIGHTFUL TRIP TO THE MOUTH OF THE RIVER.

Successful as the business part of the convention of the Maritime Board of Trade was, the entertainment was none the less so. The Town Council, the local Board of



A snap-shot by Secretary Smith at the St. George, bearing the Maritime Board of Trade delegates down the Miramichi to Burnt Church.

Trade and Senator Snowball concentrated their energies in making the stay of the delegates pleasant, just as the officers of the Maritime Board concentrated their efforts in making their stay profitable to the commercial interests of the three Provinces.

Accordingly, at 2 o'clock on Thursday afternoon, a party of about fifty, all of the male gender, assembled on board the steamer *St. George*, which had kindly been placed at the disposal of the local board by Senator Snowball for the entertainment of the visitors. The Senator was on hand to see that everything was in order, and his estimable wife, with other lady members of the family, drove down to the wharf with a basket of pretty button-hole bouquets for the visitors. Just as the boat got out from the wharf Secretary Smith levied a camera at her, and the result of his snap shot is the cut which is printed elsewhere in this issue.

The destination of the steamer was Burnt Church, so called because of a church which was destroyed by a British ship, the one, by the way, which was conveying the remains of General Wolfe to England, in retaliation for the murdering of a part of her crew by Indians, in which deed, it was claimed, some French soldiers had participated.

A FUTURE POPULAR SUMMER RESORT.

Burnt Church is a healthy-looking village on the north bank of the Miramichi, and where the river is about nine miles wide. It is delightfully situated, and some day it should become a famous resort for tourists, for not only is the air most bracing, dry and invigorating, but there are plenty of good fish to be caught in the vicinity. A fine, substantial wharf 1,100 feet long is being built at Burnt Church by the Federal Government, and in a week or so will be completed. The delegates, after a delightful sail down the river, were landed on the wharf, and were given a short time in which to visit the village.

The return journey was begun shortly after 6 o'clock, and when the *St. George* was well on her way the visitors were invited to take seats at two long tables which had been set under the awning in the stern of the boat. The

MENU WAS BOTH AMPLE AND GOOD,

and the guests were soon satisfying an appetite which had been made keen by the bracing breezes of the Miramichi. The menu disposed of speech-making was in order, with President Loggie in the chair.

Senator Snowball, in proposing the toast of the "Maritime Board of Trade," said: "I have sat in many a deliberative body—in the House of Commons and in the Senate—but I have never sat with a more able body of men than those of the Maritime Board of Trade." (Applause.)

President Loggie, in responding, thanked the local board and Senator Snowball, on behalf of the Board, for the pleasant entertainment which had been provided. "We have enjoyed ourselves immensely," he said. And everyone applauded.

DR. MUIR CONFESSES.

Vice-President Muir was in a penitent mood. "I felt last year," he said, "that we had made a mistake in deciding to hold our next convention in Chatham. I confess to you I made a very great mistake, particularly since we came down this delightful river." (Applause.)

HE WILL ADVERTISE THE MIRAMICHI.

Ex-President De Wolfe, after thanking the local board for the excellent reception which had been tendered the visitors, remarked: "You have a magnificent river here. What you want to do is to advertise it. That is what I am going to do and that is what I hope every delegate will do. (Applause.) When I come down here again I hope the Canada Eastern Railway, which runs into your town, will be

A PART OF THE INTERCOLONIAL system. And that you will have no discriminating rates against you." (Hear, hear.)

WILL COME AGAIN.

Ex-President Jarvis: "We shall never forget your hospitality. I am glad to say that I can speak of myself as being one of those who advocated the holding of the convention in Chatham. Many here have visited the Miramichi for the first time. I am sure it will not be their last." (Applause.)

Before taking his seat Mr. Jarvis proposed the toast of the "Town Council of Chatham."

INDUSTRIES ON THE MIRAMICHI.

Mayor Snowball, in response to the toast, expressed the hope that the visitors would go away from Chatham having a better idea of its importance than they had when they arrived there. He referred to the industries on the Miramichi, and showed that the export trade in lumber aggregated over \$1,000,000 annually, the fisheries about \$200,000, and among others there was the blueberry picking industry.

WISHED FOR MORE SUCH MEETINGS.

"The Government of New Brunswick" brought the Hon. J. F. Burchell to his feet. "I wish these meetings could be held more often," he said. "I claim that business men do not get enough into touch with each other. It would have been better, it seems to me, if at the time of the Confederation of the Dominion there had been a

CONFEDERATION OF THE MARITIME PROVINCES.

Such a commercial force as the Maritime Board of Trade is, however, drawing these Provinces closer together."

Mr. J. A. Chipman, in proposing the health of the Mayor of Newcastle, declared that he was filled with admiration of the surroundings of the Miramichi district.

Mayor Morrison, of Newcastle, spoke of the pleasure he felt in meeting with the business men of the Maritime Provinces. He, too, felt that it would have been better had there been a confederation of the Maritime Provinces instead of that of the Dominion, for he feared that there was little sympathy with them in the western Provinces.

The managing editor of *HARDWARE AND METAL*, being called upon, declared that the two speakers who had expressed regret that there had not been a confederation of the Maritime Provinces instead of the Dominion had based their premise on a wrong conclusion. The

FEELING OF NATIONALITY

was growing and growing with the development of the natural resources and trade of the country. Naturally, the development of the national sentiment increased the interest and concern of the different Provinces with each other. The trade between the western Provinces and the Maritime Provinces was, he was glad to say, mutually growing. The more the business men of these Maritime and western Provinces were brought into contact with each other the more would not only trade but good-fellowship and sympathy develop, just as had been the case in the Maritime Provinces since the formation of the Maritime Board of Trade.

Before the wharf was reached speeches had been demanded from Senator Snowball, Mr. C. E. Hanrahan, Ald. Murray and Ald. Hocken. And then like dutiable business men the delegates hurried away to the town hall to complete the business of the convention.

CHATHAM'S TIME.

The watches and clocks in Chatham are set to time 30 minutes ahead of eastern standard time. At one time it was 36 minutes and a fraction ahead of standard time, while Newcastle, up the river a few miles, was one hour ahead of standard time. Finally the two towns got their heads together and agreed upon a uniform local time of 30 minutes ahead of standard time.

CONVENTION NOTES.

On to Sydney in 1902.

The Moncton delegates travelled in Manager Russell's private car.

It was announced before the convention adjourned that a board of trade had been formed at Glace Bay.

PORTLAND CEMENTS

Best German, Belgian and English Brands.

Fire Bricks, Fire Clay,
Flue Linings,
Drain Pipes,
Calcined Plaster,
Granite Hard Wall Plaster,
Wheelbarrows,
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A full stock of Builders' and Contractors' Supplies. Write for Quotations.

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362½ Main St., - WINNIPEG.

Correspondence invited from manufacturers of Staple or Heavy Hardware, Iron or Steel Bolts and Nuts, etc., either by carrying stock in Winnipeg or by selling direct from factory.

GOOD REFERENCES.

A PAINT FIRM'S WELCOME.

Sanderson Percy & Co., Toronto, are making special efforts this year to make their warehouse an attractive spot for all of their customers and friends who may be in that city during Exhibition time. The warehouse is always neat and bright, but flags, palms, etc., have been called into service to add to its attractiveness. Several special displays are made, one of which, a display of coach colors and varnishes, is especially fine. The travellers of the firm are all "in," and will help to make their customers "at home" while they are in the city. A room, with writing-table, etc., has also been put at the service of any who desire to use it. "We are going to persuade them all to make this house their headquarters," enthusiastically declared one of the travellers. "We have the right kind of a warehouse, and are proud to bring our customers into it."

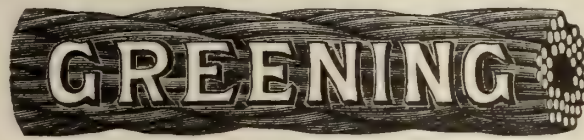
PAN-AMERICAN EXPOSITION, BUFFALO.

Those planning a trip to Buffalo and Pan-American Exposition this year should make arrangements to take in one of the popular side trips offered by the Grand Trunk Railway to the most beautiful and healthful summer resorts, situated on the "Highlands of Ontario," located 1,000 feet above sea

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Lang's Patent Wire
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If you want the best Trap or Game load in the world, buy "Robin Hood Smokeless," in "Robin Hood" Shells. It is quick, safe, and reliable. Try it for pattern and penetration from forty to seventy yards against any powder on the market. We make the powder, we make the shells, and we load them. Write for our booklet, "Powder Facts."

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SWANTON, VT.

level, a few hours run from Buffalo. Good hotel accommodation, magnificent scenery, perfect immunity from hay fever; a place where health and pleasure go hand in hand. The Highlands of Ontario include the following well-known and popular districts — "Muskoka Lakes," "Lake of Bays," "Magnetawan River," "30,000 islands of the Georgian Bay," "Kawartha Lakes" and the region around "Lake Simcoe and Couchiching." Illustrated descriptive publications, maps and all information can be had free by applying to M. C. Dickson, district passenger agent, Toronto.

THEIR MONTREAL REPRESENTATIVE

The R. Bliss Manufacturing Co., manufacturers of wood turnings, hand, bench and screw mallets, handles, vises, etc., whose advertisement appears in these pages, are now being represented in Montreal by Mr. Alexander Gibb, 13 St. John street. Mr. Gibb will be very pleased to send any dealers who may write him an illustrated catalogue of this firm's goods, and any other information desired.

PERSONAL MENTION.

Mr. Edgar Trebayne, traveller for Rice Lewis & Son, Toronto, was married on Monday evening to Miss Louie Might, daughter of Mr. J. M. Might, Toronto.

THE UNITED FACTORIES, LIMITED.

One of the most important announcements published by The Canada Gazette last week was the incorporation of Boeckh Bros. & Co., of Toronto; The Wm. Cane & Sons Manufacturing Co., of Newmarket, Limited; and The London Brush Factory, of London, Ont., which was previously owned by Thomas Bryan, under the style of The United Factories, Limited. The organization of the new company, of whom Emil C. Boeckh, A. M. Wills, accountant, L. W. McKeown, barrister, Toronto, are the provisional directors, and which has a capital stock of \$1,500,000, is as yet in its early stages.

"You understand," said Mr. Boeckh to HARDWARE AND METAL, "the Boeckh and Cane companies have been working in conjunction for some time. So we are merely taking in the London concern and perfecting our organization. The different factories will probably continue under the same management as at present, as the owners of the three concerns are all shareholders in The United Factories, Limited. We will be able to effect economies, but it is too early to go into details."

John Clark, hardware merchant, Tata-magouche, N.B., was drowned while bathing on Monday of last week.

MARKETS AND MARKET NOTES

QUEBEC MARKETS.

Montreal, August 30, 1901.

HARDWARE.

REVIEWING the condition of trade during July and August, wholesalers are well pleased with the volume that has been done, which shows an improvement over the summer months of 1900. Added to this, the prospects for a brisk business during the approaching fall and winter are exceedingly bright. This shows the prosperous conditions prevailing throughout Canada. The only change in prices that has taken place during the week is an advance of 10c. per keg in the price of cut nails, \$2.55 now being quoted for small and \$2.45 for carlots. The call for binder twine is not quite as brisk as last week, as farmers are evidently pretty well supplied. Coil chain has advanced on the other side as a result of the strike, but prices have not been affected in the local market. A good business is being done in building paper. Payments are very satisfactory.

BARB WIRE—The demand has fallen off somewhat during the week. There seems

to be a fairly good stock on hand. Prices are unchanged at \$3.05 per 100 lb. f.o.b. Montreal.

GALVANIZED WIRE—A moderate business is reported at same prices as heretofore. We quote: No. 5, \$4.25; Nos. 6, 7 and 8 gauge, \$3.55; No. 9, \$3.10; No. 10, \$3.75; No. 11, \$3.85; No. 12, \$3.25; No. 13, \$3.35; No. 14, \$4.25; No. 15, \$4.75; No. 16, \$5.

SMOOTH STEEL WIRE—A good demand for annealed wire is being felt, while the call for hay-baling wire continues brisk. We quote oiled and annealed: No. 9, \$2.80; No. 10, \$2.87; No. 11, \$2.90; No. 12, \$2.95; No. 13, \$3.15 per 100 lb. f.o.b. Montreal, Toronto, Hamilton, London, St. John and Halifax.

FINE STEEL WIRE—A limited number of inquiries are being received at the same discount of 17½ per cent.

BRASS AND COPPER WIRE—A fairly active trade is being done, there being a steady demand. The discount is 55 and 2½ per cent. on brass, and 50 and 2½ per cent. on copper.

FENCE STAPLES—Orders received have not been up to the average, and trade still remains quiet. We quote: \$3.25 for bright, and \$3.75 for galvanized, per keg of 100 lb.

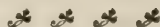
WIRE NAILS—Business in wire nails is still very satisfactory. No change in price has taken place. We quote: \$2.85 for small lots and \$2.77½ for carlots, f.o.b. Montreal, London, Toronto, Hamilton and Gananoque.

CUT NAILS—Have advanced 10c. per keg prices now being changed to \$2.55 for small and \$2.45 for carlots; flour barrel nails, 25 per cent. discount; coopers' nails, 30 per cent. discount.

HORSE NAILS—Horse nails are moving out pretty steadily and a slight improvement is noticeable this week. "C" brand is held at a discount of 50 and 7½ per cent. off the new list. "M" brand is quoted at 60 per cent off old list on oval and city head and 66⅔ per cent. off countersunk head. Monarch's discount is 66⅔ per cent., and 70 per cent. in 25-box lots.

HORSESHOES—A good demand is being experienced for snow-shoe horseshoes;

When Visiting the Fairs Visit Us.



During the progress of the Industrial Exhibition, which will continue till September 7, we will esteem it a favor to have our many customers and friends call at our Toronto Branch, 12, 14 and 16 Bay Street, where our office staff and travellers will be pleased to explain our various new and improved stoves for this season.

By inspecting the many lines and having their different features carefully explained, the dealer will be able to better judge which stoves are the most suitable for his particular Trade.

The Western Fair will be held in London from September 5 to 14, when we will take pleasure in extending the same courtesy which our Toronto Warehouse is now doing.

THE McCLARY MFG. CO.

LONDON, TORONTO, MONTREAL, WINNIPEG, VANCOUVER, AND ST. JOHN, N.B.

"Everything for the Tinshop."

THE PAGE-HERSEY IRON & TUBE CO.

Limited

MONTREAL

Manufacturers of

Wrought Iron Pipe

For Water, Gas, Steam, Oil,
Ammonia and Machinery.

**DRAIN PIPES,
PORTLAND CEMENTS,
FIRE BRICKS AND CLAY
SILICA AND MAGNESIA
BRICKS,**

with specially prepared mortar.

Contractors' and Founders'
Supplies.

F. HYDE & CO.

31 WELLINGTON ST., MONTREAL

. . FULL STOCK . .

Salt Glazed Vitrified



Double Strength Culvert Pipe
a Specialty.

THE CANADIAN SEWER PIPE CO.

HAMILTON, ONT. TORONTO, ONT.
ST. JOHNS, QUE.

Deseronto Iron Co.

LIMITED

DESERONTO, ONT.

Manufacturers of

Charcoal Pig Iron

BRAND "DESERONTO."

Especially adapted for Car Wheels, Malleable Castings, Boiler Tubes, Engine Cylinders, Hydraulic and other Machinery where great strength is required; Strong, High Silicon Iron, for Foundry Purposes.

other kinds are moving pretty freely. We quote as follows: Iron shoes, light and medium pattern, No. 2 and larger, \$3.50; No. 1 and smaller, \$3.75; snow shoes, No. 2 and larger, \$3.75; No. 1 and smaller, \$4.00; X L steel shoes, all sizes, 1 to 5, No. 2 and larger, \$3.60; No. 1 and smaller, \$3.85; feather-weight, all sizes, \$4.85; toe weigh-steel shoes, all sizes, \$5.95 f.o.b. Montreal; f.o.b. Hamilton, London and Guelph, 10c. extra.

POULTRY NETTING — Business is still very quiet, only an occasional order being received. The discount is still 55 per cent.

SCREWS—A good trade is passing in screws, and the market is moderately active. Discounts are: Flat head bright, 87½ and 10 per cent. off list; round head bright, 82½ and 10 per cent.; flat head brass, 80 and 10 per cent.; round head brass, 75 and 10 per cent.

BOLTS — The demand for bolts is steady and prices are being well maintained. Quite a sorting-up trade is still being done. Discounts are: Norway carriage bolts, 65 per cent.; common, 60 per cent.; machine bolts, 60 per cent.; coach screws, 70 per cent.; sleigh shoe bolts, 72½ per cent.; blank bolts, 70 per cent.; bolt ends, 62½ per cent.; plough bolts, 60 per cent.; tire bolts, 67½ per cent.; stove bolts, 67½ per cent. To any retailer an extra discount of 5 per cent. is allowed. Nuts, square, 4c. per lb. off list; hexagon nuts, 4¼c. per lb. off list. To all retailers an extra discount of ¼c. per lb. is allowed.

BUILDING PAPER — Trade in building paper is reported to be very brisk at steady prices, quoted as follows: Tarred felt, \$1.70 per 100 lb.; 2-ply ready roofing, 80c. per roll; 3-ply, \$1.05 per roll; carpet felt, \$2.25 per 100 lb.; dry sheathing, 30c. per roll; tar sheathing, 40c. per roll; dry fibre, 50c. per roll; tarred fibre, 60c. per roll; O.K. and I.X.L., 65c. per roll; heavy straw sheathing, \$28 per ton; slaters' felt, 50c. per roll.

RIVETS AND BURRS—A fairly good trade is still reported. Discounts on best iron rivets, section, carriage, and wagon box, black rivets, tinned do., coopers' rivets and tinned swedes rivets, 60 and 10 per cent.; swedes iron burrs are quoted at 55 per cent. off; copper rivets, 35 and 5 percent. off; and coppered iron rivets and burrs, in 5-lb. carton boxes, are quoted at 60 and 10 per cent. off list.

BINDER TWINE—Owing to the farmers being pretty well supplied the demand has fallen off somewhat. However, a fairly good trade is still being done. We quote: Blue Ribbon, 11½c.; Red Cap, 9¾c.; Tiger, 8¾c.; Golden Crown, 8c.; Sisal, 8¼c.

Bar, Hoop, Sheet, **STEEL** Plates, Angles, Shapes

FOR PROMPT IMPORT AT
LOWEST PRICES.

Sanderson's Tool Steel

In Stock at Montreal.

A. C. LESLIE & CO.

MONTREAL.



**IRON AND
BRASS**

Pumps

Force, Lift and Cistern
Hand and Power.

For all duties. We can supply your wants with—quality the best and prices right. Catalogues and full information for a request.

THE R. McDUGALL CO., Limited

Manufacturers, Galt, Canada.

ADAM HOPE & CO.

Hamilton, Ont.

We offer from stock

Coke Tin Plates 1 C 14 x 20,

" " 1 C 20 x 28,

Galvanized Sheet Iron,

"Comet" and American Brands.

L. and F. Ingot Tin,

Straits Tin,

Ingot Copper,

Pig Lead, Spelter and Antimony.

NOVA SCOTIA STEEL CO.

Limited

NEW GLASGOW, N.S.

Manufacturers of

Ferrona Pig Iron

And **SIMMONS MARTIN**

Open Hearth Steel

ARE YOU COMING TO TORONTO, LONDON and OTTAWA EXHIBITIONS?

We are going to be at the three, so let us meet you at Toronto between the west end door of the Carriage Building, opposite main entrance to the grounds. Also in the Carriage Building at London and Ottawa, and we will show our display of Elastilite Varnish and other lines.

Arrange to meet your friends at our exhibit, where you can wait on one another in comfort, and at the same time see and learn while you wait.

The Imperial Varnish & Color Co.
LIMITED
TORONTO, ONT., CANADA.

CORDAGE — Is moving freely at same prices. Manila is worth 13½c. per lb. for 7-16 and larger; sisal brings 10c. and lathyrn, 10c.

HARVEST TOOLS — Business is very quiet. The discount is 50, 10 and 5 per cent.

SPADES AND SHOVELS — Snow shovels and furnace scoops are in good request, owing to the approach of winter. The discount is 40 and 5 per cent.

FIREBRICKS — Practically nothing is being done this week. We quote: Scotch at \$17.50 to \$22 and English at \$17 to \$21 per 1,000 ex wharf.

CEMENT — The demand remains fairly steady at firm prices. We quote as follows: German cement \$2.25 to \$2.40; English, \$2.20 to \$2.35; Belgian, \$1.65 to \$1.95 per bbl. ex wharf, and American, \$2.15 to \$2.30, ex cars.

METALS.

The metal market displays considerable activity in nearly all lines. The scarcity of Canada plates noted last week has been somewhat relieved by the arrival of a few lots. While prices in the local market on coil chain have not been advanced, the manufacturers have advanced their prices, owing to the probability of a strike. Bar iron is yet scarce. Some lots of black sheets

have been received, and prices are a little easier.

PIG IRON — Very little business is passing, and prices are the same as before. Summerlee is worth \$20.50 to \$21 and Canadian \$17.50 to \$18.

BAR IRON — A scarcity is still being experienced, and the market remains very firm. Merchants' bar is quoted at \$1.90 and horseshoe at \$2.15.

BLACK SHEETS — Several good lots have arrived, and prices are somewhat easier than last week, 28 gauge being sold from \$2.85 to \$3, according to quality. We quote: 28 gauge, \$2.85 to \$3.00; 26 gauge, \$2.95 to \$3.10, and 8 to 16 gauge, \$2.90 to \$3.10.

GALVANIZED IRON — The market is still very active. We quote as follows: No. 28' Queen's Head, \$4.65; Apollo, 10¾ oz., \$4.40; Comet, \$4.15, with 25c. extra in less than case lots.

COPPER — Sheet copper is firm. For ingot we quote: 17¾ to 18c.

INGOT TIN — The market is firm at 31 to 32c.

LEAD PIPE — Trade in lead pipe is brisk. We quote as follows: 7c. for ordinary and 7½c. for composition waste, with 30 per cent. off.

IRON PIPE — The market is firm and active. We quote: Black pipe, ¼, \$2.80

Binder Twine Binder Twine

The John Bowman Hardware & Coal Co., London, Ont.

We can supply for immediate shipment:

Peoria Standard Twine, 500 feet.

Consumers Cordage Co.'s Red Cap, 600 feet.

Consumers Cordage Co.'s Blue Ribbon, 650 feet.

Shipment guaranteed day order is received.

Binder Twine Binder Twine

per 100 ft.; ¾, \$2.80; ½, \$3; ¼, \$3.30; 1-in., \$4.75; 1¼, \$6.45; 1½, \$7.75; 2-in., \$10.35. Galvanized, ½, \$4.60; ¾, \$5.25; 1-in., \$7.50; 1¼, \$9.80; 1½, \$11.75; 2-in., \$16.

TINPLATES — The scarcity in evidence last week is yet being felt and a very active demand exists. We quote as follows: Coke plates, \$4.25 to \$4.50; charcoal, \$4.70 to \$4.75; extra quality, \$5.25.

CANADA PLATE — Some lots have arrived during the week. A good trade is reported at the recent advance of 5c. We quote as follows: 52's, \$2.75 to \$2.80; 60's, \$2.85 to \$2.90; 75's, \$2.90 to \$2.95; full polished, \$3.30 to \$3.55, and galvanized, \$4.25 to \$4.50.

STEEL — Unchanged. We quote: Sleigh shoe, \$2; tire, \$2.05; bar, \$2; spring, \$2.75; machinery, \$2.75, and toe-calk, \$2.50.

SHEET STEEL — We quote: Nos. 10 to 20, \$2.50.

TOOL STEEL — Black Diamond, 8c. and Jessop's, 13c.

TERNE PLATES — Unchanged. Values range from \$8 to \$8.25.

COIL CHAIN — Owing to the likelihood of a strike in the United States, makers there have advanced prices somewhat, but so far there has been no change in the local market. We quote as follows:

No. 6, 12½c.; No. 5, 10½c.; No. 4, 10c.; No. 3, 9½c.; ¼-in., 7¼c. per lb.; 5-16, \$4.75; 5-16 exact, \$5.20; ¾, \$4.20; 7-16, \$4; ½, \$3.80; 9-16, \$3.70; ⅝, \$3.50; ⅜, \$3.45; ⅙, \$3.40; 1-in., \$3.40. In carload lots an allowance of 10c. is made.

SHEET ZINC—Is quoted at \$5.75 to \$6.

ANTIMONY—Very little being done. Price as before, 5c.

ZINC SPELTER—Worth 10c.

SOLDER—We quote: Bar solder, 18½c.; wire solder, 20c.

PAINTS AND OILS.

Trade in paints and oils is now between seasons. Linseed oil and turpentine are 1c. lower. Other prices are unchanged since our last report. Paris green is out of season, and we therefore withdraw our quotations. The outlook in linseed oil shows no improvement, and while there may be some temporary relief as the crop is being harvested, the general prospect is unfavorable to the paint trade.

WHITE LEAD—Best brands, Government standard, \$6.00; No. 1, \$5.62½; No. 2, \$5.25; No. 3, \$4.87½, and No. 4, \$4.50 all f.o.b. Montreal. Terms, 3 per cent. cash or four months.

DRY WHITE LEAD—\$5.25 in casks; kegs, \$5.50.

RED LEAD—Casks, \$5.00; in kegs, \$5.25.

DRY WHITE ZINC—Pure, dry, 6¼c.; No. 1, 5¼c.; in oil, pure, 7¼c.; No. 1, 6¼c.; No. 2, 5¼c.

PUTTY—We quote: Bulk, in barrels, \$1.90 per 100 lb.; bulk, in less quantity, \$2.05; bladders, in barrels, \$2.10; bladders, in 100 or 200-lb. kegs or boxes, \$2.25; in tins, \$2.55 to \$2.65; in less than 100-lb. lots, \$3 f.o.b. Montreal, Ottawa, Toronto, Hamilton, London and Guelph. Maritime Provinces 10c. higher, f.o.b. St. John and Halifax.

LINSEED OIL—Raw, 82c.; boiled, 85c. in 5 to 9 bbls., 1c. less, 10 to 20 bbl. lots, open, net cash, plus 2c. for 4 months. Delivered anywhere in Ontario between Montreal and Oshawa at 2c. per gal. advance and freight allowed.

TURPENTINE—Single bbls., 54c.; 2 to 4 bbls., 53c.; 5 bbls. and over, open terms, the same terms as linseed oil.

MIXED PAINTS—\$1.20 to \$1.45 per gal.

CASTOR OIL—8¼ to 9¼c. in wholesale lots, and ½c. additional for small lots.

SEAL OIL—47½ to 49c.

COD OIL—32½ to 35c.

NAVAL STORES—We quote: Resins, \$2.75 to \$4.50, as to brand; coal tar, \$3.25 to \$3.75; cotton waste, 4½ to 5½c. for colored, and 6 to 7½c. for white; oakum, 5½ to 6½c., and cotton oakum, 10 to 11c.

You are invited to inspect our Exhibit in the Main Building at Toronto Exhibition.

It is the finest example of

Architectural Sheet Metal Work

ever shown in Canada.

METALLIC ROOFING CO.,

LIMITED

Cor. King and Dufferin Streets, TORONTO.

If You Want Light

Write for Prices.

Manufactured by

THE ONTARIO LANTERN CO.,
HAMILTON, ONT.

BUY

Radiant Shelby Incandescent Lamps.
Electrolite Acetylene Gas Lamps.
Improved Gasoline Lamps.
Banner Cold Blast Lanterns.
Climax Safety Tubular Lanterns.
Banner Lamp Burners.

Walter Grose, Montreal, sole selling agent.

SCRAP METALS.

Business in this line is reported to be exceedingly quiet at the moment. Dealers are now paying the following prices in the country: Heavy copper and wire, 13½ to 4c. per lb.; light copper, 12 to 12½c.; heavy brass, 12 to 12½c.; heavy yellow, 9c.; light brass, 6½ to 7c.; lead, 2½ to 2¾c. per lb.; zinc, 2¼ to 2½c.; iron, No. 1 wrought, \$14 to \$15 per gross ton f.o.b. Montreal; stove plate, \$8 to \$9; light iron, No. 2, \$4 a ton; malleable and steel, \$4; rags, country, 60 to 70c. per 100 lb.; old rubbers, 7 to 7½c. per lb.

HIDES.

Prices are very firm, under an active demand. We quote: Light hides, 7½c. for No. 1, 6½c. for No. 2, and 5½c. for No. 3; lambskins, 25c.; sheepskins, \$1; calfskins, 10c. for No. 1 and 8c. for No. 2.

ONTARIO MARKETS.

TORONTO, August 30, 1901.

HARDWARE.

TRADE conditions in wholesale hardware circles continue fairly good. It is the general opinion that business during August has been of a more than usually satisfactory character, although some complaints are heard in regard to

payments. There are a few changes in prices to note. Cut nails have been advanced 10c. per lb. in price, the base figure now being \$2.55 per keg. The discount on pressed spikes is now 22½ per cent. instead of 25 per cent.; on copper ware, 50 per cent. instead of 50 and 10 per cent., and on pieced ware, 40 per cent. instead of 45 per cent. The price of woodenware spoons, bowls and butter molds has been advanced in sympathy with an advance by the manufacturers in the United States. There was a little momentary flutter in iron pipe on the local market this week, on account of one of the large jobbers withdrawing from the association, but it is learned as we go to press that the difficulty has been settled.

BARB WIRE—There has been a little movement during the week, chiefly on shipment from factory. We quote: \$3.05 per 100 lb. from stock Toronto; and \$2.82½ f.o.b. Cleveland for less than carlots, and \$2.70 for carlots.

GALVANIZED WIRE—Very little is being done. We quote: Nos. 6, 7 and 8, \$3.50 to \$3.85 per 100 lb., according to quantity; No. 9, \$2.85 to \$3.15; No. 10, \$3.60 to \$3.95; No. 11, \$3.70 to \$4.10; No. 12, \$3 to \$3.30; No. 13, \$3.10 to \$3.40; No. 14,

\$4.10 to \$4.50; No. 15, \$4.60 to \$5.05; No. 16, \$4.85 to \$5.35. Nos. 6 to 9 base f.o.b. Cleveland are quoted at \$2.57½ in less than carlots and 12c. less for carlots of 15 tons.

SMOOTH STEEL WIRE—There is a demand for 15 gauge for hay-baling purposes, but there is very little being done in ordinary oiled and annealed Net selling prices are: Nos. 6 to 8, \$2.90; 9, \$2.80; 10, \$2.87; 11, \$2.90; 12, \$2.95; 13, \$3.15; 14, \$3.37; 15, \$3.50; 16, \$3.65. Delivery points, Toronto, Hamilton, London and Montreal, with freights equalized on those points.

WIRE NAILS—A fair sorting-up trade is still to be reported. The base price is \$2.85 for less than carlots, and \$2.77½ for carlots. Delivery points Toronto, Hamilton, London, Gananoque and Montreal.

CUT NAILS—Prices have been advanced 10c. per keg, the change taking effect on August 27. Base price is \$2.55 per keg, with 10c. allowance on carlots.

HORSE NAILS—Trade is fair for the season. Discount on "C" brand, oval head, 50 and 7½ per cent. off new list, and on "M" and other brands, 50, 10 and 5 per cent. off the old list. Countersunk head 60 per cent.

HORSESHOES—Trade is but moderate. We quote f.o.b. Toronto: Iron shoes, No. 2 and larger, light, medium and heavy, \$3.60; snow shoes, \$3.85; light steel shoes, \$3.70; featherweight (all sizes), \$4.95; iron shoes, No. 1 and smaller, light, medium and heavy (all sizes), \$3.85; snow shoes, \$4; light steel shoes, \$3.95; featherweight (all sizes), \$4.95.

SCREWS—The fairly active trade which has been the feature of this line for some time is still to be noted. Discounts are: Flat head bright, 87½ and 10 per cent.; round head bright, 82½ and 10 per cent.; flat head brass, 80 and 10 per cent.; round head brass, 75 and 10 per cent.; round head bronze, 65 per cent., and flat head bronze at 70 per cent.

RIVETS AND BURRS—Business continues good, with prices steady and unchanged. We quote as follows: Iron rivets, 60 and 10 per cent.; iron burrs, 55 per cent.; copper rivets and burrs, 25 and 5 per cent.

BOLTS AND NUTS—The demand for bolts continues most active, and difficulty continues to be experienced in filling orders. We quote: Carriage bolts (Norway), full square, 65 per cent.; carriage bolts full square, 65 per cent.; common carriage bolts, all sizes, 60 per cent.; machine bolts, all sizes, 60 per cent.; coach screws, 70 per cent.; sleighshoe bolts, 72½ per cent.; blank bolts, 60 per cent.; bolt

ends, 62½ per cent.; nuts, square, 4c. off; nuts, hexagon, 4½c. off; tire bolts, 67½ per cent.; stove bolts, 67½; plough bolts, 60 per cent.; stove rods, 6 to 8c.

ROPE—The feature of the rope trade is an advance of ½c. per lb. in the price of sisal, making the base figure 10½c. per lb. In other kinds of rope quotations are without change. Manila, 13½c. per lb. There is not a great deal of business being done in rope.

SPORTING GOODS—Quite a good movement is to be reported in gunpowder, guns and rifles. In fact, trade in sporting goods generally is good.

CUTLERY—A good trade is being done in cutlery, particularly for points in Ontario.

BUILDING PAPER—This is in good request at unchanged prices. We quote: Building paper, 30c.; tarred paper, 40c., and tarred roofing, \$1.65.

SPADES AND SHOVELS—A fair trade is being done. Quite a few grain scoops are going out. Discount, 40 and 5 per cent.

COIL CHAIN—Our quotations on chain are higher in sympathy with an advance by the United States manufacturers. We now quote: ¼-inch, \$7.85 to \$8.10; 5-16, \$4.95 to \$5.25; ¾, \$4.35 to \$4.60; 7-16, \$4.15 to \$4.40; ½, \$4 to \$4.25; 9-16, \$3.90 to \$4.15; ⅝, \$3.80 to \$4.05; ¾, \$3.85 to \$4.10.

WOODENWARE—The manufacturers in the United States of wooden bowls, butter molds and spoons have notified the jobbing trade in Canada of an advance of from 33⅓ to 50 per cent. in prices. Prices locally are being marked up in sympathy.

PIECED WARE—The discount has been reduced to 40 per cent. It was formerly 45 per cent.

COPPER WARE—The price of this is also higher, the discount being 50 cent. instead of 50 and 10 per cent.

WASHING MACHINES—Business is good. "At one time," remarked a jobber, "I used to think that washing machines did not amount to much, but I have learned my mistake. The trade in washing machines is becoming more and more important."

STOVES AND FURNACES—Shipments are being freely made, and the manufacturers report that they are already making heavy inroads upon their stocks.

ENAMELLED WARE AND TINWARE—Trade is only moderate and without a particular feature.

PRESSED SPIKES—The price has been advanced, the discount now being 22½ per cent. instead of 25 per cent.

CEMENT—A good business continues at steady prices. We quote barrel lots as follows: Canadian portland, \$2.25 to \$2.75; German, \$3 to \$3.15; English, \$3; Belgian,

Oakey's

The original and only Genuine Preparation for Cleaning Cutlery. 6d. and 1s. Canisters.

'WELLINGTON'

KNIFE POLISH

JOHN OAKEY & SONS, LIMITED

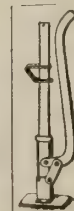
MANUFACTURERS OF

Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England.

Agent:

JOHN FORMAN, 644 Craig Street MONTREAL



COVERT MFG. CO.

West Troy, N.Y.

Steel Carriage and Wagon Jacks,

Harness Snaps, Chain, Rope and Web Goods, etc.

FOR SALE BY JOBBERS AT MFRS. PRICES.

PRIEST'S CLIPPERS

Largest Variety, Toller, Hand, Electric Power ARE THE BEST. Highest Quality Grooming and Sheep-Shearing Machines. WE MAKE THEM.

SEND FOR CATALOGUE TO American Shearer Mfg. Co., Nashua, N.H., U.S.A.

The Best Door Closer is...

NEWMAN'S INVINCIBLE FLOOR SPRING

Will close a door silently against any pressure of wind. Has many working advantages over the ordinary spring, and has twice the wear. In use throughout Great Britain and the Colonies. Gives perfect satisfaction. Made only by

W. NEWMAN & SONS,

Hospital St.,

BIRMINGHAM.

Oneida Community Goods

HALTERS, COW TIES, SNAPS, etc., etc.,

in all sizes and styles. May be had of all jobbers throughout Canada.

Factory—NIAGARA FALLS, ONT.

MACKENZIE BROS.

HARDWARE

MANUFACTURERS' AGENTS,

Travellers covering Manitoba, Northwest Territories and British Columbia.

WINNIPEG MAN.

CORRESPONDENCE SOLICITED.

THE PULLMAN PNEUMATIC

Combined

Door Check and Spring.



for Screen Doors. Small, Simple, Strong, Perfect and Ornamental. Low in Price.

PULLMAN SASH BALANCE CO., ROCHESTER, N.Y., U.S.A.

\$2.50 to \$2.75; Canadian hydraulic, \$1.25 to \$1.50.

METALS.

Trade continues brisk, locally, in sheet metals, but there is not much doing in ingot metals. Pig iron remains quiet and steady. The strike in the United States appears to be gradually wearing out, and there has been an increase during the week in the output of sheets, tinplates, hoops and bars. There is as yet no improvement in the output of wrought pipe and tubes.

PIG IRON—Very little business is being done on the Canadian market. The ruling quotation for No. 2 is \$17 to \$17.50 per ton on track, Toronto. A better demand for foundry iron is being experienced in the United States, and a number of mills in the Pittsburg district have supplied their wants for the remainder of the year.

BAR IRON—The demand is still in excess of the supply, and prices are slightly firmer. For ordinary quantities we quote \$1.90 to \$1.95 per 100 lb. base.

STEEL—The market continues steady as to price, and a fair business is being done. We quote: Merchantable cast steel, 9 to 15c. per lb.; drill steel, 8 to 10c. per lb.; "B C" and "Black Diamond" tool steel, 10 to 11c.; Jessop's, Morton's and Firth's tool steel, 12½ to 13c.; toe calk steel, \$2.85 to \$3; tire steel, \$2.30 to \$2.50; sleighshoe steel, \$2.10 to \$2.25; reeled machinery steel, \$3; hoop steel, \$3.10.

GALVANIZED SHEETS—The demand continues good and prices firm. The output of sheets in the United States has increased this week. British galvanized sheets are firm at \$4.50 in case lots and \$4.65 in smaller quantities. American sheets rule at \$4.40 for case lots.

BLACK SHEETS—The demand continues good. We quote: Common, \$3.15 for 28 gauge and dead flat \$3.50 for 26 gauge.

CANADA PLATES—Import orders are arriving, and there is some demand for shipment from stock. Stocks are light, as a rule, on the local market. We quote all dull, \$2.90; half polished, \$3; and all bright, \$3.50.

TIN—Trade is not large and the ruling quotation is 31 to 31½c. per lb. The outside markets are dull and lower.

TINPLATES—The demand continues good, with prices firm. Local stocks are considered to be at the lowest point for some years. I. C. is unchanged at \$4.75 per box.

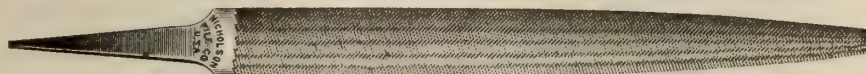
TINNED SHEETS—Trade is just fair. We still quote 28-gauge at 8½c. per lb.

COPPER—A small trade is being experienced in ingot copper and a good trade in sheet copper. We quote ingot at 17¾c., bars at 23 to 25c., sheet at 24 to 24½c., and planished at 32c.

FILES

7 FACTORIES
10 BRANDS

RASPS



NICHOLSON FILE CO., Providence, R.I., U.S.A.

BRITISH PLATE GLASS COMPANY, Limited.

Established 1773

Manufacturers of **Polished, Silvered, Bevelled, Chequered, and Rough Plate Glass.** Also of a durable, highly-polished material called "**MARBLLETTE**," suitable for Advertising Tablets, Signs, Facias, Direction Plates, Clock Faces, Mural Tablets, Tombstones, etc. This is supplied plain, embossed, or with incised gilt letters. **Benders, Embossers, Brilliant Cutters, etc., etc.** Estimates and Designs on application.

Works: Ravenhead, St. Helens, Lancashire. Agencies: 107 Cannon Street, London, E.C.—128 Hope Street, Glasgow—12 East Parade, Leeds, and 36 Paradise Street, Birmingham. Telegraphic Address: "Glass, St. Helens." Telephone No. 68 St. Helens.

FOR SALE—(As Good as New.)

RE-LAYING RAILS

1,200 tons 56. rail and fastenings.
120 tons 65. " " "
20 tons 14. " " "

Prompt Deliveries.

Also a Complete Stock of Track Supplies.

SESSENWEIN BROS., 101 Shannon Street, MONTREAL.

Globe Brand **FILES AND RASPS** Warranted.



FINEST MATERIAL. SUPERIOR WORKMANSHIP. LOWEST PRICES.

Our production is more than double that of all the other Canadian manufacturers combined.

For sale by all prominent hardware merchants throughout the Dominion.

Walter Grose, Montreal,
Sole Selling Agent.

THE GLOBE FILE MFG. CO.
PORT HOPE, ONT.

BRASS—Trade is fair and discount on rod and sheet 10 per cent.

SOLDER—A fair trade is being done. We quote: Half-and-half, guaranteed, 19½c.; ditto, commercial, 19c.; refined, 18½c., and wiping, 17c.

IRON PIPE—There was a slightly demoralized feeling in regard to iron pipe on the local market for a day or two this week. On account of some cutting in prices, one of the firms withdrew from the association, and some very low figures were immediately quoted by other houses. As we go to press, however, we understand that the difficulty has been adjusted, and that the prices as quoted by us are again ruling. The pipe market generally is firm, and there have been further advances in the United States.

LEAD—There is a little more doing. Prices are unchanged at 4¼ to 4½c. per lb.

ZINC SPELTER—Trade continues quiet. We quote 5½ to 6c. per lb.

ZINC SHEETS—The demand is good. We quote ¼c. lower at 6c. for cask lots and 6¼c. for smaller quantities.

ANTIMONY—A slightly improved demand is to be noted. Prices are unchanged at 10½ to 11c. per lb.

PAINTS AND OILS.

While there is little doing, the demand shows some improvement over last week.

Most of the jobbing houses have their travellers in during the Exhibition. It is anticipated that many buyers will be in town next week, and that the majority of these will combine business with pleasure. White lead is easy since the decline of 25c. made some days ago. The paris green season is over. Linseed oil is easy and has been reduced 2c. in price. Turpentine is also 1c. lower. Gum shellac is much firmer. We quote:

WHITE LEAD—Ex Toronto, pure white lead, \$6.12½; No. 1, \$5.75; No. 2, \$5.37½; No. 3, \$5.00; No. 4, \$4.62½; genuine dry white lead in casks, \$5.12½.

RED LEAD—Genuine, in casks of 560 lb., \$5.25; ditto, in kegs of 100 lb., \$5.50; No. 1, in casks of 560 lb., \$4.50; ditto, kegs of 100 lb., \$4.75.

LITHARGE—Genuine, 6¼ to 6½c.

ORANGE MINERAL—Genuine, 7½ to 8c.

WHITE ZINC—Genuine, French V.M., in casks, \$7 to \$7.25; Lehigh, in casks, \$6.

PARIS WHITE—90c. to \$1 per 100 lb.

WHITING—65c. per 100 lb.; Gilders' whiting, 80c.

GUM SHELLAC—In cases, 22c.; in less than cases, 25c.

PUTTY—Bladders, in bbls., \$2.10; bladders, in 100 lb. kegs, \$2.25; bulk in bbls., \$1.90; bulk, less than bbls. and up to 100

lb., \$2.05; bladders, bulk or tins, less than 100 lb., \$2.90.

PLASTER PARIS—New Brunswick, \$1.90 per bbl.

PUMICE STONE — Powdered, \$2.50 per cwt. in bbls., and 4 to 5c. per lb. in less quantity; lump, 10c. in small lots, and 8c. in bbls.

LIQUID PAINTS—Pure, \$1.20 to \$1.30 per gal.

CASTOR OIL — English, in cases, 9½ to 10c. per lb. and 10 to 10½c. for single tins.

LINSEED OIL—Raw, 1 to 4 barrels, 84c.; boiled, 87c.; 5 to 9 barrels, raw, 83c.; boiled, 86c., delivered. To Toronto, Hamilton, Guelph and London, 2c. less.

TURPENTINE—Single barrels, 55c.; 2 to 4 barrels, 54c., delivered. Toronto, Hamilton and London 1c. less. For less quantities than barrels, 5c. per gallon extra will be added, and for 5-gallon packages, 50c., and 10-gallon packages, 80c. will be charged.

GLASS.

The shipments coming to hand are decidedly meagre, but though prices are now locally below the basis charged in Belgium, dealers are not likely to make an advance for fear of checking the consumption, which is good for this time of the year. We quote as follows: Under 26 in., \$4.15 26 to 40 in., \$4.45; 41 to 50 in., \$4.85; 51 to 60 in., \$5.15; 61 to 70 in., \$5.50; double diamond, under 26 in., \$6; 26 to 40 in., \$6.65; 41 to 50 in., \$7.50; 51 to 60 in., \$8.50; 61 to 70 in., \$9.50, Toronto, Hamilton and London. Terms, 4 months or 3 per cent. 30 days.

OLD MATERIAL.

A fair demand is reported. Prices are unchanged. We quote jobbers' prices as follows: Agricultural scrap, 60c. per cwt.; machinery cast, 60c. per cwt.; stove cast, 40c.; No. 1 wrought 50c. per 100 lb.; new light scrap copper, 12c. per lb.; bottoms, 11c.; heavy copper, 12½c.; coil wire scrap, 12½c.; light brass, 7c.; heavy yellow brass, 10c. heavy red brass, 10½c.; scrap lead, 2¾c.; zinc, 2c.; scrap rubber, 6½c.; good country mixed rags, 65 to 75c.; clean dry bones, 40 to 50c. per 100 lb.

HIDES, SKINS AND WOOL.

HIDES—There is a good supply, but offerings are readily absorbed. We quote as follows: Cowhides, No. 1, 7½c.; No. 2, 6½c.; No. 3, 5½c. Steerhides are worth 1c. more. Cured hides are quoted at 8½ to 9c.

SKINS — Lambskins and pelts are steady at last week's advance. There is no other change. We quote: No. 1 veal, 8-lb. and up, 9c. per lb.; No. 2, 8c.; dekins, from 55 to 60c.; culls, 20 to 25c.; sheepskins, 90c. to \$1; lambs and pelts, 40c.

WOOL—There is a good demand, but at low figures. Our quotations are: Combing fleece, washed, 12 to 12½c., and unwashed, 7½ to 8c.

COAL.

The 10c. rebate offered during August will not be given during September. Dealers are behind with their August orders. We quote at international bridges: Grate, \$4.75 per gross ton; egg, stove and nut, \$5 per gross ton.

PETROLEUM.

Prices are ½c. higher. The demand is improving as the days lengthen. We quote: Pratt's Astral 16½ to 17c. in bulk (barrels, \$1 extra); American water white, 17 to 17½c. in barrels; Photogene, 16 to 16½c.; Sarnia water white, 15½ to 16c. in barrels; Sarnia prime white, 14½ to 15c. in barrels.

MARKET NOTES.

The rebate of 10c. offered on coal during August will not be given during September.

Petroleum is ½c. higher.

Cut nails are 10c. per keg higher.

The discounts on both pieced ware and on copper ware are lower.

The discount on pressed spikes has been reduced to 22½c.

H. S. Howland, Sons & Co. are in receipt of a shipment of husking pins.

ANOTHER HARDWARE COMBINE.

The marriage of Mr. J. M. Lynch, well known by the name of "Judge," one of the office staff of Lewis Bros., Montreal, to Miss A. Sonne, also employed in the same establishment, took place on Thursday morning last, August 29. A few days previous to the happy event the staff gathered together and took advantage of the occasion to present the fortunate two with a well-filled purse. Mr. and Mrs. Lynch left for the West on their honeymoon trip. HARDWARE AND METAL extends congratulations and best wishes for a happy future.

Burglars secured \$300 worth of goods in Ketchum & Co.'s hardware store, Ottawa, on Sunday night.

Reforms in Railway Travel.

A World reporter met a prominent business man yesterday who spends a great deal of his time between Toronto and Montreal. Said he:

"A revolution has been effected as between Toronto and Montreal by the Grand Trunk Railway in connection with the fast express, the International Limited, both ways, between the two cities."

"How is that?" inquired The World.

"In this way, that there are now lots of business men who spend a day, or a portion of it, in one city and the next day, or a portion of it, in the other, and who spend only one night on the train. For instance, I am in Montreal, say, this Monday night, and take the 10.30 train for Toronto, arriving here at 7.15 a.m. I go to a hotel and have breakfast by 8, and from 8 to 11.15 a.m. I have a business conference with two or three men in Toronto I have especially come to see, and then take the International Limited at 11.30 and pull into Bonaventure Station, Montreal, at 7 o'clock sharp that evening. I can sleep in Montreal that night in my own home, if I have my home there, or I can return to Toronto and be here next morning. Or, going the other way, I can leave Toronto at night and be in Montreal in the morning, have some time for business and be back in Toronto at 4.15 in the afternoon, although this latter train is not so good for the purpose as the other one. What the whole thing goes to show is that a man can now do business in Montreal or Toronto with a day and a night trip instead of a one day and two nights trip. The new way is cheaper it saves time and it gives a man an extra night in his own bed."

Continuing, the same gentleman said: "It is a remarkable fact that railways like the Grand Trunk can now run from 50 to 60 miles an hour without trouble. Fast trains early in the morning or late at night will knock a large amount of night travel between cities separated by three or four hundred miles into a cocked hat, and people will make the trip in five or six hours, either early in the morning or late at night, or one journey at night and one by day, and in that way save at least one sleeping-car fare. For instance, journeys between New York and Chicago will, for some time at least, still involve a night on the train, and so will between Toronto and Halifax, but more and more there is a large class of travellers who want to go from Toronto to Montreal, Montreal to New York, or Toronto to New York, or Toronto to Chicago without taking a sleeper, and the new class of 50-mile an hour trains will enable them to do this. The Grand Trunk's International Limited is the first of this class of train to appear in Canada, and it has met with splendid recognition from the travelling public."—Toronto World.

TRAVELLER WANTED.

HARDWARE TRAVELLER, MUST HAVE GOOD connection in Toronto and west to Windsor. State experience. Box 61, CANADIAN HARDWARE AND METAL, Toronto, Ont. (35)

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BUSINESS CHANGES.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

WALTER H. LINDSAY, general merchant, Milton, Ont., has assigned to Hugh Campbell.

The landlord is in possession of The Andre Arms and Cycle Co., Winnipeg.

J. E. Verret, general merchant, Becancour, Que., has assigned to Lamarche & Benoit.

McGowan & Co., general merchants Delhi, Ont., have assigned to Ernest A. Lye.

W. McPherson, general merchant, Williamstown, Que., has assigned to T. C. Fitzgerald.

Lamarche & Benoit have been appointed curators of J. L. Hould, general merchant, Gentilly, Que.

Winters & Stirling, general merchants, Elva, Man., have assigned to C. H. Newton, Winnipeg.

The mortgagee is in possession of the Leduc Mercantile Co., general merchants, Leduc, N.W.T.

Hebert Gedion, manufacturer of threshing machines, St. Gregoire, Que., has assigned to Gagnon & Caron.

Louis Dana, hardware dealer, Sydney, N.S., has assigned to Hugh Ross in trust for the benefit of his creditors.

The Handy Crate Co., manufacturers of baskets, etc., Burlington, Ont., have assigned to C. S. Scott, Hamilton, Ont.

A meeting of the creditors of the estate of James E. Sprague, general merchant, Regina, N.W.T., was held this week.

John Murphy, general merchant, Sturgeon Falls, Ont., has assigned to Henry W. Gill, and a meeting of his creditors has been held.

PARTNERSHIPS FORMED AND DISSOLVED.

Owens & Williams, blacksmiths, Vancouver, B.C., have dissolved.

Kelly Bros., general merchants, Mallorytown, Ont., have dissolved. John Kelly continues.

Vogt & Sawatzky, hardware dealers, Plum Coulee, Man., have dissolved, and Peter Vogt continues.

Anderson & Elder, general merchants, Blyth, Ont., are about dissolving. James Anderson will continue.

SALES MADE AND PENDING.

Smith & Climie, general merchants, Wyoming, Ont., have sold out.

The assets of V. Leblanc & Co., general merchants, Hull, Que., have been sold.

The stock of W. T. Fleming, general merchant, Melrose, Ont., has been sold.

Henry Jacobi, harness dealer, Hensall, Ont., is advertising his business for sale.

James Hislop, general merchant, Cromarty, Ont., has sold out to Mr. Andrews.

John C. Price, general merchant, Ridgetown, Ont., is advertising his business for sale.

The assets of George Potvin, general merchant, St. Gedeon, Que., have been sold.

The stock, etc., of Black & Co., general merchants, Hawkesville, Ont., is advertised for sale.

Smith Bros., stove, hoop and saw millers, Stewart, Ont., are advertising their business for sale.

J. Jackson, blacksmith and general merchant, Parker, Ont., is offering his blacksmith business for sale.

The assets of the estate of George Rendell, coal and wood dealer, London, Ont., are for sale by tender.

The stock of P. Gagnon, general merchant, St. Charles (Bellechasse), Que., has been sold at 45 1/2 c. on the dollar.

CHANGES.

Dagenais & Leonard have registered as carriagemakers, in Montreal.

The Milverton Light & Water Co., Limited, have been incorporated.

The North Shore Powder Company, Limited, have been incorporated.

Bertha McGill, harness dealer, Paisley, Ont., has sold out to James W. Steel.

A. T. Fox, general merchant, Shogomac, N.B., has discontinued business there.

J. T. Mills, general merchant, Minnedosa, Man., has sold out to A. E. French.

McGowan & Co., general merchants, Delhi, Ont., have sold out to J. D. Abraham.

Howard W. Shaw, general merchant, Hawkshaw, N.B., has been succeeded by Fox & Allan.

Mrs. J. A. L. Desaulniers has registered as general agent in Montreal under the style of Desaulniers & Co.

The stock of the estate of J. Daly, general merchant, Strathcona, N.W.T., has been sold to Mrs. Daly.

Alton Bros, dealers in agricultural implements, Sidney, Man., have been succeeded by Beatty & Creasey.

Dame V. Beauchesny has registered under the style of E. Duchesne & Co., saddlers, Shawinigan Falls, Que.

Henry J. Johnstone has sold his interest in the Crow's Nest Trading Co., general merchants, Fernie, B.C., to J. A. Rennie.

FIRES.

The Imperial Oil Co., Limited, Petrolea, Ont., has suffered some loss by fire.

DEATHS.

Geo. Morrison, general merchant, Glen Gyle, Que., is dead.

Joseph Stafford, harnessmaker, St. Marys, Ont., is dead.

Chas. Truman, of Truman Bros., saw millers, Ponoka, N.W.T., is dead.

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TORONTO

HEATING AND PLUMBING

ADVANCED PLUMBING.

THE following is an extract from a paper read by Wm. Paul Gerhard, C.E., at the annual meeting of the School of Health Officers at Burlington, Vt., on July 10, 1901. It will be interesting to plumbers on account of the views expressed on the use of vent pipes, which by many is considered the especial virtue of the modern system of plumbing.

The advanced system of plumbing, which up to the present time has been installed in only comparatively few cases, is chiefly distinguished from the regular, common or double pipe system by reason of its greater simplicity and compactness. The principles of house drainage remain much the same, and the advance consists

CHIEFLY IN THE SIMPLIFICATION,

in greater thoroughness of workmanship and in greater safety. I have for years contended, and a long experience has only confirmed my views, that where plumbing fixtures are located within a short distance of a well ventilated soil or waste line, the special back air pipes can with safety be dispensed with, provided nonsiphoning traps are used under basins, bathtubs and sinks, and provided those types of water closets are used which have a deep water seal.

Some able sanitarians have at various times explained the advantages of the system, and demonstrated that it is safer and more scientific than the complicated double pipe system. In my own practice I use the same by preference wherever I am left untrammelled by the dictates of building or health department regulations.

BACK AIRING VENTS.

The advocates of back airing claim that separate vent pipes are necessary: 1, to prevent traps from being forced by siphonage or back pressure, also to prevent the absorption of gases by the water seal; 2, to aerate the traps and every inch of the branch waste pipes.

The first object can be accomplished safely by methods which are less costly and less complicated, and the second is attained at each discharge of a plumbing fixture whenever the same is in constant use, and constructed so as to be quick emptying and working similar to a flush tank.

Some of the reasons why the back airing of traps should be given up are as follows:

1. Trap vent pipes increase the liability of the seal of S traps being destroyed by

evaporation. While an unvented non-siphoning trap will hold its seal for two months, a back-aired common S trap loses it, according to experiments, in from 4 to 12 days.

2. The system of back venting renders possible the making of dangerous by passes by the blundering of careless or incompetent mechanics.

3. The use of trap vent pipes increases the amount of piping and the number of pipe joints in a house, and in this way the danger of leaks is greatly increased. In any case they cause greater complication without corresponding greater security.

4. Incidentally trap vent pipes increase the cost of plumbing, and the money paid for them to plumbers is spent quite uselessly. A calculation undertaken by a careful investigator showed that the amount of piping is increased by 33 per cent. and the number of pipe joints by 66 per cent. The total cost of a plumbing job is increased by at least 10 per cent., and often even more.

5. Back air pipes are liable to stop up at the crown, or upper bend, of the trap from congealed grease or other semi-solid matter. Then they become inoperative, and hence give a false sense of security. In Cologne, Germany, all back air pipes which an investigating committee had cut open were found choked with either grease or coffee grounds or cobwebs. In St. Paul, Minn., an examination by a plumbing inspector showed that from a total of 23 houses, 12 houses had the vent pipes from kitchen sink traps completely stopped up by congealed grease and particles of vegetable matter or lint from kitchen towels. Of the 11 others, only one house had a sink vent pipe which was perfectly clear and unobstructed, and this was found to be due to the fact that hot water and lye were used once a month in the pipes. In 7 out of the 11 houses a soft, slimy substance was found adhering to the interior of the vent pipes for 2 or 3 inches above the crown of the trap, and, in the other three, the vents were partially stopped up. The vent from the S trap under the kitchen sink in my own house had been partially stopped up five times in 10 years, and would, doubtless, have become entirely stopped up before the end of this period if I did not have same cleaned once a year. In the northern latitudes, where soil and vent pipes above the roof may become closed by frost, traps will readily be siphoned under such conditions.

6. The trap vent pipe, if placed much below the trap seal, does not protect the pipe against self-siphonage or loss of seal by momentum. This is a point to which very little attention has been paid.

7. Non-siphoning traps with more than the ordinary depth of seal are particularly desirable where the mouth of the soil pipe and, through it, the seal of traps is exposed to the action of boisterous winds, as, for instance, near the top of buildings, the winds causing such an agitation in the trap water as to make the ordinary S trap lose its seal by degrees.

Mr. Putnam, a well-known architect of Boston, who has given a great deal of attention to sanitary drainage, calls the trap vent law "one of the

MOST UNFORTUNATE

and burdensome building laws ever inflicted upon the people, and an imposition upon the public."

An English expert on drainage called "a diagram of house plumbing, protected by ventilation pipes as prescribed by most American authorities, a bewildering nightmare of complicated ingenuity," to which statement many of you will doubtless heartily assent. [The lecturer here again referred to the diagram illustrating a house drainage system with back-air pipes.]

The fact is, S traps with vents

ARE PERFECTLY SAFE ONLY

if the vent pipes are of sufficient area; if they are not of too great length; if there are no sudden bends and not too many of them; if they are free and unobstructed, and if their fixture is used every day. The conclusion is therefore inevitable that, as ordinarily arranged, vent pipes are "useless complications."

I wish that time would permit me to make a more elaborate comparison between the two methods, in order to impress upon you the important fact that the improved and simplified system is far superior to the one commonly required by rules and regulations. [Here the lecturer explained a wall diagram showing the advanced system of plumbing.] That the present tendency in plumbing work is toward

AN UNDUE COMPLICATION

of the work no one can deny, and it would seem to me that this is a particularly fit

SITUATION VACANT.

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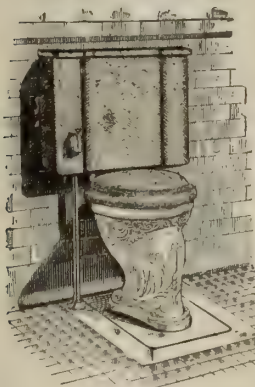
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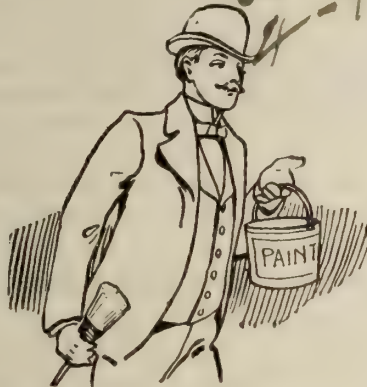
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and a nice profit in them, too, when he can sell them at a dollar a gallon. A farmer won't put paint at a dollar fifty on his barn, and he doesn't need to, but he will at a dollar, and he wants nothing better either. Nine colors.

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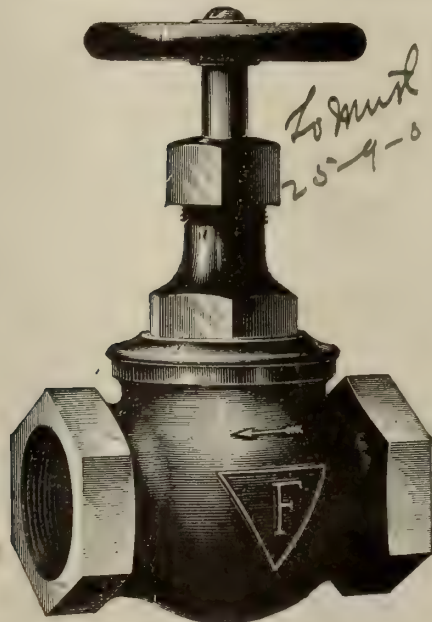


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It consists of a "**VULCANIZED**" asbestos ring permanently fixed in a metal holder. The highly elastic "Vulcabs-ton" saves the seat of the valve from injury by closing around any particle of scale which may be caught between the seat and the Disc while the valve is being shut.

The metal supports it, and is the means of its attachment to the spindle.

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THE FAIRBANKS COMPANY

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- Montreal.

occasion, by recalling the superiority of the simpler system, to make a plea for the revision of municipal plumbing regulations. To the health officers of those towns or cities which are about to make plumbing regulations I suggest that the better way is to make it at least optional with the architect or owner of a building whether he will choose the common, or regular, system with double piping, and incur an unnecessary expense, or use the advanced, improved, simplified and safer method.

I am more than ever convinced that "the one-pipe system," as I have sometimes called it, is the coming system, and that within the next few years even the rules and regulations of our larger cities will be amended accordingly. In my judgment, a plumbing regulation requiring the use of traps with antisiphoning properties and with a considerable depth of seal would tend to secure much safer and better work than the majority of the present rules. For the thriving rural communities of your own State I can, without the slightest hesitation, advise the adoption of the advanced plumbing system on account of its greater simplicity, safety and economy.

PLUMBERS DID NOT PLAY BALL.

The fourth match between the Master Plumbers' Association and the Plumbers' Supply Men was not played on Saturday, as, owing to a misunderstanding, many of the players, especially of the supply men's team, did not turn out. It is not likely that another game will be played this season, so the boys are now saying: "Just wait till next season, we'll give you a proper trimming then!"

SOME BUILDING NOTES.

E. R. Mogg is building a brick block in West Lorne, Ont.

R. E. Smith is building a new house on Canal street, Tilbury, Ont.

The erection of a new school building in Rossland, B.C., has been started.

James Scott will build a house for himself on Market street, Hamilton, this fall.

The corner stone of a new Presbyterian church was laid in Allandale, Ont., a few days ago.

The corner stone of a new Methodist church was laid in Rosser, Man., on Monday, last week.

A Methodist church is being built at Virden, Man. The corner stone was laid on Thursday, last week.

A building boom is expected in Winnipeg next summer. It is estimated that \$2,000,000 will be spent in building operations there during the next 12 or 14 months.

BUILDING PERMITS ISSUED.

Building permits have been issued in Toronto to C. Bond for an \$1,800 dwelling on Indian road; to Mrs. Lucinda Clusby, for two \$1,000 residences on Wyatt avenue; to James Wright, for \$2,000 additions to 205 Wright avenue; to the Separate School Board, for \$5,200 additions to school on Sackville street, near King; to Thomas Wright, for a \$2,800 dwelling on Roxborough avenue, near Avenue road; to Mrs. Susie Pringle, for two \$2,000 residences at 142 and 144 St. Helen's avenue; E. R. Wood, for a \$19,000 dwelling in Queen's Park, near Bloor street; to John E. Hoare, for a \$3,000 brick residence on Howland avenue, near Barton avenue.

THOMAS CAMPBELL DEAD.

On Sunday morning, Mr. Thomas Campbell, plumber, St. John, was attacked by a violent pain in his side while walking along the street, and, although he was at once removed to his boarding-house and medical aid summoned, he died within an hour.

Mr. Campbell was born in St. John in 1834. He was apprenticed at an early age to learn the plumber's trade, completing his instruction in Boston. He began business for himself about 30 years ago, since when he has been uniformly successful, at all times keeping up with modern improvements in all branches of his business. Among the many important jobs completed

under his charge was the plumbing and fitting of the new high school building. Mr. Campbell was popular among his brother plumbers, and was for several years the president of the Master Plumbers' Association of St. John.

Owing to his splendid physique, Mr. Campbell was a well-known figure in St. John. He was a man of exemplary habits and never experienced a day's illness until the attack which resulted in his death. He was unmarried, but leaves a brother, Hugh Campbell, of Boston, Mass, and one sister, Mrs. James McPartland, of St. John.

PLUMBING AND HEATING CONTRACTS.

Fiddes & Hogarth, Toronto, have contracts for the plumbing and heating in a building on King street west for The H. A. Wilson Co., Limited; in a house on Berkeley street for Albert Johnson, and for plumbing in two houses on Delaware avenue for A. M. Cockburn; one on Walker avenue for Capt. Trigge; three on Queen street east for Messrs. Booth, Hutchison & Kent; one on Balsam avenue for A. W. White; one on Berkeley street for R. Tew, and two on Ontario street for Chas. Marriott.

PLUMBING AND HEATING NOTES.

Larose & Fils have registered as contractors in Montreal.

The Bradford, Ont., Gas Co., Limited, have been incorporated.

Chartier & Rebin, contractors, Montreal, have dissolved partnership.

R. E. Gillespie & Co. have registered as contractors in Westmount, Que.

The Canboro' Natural Gas Co., Limited, Canboro', Ont., have been incorporated.

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B. B. Caps Dom. 50 and 5 per cent.
Rim Fire Pistol, dis. 40 p. c. Amer.
Rim Fire Cartridges, Dom., 50 and 5 p. c.
Central Fire Pistol and Rifle, 10 p. c. Amer.
Central Fire Cartridges, pistol sizes, Dom. 30 per cent.
Central Fire Cartridges, Sporting and Military, Dom., 15 and 5 per cent.
Central Fire, Military and Sporting, Amer. add 5 p. c. to list. B.B. Caps, discount 40 per cent. Amer.
Loaded and empty Shells, "Trap" and "Dominion" grades, 25 per cent. Rival and Nitro, 10 p. c. advance on list.
Brass Shot Shells, 55 per cent.
Primers, Dom., 30 per cent.

Wads. per lb.
Best thick white felt wadding, in 3/4-lb. bags..... 1 00
Best thick brown or grey felt wads, in 1/2-lb. bags..... 70
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges..... 0 99
Best thick white card wads, in boxes of 500 each, 10 gauge..... 0 35
Best thick white card wads, in boxes of 500 each, 8 gauge..... 0 55
Thin card wads, in boxes of 1,000 each, 12 and smaller gauges..... 0 20
Thin card wads, in boxes of 1,000 each, 10 gauge..... 0 25
Thin card wads in boxes of 1,000 each, 8 gauge..... 0 25
Chemically prepared black edge grey cloth wads, in boxes of 250 each—
11 and smaller gauge..... Per M. 0 60
9 and 10 gauges..... 0 70
7 and 8 gauges..... 0 90
5 and 6 gauges..... 1 10
Superior chemically prepared pink edge, best white cloth wads, in boxes of 250 each—
11 and smaller gauge..... 1 15
9 and 10 gauges..... 1 40
7 and 8 gauges..... 1 65
5 and 6 gauges..... 1 90

Adzes.

Discount, 20 per cent.
Anvils.
Wright's, 80-lb. and over..... 0 10 3/4
Hay Budden, 80-lb. and over..... 0 09 1/4
Brook's, " " " "..... 0 11 1/4

Augers.

Gilmour's, discount 65 and 5 p. c. off list.
Axes.
Chopping Axes
Single bit, per doz..... 5 50 10 00
Double bit, " " " "..... 11 00 18 00
Bench Axes, 40 p. c.
Broad Axes, 33 1/2 per cent.
Hunters' Axes..... 5 50 6 00
Boy's Axes..... 5 75 6 75
Splitting Axes..... 6 50 12 00
Handled Axes..... 7 00 10 00

Axe Grease.

Ordinary, per gross..... 5 75 6 00
Best quality..... 13 00 15 00

Bath Tubs.

Zinc..... 6 00
Copper, discount 15 p. c. off revised list

Baths.

Standard Enameled..... 25 00
5 1/2-inch rolled rim, 1st quality..... 21 00

Anti-Friction Metal.

"Tandem" A..... per lb. 0 27
" " B..... " " 0 21
" " C..... " " 0 11 1/2
Magnolia Anti-Friction Metal, per lb. 0 25
Frictionless metal, per lb. 0 23
SYRACUSE SMELTING WORKS.
Aluminum, genuine..... 0 45
Dynamo..... 0 29
Special..... 0 25
Aluminum, 99 p. c. pure "Syracuse"..... 0 50

Bells.

Hand.
Brass, 60 per cent.
Nickel, 55 per cent.

Cow.

American make, discount 68 1/2 per cent.
Canadian, discount 45 and 50 per cent.

Door.

Gongs, Sargent's..... 5 50 8 00
" Peterboro', discount 45 per cent.

Farm.

American, each..... 1 25 3 00
House.

American, per lb.

House..... 0 35 0 40
Bellows.
Hand, per doz..... 3 35 4 75
Moulders, per doz..... 7 50 10 00
Blacksmiths, discount 40 per cent.

Belting.

Extra, 60, 10 and 5 per cent.
Standard, 70 per cent.
No. 1, 70 and 10 p. c.

Bits.

Auger.
Gilmour's, discount 60 and 5 per cent.
Rockford, 50 and 10 per cent.
Jennings' Gen., net list.

Car.

Gilmour's, 47 1/2 to 50 per cent.
Expansive.
Clark's, 40 per cent.

Gimlet.

Clark's, per doz..... 0 65 0 90
Diamond, Shell, per doz..... 1 00 1 50
Nail and Spike, per gross..... 2 25 5 20

Blind and Bed Staples.

All sizes, per lb..... 0 07 1/2 0 12

Bolts and Nuts.

Carriage Bolts, full square, Norway..... 65
" " full square..... 65
Common Carriage Bolts, all sizes..... 60
Machine Bolts, all sizes..... 60
Coach Screws..... 70
Sleigh Shoe Bolts..... 72 1/2
Blank Bolts..... 60
Bolt Ends..... 62 1/2
Plough Bolts..... 60
Nuts, square..... 4 c. off
Nuts, hexagon..... 4 1/4 c. off
Tire Bolts..... 67 1/2
Stove Bolts..... 67 1/2
Stove rods, per lb..... 5 1/2 to 6 c.
Nuts, in 50 lb. lots 1 1/4 c. per lb extra, in less than 50 lb. lots, 1/2 c. extra.

Boot Calks.

Small and medium, ball, per M..... 4 25
Small heel, per M..... 4 50

Bright Wire Goods.

Discount..... 61 1/2 per cent.

Broilers.

Light, dis., 65 to 67 1/2 per cent.
Reversible, dis., 65 to 67 1/2 per cent.
Vegetable, per doz., dis. 37 1/2 per cent.

Butchers' Cleavers.

German, per doz..... 6 00 11 00
American, per doz..... 12 00 20 00

Building Paper, Etc.

Plain building, per roll..... 0 30
Tarred lining, per roll..... 0 40
Tarred roofing, per 100 lb..... 1 65
Coal Tar, per barrel..... 3 50
Pitch, per 100-lb. ton..... 0 85
Carpet felt, per ton..... 45 00

Bull Rings.

Copper, \$2.00 for 2 1/2 in. and \$1.90 for 2 in.

Butts.

Wrought Brass, net revised list
Cast Iron.

Loose Pin, dis.

Loose Pin, dis. 60 per cent.
Past Joint, dis. 65, 10 and 2 1/2 per cent.
Loose Pin, dis. 65, 10 and 2 1/2 per cent.
Berlin Bronzed, dis. 70, 70 and 5 per cent.
Gen. Bronzed, per pair..... 0 40 0 65

Carpet Stretchers.

American, per doz..... 1 00 1 50
Bullard's, per doz..... 6 50

Castors.

Bed, new list, dis. 55 to 57 1/2 per cent.
Plate, dis. 52 1/2 to 57 1/2 per cent.

Cattle Leaders.

Nos. 31 and 32, per gross..... 8 50 9 50

Cement.

Canadian Portland..... 2 50 2 80
English..... 3 00
Belgian..... 2 50 2 75
Canadian hydraulic..... 1 25 1 50

Chalk.

Carpenters Colored, per gross..... 0 45 0 75
White lump, per cwt..... 0 60 0 65
Red..... 0 05 0 06
Crayon, per gross..... 0 14 0 18

Chisels.

Socket, Framing and Firmer.
Broad's, dis. 70 per cent.
Warnock's, dis. 70 per cent.
P. B. & W. Extra 60, 10 and 5 p. c.

Churns.

Revolving Churns, metal frames—No. 0, \$8—No. 1, \$8.50—No. 2, \$9.00—No. 3, \$10.00—No. 4, \$12.00—No. 5, \$16.00 each. Ditto, wood frames—20c. each less than above.

Discounts: Delivered from factories, 58 p. c.; from stock in Montreal, 56 p. c. Terms, 4 months or 3 p. c. cash in 30 days.

Closets.

Plain Ontario Syphon Jet..... \$16 00
Emb. Ontario Syphon Jet..... 17 00
Fittings net..... 1 00
Plain Teutonic Syphon Washout..... 10 00
Emb. Teutonic Syphon Washout..... 11 00
Fittings net..... 1 25
Low Down Teutonic, plain..... 16 00
" " embossed..... 17 00
Plain Richelieu net..... 3 75
Emb. Richelieu net..... 4 00
Fittings net..... 1 25
Low Down Ont. Sy. Jet, plain net..... 19 50
" " emb'd net..... 20 50
Basins, round, 14 in..... 1 00
" " oval, 17 x 14 in..... 2 50
" " 19 x 15 in..... 3 75
Discount 40 p. c. except on net figures.

Compasses, Dividers, Etc.

American, dis. 62 1/2 to 65 per cent.

Cradles, Grain.

Canadian, dis. 25 to 33 1/2 per cent.

Crosscut Saw Handles.

S. & D., No. 3, per pair..... 17 1/2
" " " "..... 22 1/2
" " " "..... 15
Boynton pattern " "..... 20

Door Springs.

Torrey's Rod, per doz..... (15 p. c.) 2 00
Coil, per doz..... 0 88 1 60
English, per doz..... 2 00 4 00

Draw Knives.

Coach and Wagon, dis. 50 and 10 per cent.
Carpenters, dis. 70 per cent.

Drills.

Hand and Breast.
Miller's Falls, per doz. net list.
DRILL BITS.
Morse, dis., 37 1/2 to 40 per cent.
Standard, dis. 50 and 5 to 55 per cent

Faucets.

Common, cork-lined, dis. 35 per cent.
E.L.BOWS. (Stovepipes.)
No. 1, per doz..... 1 40
No. 2, per doz..... 1 20
Bright, 20c. per doz. extra.

ESCUTCHEONS.

Discount, 45 per cent.

ESCUTCHEON PINS.

Iron, discount 40 per cent.

FACTORY MILK CANS.

Discount off revised list, 40 per cent.

FILES AND RASPS.

Great Western..... 75 and 5 per cent.
Disston..... 70 " 10 "
Arcade..... 75 " 5 "
Kearney & Foot..... 70 " 10 "
American..... 75 " 5 "
McClellan..... 70 " 5 "
Eagle..... 70 10 and 5 "
Nicholson..... 70 " 10 "
Heller..... 60 " 10 "
J. Barton Smith..... 75 " 5 "
Royal & Keystone 80 p. c. and 80 and 10 p. c.
Black Diamond, 60 to 60 and 10 per cent.
Jowitt's, English list, 25 to 27 1/2 per cent.

FORKS.

Hay, manure, etc., dis., 50 and 10 per cent. revised list.

GLASS—Window—Box Price.

Star D. Diamond
Size United Per Per Per Per
Inches. 50 ft. 100 ft. 50 ft. 100 ft.

Under 26..... 2 15 4 15 6 00
26 to 40..... 2 30 4 45 6 60
41 to 50..... 4 85 7 50
51 to 60..... 5 15 8 50
61 to 70..... 5 50 9 50
71 to 80..... 6 00 10 50
81 to 85..... 6 50 11 75
86 to 90..... 14 00
91 to 95..... 15 50
99 to 100..... 18 00

HALTERS.

Rope, 3/8 per gross..... 9 00
" 1/2 " " " "..... 14 00
Leather, 1 in., per doz..... 3 87 1/2 4 00
" 1 1/4 in., " " " "..... 5 15 5 20
Web, — per doz..... 1 87 2 45

HAMMERS.

Maydole's, dis. 5 to 10 per cent. Can. dis.
25 to 27 1/2 per cent.

HAIR.

Magnetic, per doz..... 1 10 1 20
Sledge..... 0 07 1/2 0 08 1/2
Canadian, per lb..... 0 07 1/2 0 08 1/2
English and Can., per lb..... 0 22 0 25

HANDLES.

Axe, per doz. net..... 1 50 2 00
Store door, per doz..... 1 00 1 50
Fork.
C. & B., dis. 40 per cent. rev. list.
Hoe.
C. & B., dis. 40 per cent. rev. list.
Saw.
American, per doz..... 1 00 1 25
American, per gross..... 3 15 3 75
Hammer and Hatchet.
Canadian, 40 per cent.
Cross-Cut Saws.
Canadian, per pair..... 0 13 1/2 doz. pairs.
HANGERS.
Steel barn door..... 5 85 6 00
Stearns, 4 inch..... 5 00
" 5 inch..... 6 50
Lane's covered—
No. 11, 5-ft. run..... 8 40
No. 11 1/2, 10-ft. run..... 10 80
No. 12, 10-ft. run..... 12 60
No. 14, 15-ft. run..... 21 00
Lane's O.N.T. track, per foot..... 4 1/2

HARVEST TOOLS.

Discount, 50 and 10 per cent.

HATCHETS.

Canadian, dis. 40 to 42 1/2 per cent.

HINGES.

Blind, Parker's, dis. 50 and 10 to 60 per cent.
Heavy T and strap, 4-in., per lb..... 0 06 1/2
" " 5-in., " " " "..... 0 06 1/2
" " 6-in., " " " "..... 0 06
" " 8-in., " " " "..... 0 05 1/2
" " 10-in., " " " "..... 0 05 1/2

Light T and strap, dis. 65 and 5 per cent.
Screw hook and hinge—
6 to 10 in., per 100 lbs..... 3 90
12 in. up, per 100 lbs..... 3 00
Per gro. pairs.
Spring..... 12 00

HOES.

Garden, Mortar, etc., dis. 50 and 10 p. c.
Planter, per doz..... 4 00 4 50

HOLLOW WARE.

Discount..... 45 and 5 per cent

HOOKS.

Cast Iron.
Bird Cage, per doz..... 0 50 1 10
Clothes Line, per doz..... 0 27 0 63
Harness, per doz..... 0 72 0 88
Hat and Coat, per gross..... 1 00 3 00
Chandelier, per doz..... 0 50 1 00

Wrought Iron.

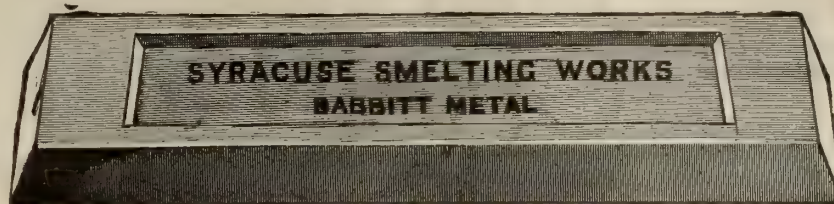
Wrought Hooks and Staples, Can., dis. 47 1/2 per cent.

Wire.

Hat and Coat, discount 45 per cent.
Belt, per 1,000..... 0 60
Screw, bright, dis. 55 per cent.

Use Syracuse Babbitt Metal

IT IS THE
BEST MADE.



For
Paper and Pulp
Mills, Saw and
Wood Working
Machinery, Cotton
and Silk Mills,
Dynamoes, Marine
Engines, and all
kinds of
Machinery
Bearings.

Wire, Triangular and Bar Solder, Pig Tin, Lead, Ingot Copper, Ingot Brass, Antimony, Aluminum, Bismuth, Zinc Spelter, Phosphor Tin, Phosphor Bronze, Nickle, etc., always in stock.

Factories: { 332 William St., MONTREAL, QUE.
and SYRACUSE, N.Y.

Syracuse Smelting Works

HORSE NAILS.
"C" brand 50 and 7½ p.c. off new list } Oval-
"M" brand 50, 10 and 5 per cent. } head
Countersunk 60 per cent.

HORSESHOES.
F.O.B. Montreal.
No. 2 No. 1.
and and
larger and
smaller.

Iron Shoes. 3 50 3 75
Light, medium, and heavy. 3 50 3 75
Snow shoes. 3 75 4 00
Steel Shoes. 3 60 3 85

Light, medium, and heavy. 3 50 3 75
Featherweight (all sizes). 4 85 4 85
F.O.B. Toronto, Hamilton, London and
Guelph, 10c. per kg. additional.

Toe weight steel shoes. 6 70
Discount, 45 and 5 p.c. off list, June 1899

JAPANNED WARE.
ICE PICKS. 3 00 3 25
Star per doz. 3 00 3 25

KETTLES.
Brass spun, 7½ p.c. dis. off new list. 0 30
Copper, per lb. 0 30
American, 60 and 10 to 65 and 5 p.c.

KEYS.
Lock, Can., dis., 45 p.c.
Cabinet, trunk, and padlock,
Am. per gross. 60

KNOBES.
Door, japanned and N.F., per
doz. 1 50 2 50
Bronze, Berlin, per doz. 3 75 3 25
Bronze Genuine, per doz. 6 00 9 00

Shutter, porcelain, F. & L.
screw, per gross. 1 30 4 00
White door knobs—per doz. 1 25

HAY KNIVES.
LAMP WICKS.
Discount, 50 and 10 per cent.

LANTERNS.
Cold Blast, per doz. 7 00
No. 3 "Wright's" 8 50
Ordinary, with O burner 4 00
Dashboard, cold blast 9 00
No. 0. 5 75

Japanning, 50c. per doz. extra.
LEMON SQUEEZERS.
Porcelain lined, per doz. 2 20 5 60
Galvanized. 1 87 3 85
King, wood. 2 75 2 90
King, glass. 4 00 4 50
All glass. 1 20 1 30

LOCKERS.
Fish, per gross. 1 05 2 50
Chalk. 1 90 7 40
Canadian, dis. 45 p.c.
Russel & Erwin, per doz. 3 00 3 25
Cabinet.

LOCKERS.
English and Am., per doz. 50 6 00
Scandinavian, 1 00 2 40
Eagle, dis. 20 to 25 p.c.
MACHINE SCREWS. Iron and Brass.
Flat head discount 25 p.c.
Round head discount 20 p.c.

MALLETS.
Tinsmiths' per doz. 1 25 1 50
Carpenters' hickory, per doz. 1 25 3 75
Liquor Vitae, per doz. 3 85 5 00
Caulking each. 60 2 00

MATTOCKS.
Canadian, per doz. 5 50 6 50
MEAT CUTTERS.
American, dis. 25 to 30 p.c.
German, 15 per cent.

MILK CAN TRIMMINGS.
Discount, 25 per cent.

NAILS.
Quotations are: Out. Wire.
2 d and 3 d. \$3 55 \$3 85
3 d. 3 20 3 52
4 and 5 d. 2 95 3 35
6 and 7 d. 2 85 3 20
8 and 9 d. 2 70 3 00
10 and 12 d. 2 65 2 95
16 and 20 d. 2 60 2 90
30, 40, 50 and 60 d. (base). 2 55 2 85

Wire nails in carlots are \$2.77½.
Galvanizing 2c. per lb. net extra.
Steel Cut Nails 10c. extra.

Miscellaneous wire nails, dis. 70 and 10 p.c.

Coopers' nails, dis. 30 per cent.
Flour barrel nails, dis. 25 per cent.

NAIL PULLERS. 1 85 3 50
German and American. 1 85 3 50
NAIL SETS.
Square, round, and octagon
per gross. 3 38 4 00
Diamond. 12 00 15 00

NETTING.
Poultry, 55 per cent for McMullen's
OAKUM. Per 100 lb.
Navy. 6 00
U. S. Navy. 7 25

OIL.
Water White (U.S.). 0 16½
Prime White (U.S.). 0 15½
Water White (Can.). 0 15
Prime White (Can.). 0 14

OILERS.
McClary's Model galvan. oil
can, with pump, 5 gal.,
per doz. 10 00
Zinc and tin, dis. 50, 50 and 10.
Copper, per doz. 1 25 3 50
Brass. 1 50 3 50
Malleable, dis. 25 per cent.

GALVANIZED PAIS.
Dufferin pattern pais, dis. 45 p.c.
Flaring pattern, discount 45 per cent.
Galvanized washtubs discount 45 per cent.

PIECED WARE.
Discount 40 per cent. off list, June, 1899.
10-qt. flaring rap buckets, dis. 40 p.c.
6, 10 and 14-qt. flaring pails, dis. 40 p.c.
Creamer cans, dis. 40 p.c.

PICKS.
Per doz. 6 00 9 00
PICTURE NAILS.
Porcelain head, per gross. 1 75 3 00
Brass head. 0 40 1 00

PICTURE WIRE.
Tin and gilt, discount 75 p.c.
PLANES.
Wood, bench, Canadian dis. 50 per cent.
American dis. 50.
Wood, fancy Canadian or American 7½
to 40 per cent.

PLANE IRONS.
English, per doz. 2 00 5 00
PLIERS AND NIPPERS.
Button's Genuine per doz pairs, dis. 37½
40 p.c.
Button's Imitation, per doz. 5 00 9 00
German, per doz. 0 60 2 60

PLUMBERS BRASS GOODS.
Compression work, discount, 60 per cent.
Fuller's work, discount 65 per cent.
Rough stops and stop and waste cocks, dis-
count, 60 per cent.

Jenkins disk globe and angle valves, dis-
count, 55 per cent.
Standard valves, discount, 60 per cent.
Jenkins radiator valves, discount 55 per cent.
" standard, dis., 60 p.c.

Quick opening valves discount, 60 p.c.
No. 1 compression bath cock. 2 00
No. 4. 2 00
No. 7, Fuller's. 2 50
No. 4½. 3 00

POWDER.
Velox Smokeless Shotgun Powder.
100 lb. or less. 0 85
1,000 lb. or more. 0 80
Net 30 days.

PRESSED SPIKES.
Discount 22½ per cent.

PULLEYS.
Hothouse, per doz. 0 55 1 00
Axle. 0 22 0 33
Screw. 0 27 1 00
Awning. 0 35 2 50

PUMPS.
Canadian cistern. 1 80 3 60
Canadian pitcher spout. 1 40 2 10

PUNCHES.
Saddlers, per doz. 1 00 1 85
Conductors. 9 00 15 00
Tinners' solid, per set. 0 00 0 72
" hollow, per uch. 0 00 1 00

RANGE BOILERS.
Galvanized, 3 gallons. 7 60
" 35. 8 25
" 40. 9 50
Copper, 30. 22 00
" 35. 26 00
" 40. 30 00

Discount off Copper Boilers 10 per cent.
RAKES.
Cast steel and malleable, 50, 10 and 5 p.c.
Wood, 25 per cent.

RAZORS.
per doz.
Elliot's. 4 00 18 00
Geo. Butler & Co.'s. 4 00 18 00
Boker's. 7 50 11 00
" King Cutter. 12 50 50 00
Waide & Butcher's. 3 60 10 00
Theile & Quack's. 7 00 12 00

REAPING HOOKS.
Discount, 50 and 10 per cent.

REGISTERS.
Discount, 40 per cent.

RIVETS AND BURS.
Iron Rivets, black and tinned, discount 60
and 10 per cent.
Iron Burrs, discount 55 per cent.
Extras on Iron Rivets in 1-lb. cartons, ½c.
per lb.
Extras on Iron Rivets in ½-lb. cartons, 1c.
per lb.

Copper Rivets & Burrs, 35 and 5 p.c. dis.
and cartons, 1c. per lb. extra, net.
Extras on Tinned or Coppered Rivets
½-lb. cartons, 1c. per lb.

RIVET SETS.
Canadian, dis. 35 to 37½ per cent.

ROPE ETC.
Sisal. Manila.
7-16 in. and larger, per lb. 10½ 13½
" 14½ 14½
" 5-16 in. 11½ 15½
Cotton, 3-16 inch and larger
" 5-32 inch. 21 22½
" ½ inch. 22½ 23½
Russia Deep Sea. 15½ 8
Jute. 8 9½
Lath Yarn. 9½ 10
New Zealand Rope. 10

RULES.
Boxwood, dis. 75 and 10 p.c.
Ivory, dis. 37½ to 40 p.c.

SAD IRONS. per set.
Mrs. Potts, No. 55, polished. 62½
" No. 50, nickel-plated. 67½

SAND AND EMERY PAPER.
Dominion Flint Paper, 47½ p.c. cent.
E & A. sand, 40 and 5 per cent.
Emery, 40 per cent.
Garnet (Rutons), 5 to 10 p.c. advance on list.

SAP SPOUTS.
Bronzed iron with hooks, per doz. 9 50

SAWS.
Hand Disston's, dis. 12½ p.c.
S. & D., 40 per cent.
Crosscut, Disston's, per ft. 35 0 55
S. & D., dis. 35 p.c. on Nos. 2 and 3.
Hack, complete, each. 0 75 2 75
" frame only. 0 75 0 75

SASH WEIGHTS.
Sectional, per 100 lbs. 2 75 3 00
Solid. 2 00 2 25

SASH CORD.
Per lb. 0 23 0 30

SAW SETS.
" Lincoln" and Whiting, per doz. 6 10
Hand Sets, No. 1 Woodyatt (Morrill) 4 25
X-cut sets, No. 3 Woodyatt (Morrill) 9 50

SCALES.
Standard, 45 p.c.
Champion, 65 p.c.
Spring Balance, 10 p.c.
Fairbanks Standard, 35 p.c.
" Dominion, 55 p.c.
" Richelieu, 55 p.c.

SCREW DRIVERS.
Sargent's per doz. 0 65 1 00

SCREWS.
Wood, F. H., bright and steel, 87½ and 10 p.c.
Wood R. H., " dis. 82½ and 10 p.c.
" F. H., brass, dis. 60 and 10 p.c.

Wood, R. H., " dis. 75 and 10 p.c.
" F. H., bronze, dis. 75 p.c.
" R. H. 70 p.c.

Drive Screws, 87½ and 10 per cent.
Bench, wood, per doz. 3 25 4 00
" iron. 4 25 5 75

Set, Case hardened, 60 per cent.
Square Cap, 50 and 5 per cent.
Hexagon Cap, 45 per cent.

SCYTHES.
Per doz, net. 9 00

SCYTHE SNATHS.
Canadian, dis. 45 p.c.

SHEARS.
Bailey Cutlery Co., full nickeled, dis. 60 p.c.
Seymour's, dis. 50 and 10 p.c.

SHOVELS AND SPADES.
Canadian, dis. 40 and 5 per cent.

SINKS.
Steel and galvanized, discount 45 per cent.

SNAPS.
Harness, German, dis. 25 p.c.
Lock, Andrews. 4 50 11 50

SOLDERING IRONS.
1, 1½ lb., per lb. 0 37
2 lb. or over, per lb. 0 34

SQUARES.
Iron, No. 493, per doz. 2 40 2 55
" Mo. 494. 3 25 3 40
Steel, dis. 60, 10 and 5 p.c.
Try and bevel, dis. 50 to 52½ p.c.

STAMPED WARE.
Plain, dis. 75 and 12½ p.c. off revised list
Retinned, dis. 75 p.c. off revised list.

STAPLES.
Galvanized. 3 50 4 00
Plain. 3 25 3 75
Coopers', discount 45 per cent.
Poultry netting staples, 40 per cent.

STOCKS AND DIES.
American dis. 25 p.c.

STONE. Per lb.
Washita. 0 28 0 60
Hindustan. 0 06 0 07
" slip. 0 09 0 09
Labrador. 0 13 0 15
" Axe. 0 15 0 50
Turkey. 0 00 1 50
Arkansas. 0 00 1 50
Water-of-Ayr. 0 00 1 50
Scythe, per gross. 3 50 5 00
Grind, 2 in. 40 to 200 lb. per ton. 25 00
" under 40 lb. 28 00
Grind, under 2 in. thick. 29 00

STOVE PIPES.
5 and 6 inch Per 100 lengths. 7 00
7 inch. 7 50

ENAMELINE STOVE POLISH.
No. 4—3 dozen in case, net cash. \$4 80
No. 6—3 dozen in case, " 8 40

TACKS BRADS, ETC.
Cheese-box tacks, blued. 80 & 12½
Trunk tacks, black and tinned. 85
Carpet tacks, blued. 80 & 15
" tinned. 80 & 20
" (in keel). 40
Cut tacks, blued, in dozens only. 80
" ½ weights. 60
Swedes cut tacks, blued and tinned—
" In bulk. 80 & 10
" In dozens. 75
Swedes, upholsterers', bulk. 85, 12½ & 12½
" brush, blued & tinned, bulk. 70
" gimps, blued, tinned and
japanned. 75 & 12½

Zinc tacks. 35
Leather carpet tacks. 55
Copper tacks. 50
Copper nails. 52½
Trunk nails, black. 65 and 5
Trunk nails, tinned. 65 and 10
Clout nails, blued. 65 and 5
Chair nails. 35
Patent brads. 40
Fine finishing. 40
Lining tacks, in papers. 10

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Double pointed tacks, papers	90 and 10
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English, ass skin, per doz	2 75	5 00
English, Patent Leather	5 50	9 75
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German, per doz	4 75 6 00
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" " 4-ply	0 23 1/2
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Pipe Vise, Hinge, No. 1	3 50
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 Copper wire, 45 and 10 per cent. net cash 30 days, f.o.b. factory.

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No. 6 to 8 gauge	\$2 90
" 9	2 80
" 10	2 87
" 11	2 90
" 12	2 95
" 13	3 15
" 14	3 37
" 15	3 50
" 16	3 65

Other sizes of plain wire outside of Nos. 9, 10, 11, 12 and 13, and other varieties of plain wire remain at \$2.87 base with

extras as before. The prices for Nos. 9' to 13 include the charge of 10c. for oiling. Extras net per 100 lb.: Coppered wire, 60c.—tinned wire, \$2—oiling, 10c.—special hay-baling wire, 30c.—spring wire, \$1—best steel wire, 75c.—bright soft drawn, 15c.—in 50 and 100-lb. bundles net, 10c.—in 25-lb. bundles net 15c.—packed in casks or cases, 15c.—bagging or papering, 10c.

Fine Steel Wire, dis. 17 1/2 per cent. List of extras: In 100-lb. lots: No. 17, \$5—No. 18, \$5.50—No. 19, \$6—No. 20, \$6.65—No. 21, \$7—No. 22, \$7.30—No. 23, \$7.65—No. 24, \$8—No. 25, \$9—No. 26, \$9.50—No. 27, \$10—No. 28, \$11—No. 29, \$12—No. 30, \$13—No. 31, \$14—No. 32, \$15—No. 33, \$16—No. 34, \$17. Extras net—tinned wire, Nos. 17-25, \$2—Nos. 26-31 \$4—Nos. 32-34, \$6. Coppered, 5c.—oiling, 10c.—in 25-lb. bundles, 15c.—in 5 and 10-lb. bundles, 25c.—in 1-lb. hanks, 50c.—in 1/2-lb. hanks, 75c.—in 1/4-lb. hanks, \$1—packed in casks or cases, 15c.—bagging or papering, 10c.

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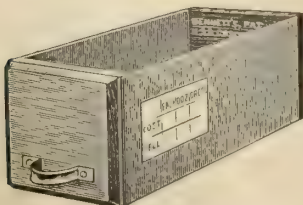
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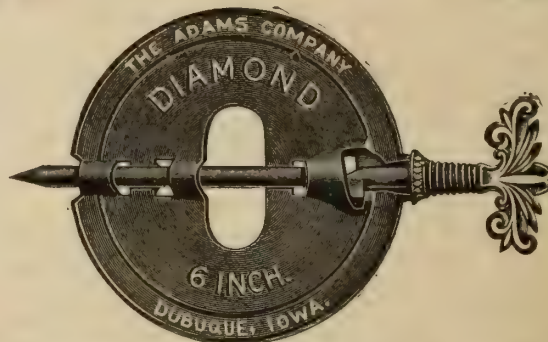
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VOL. XIII.

MONTREAL AND TORONTO, SEPTEMBER 7, 1901.

NO. 36

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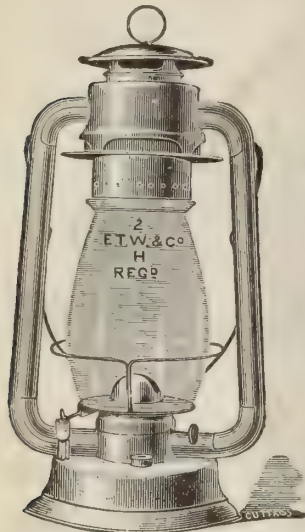
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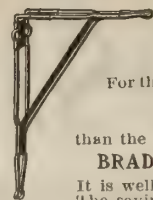
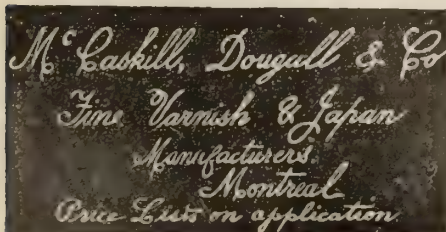


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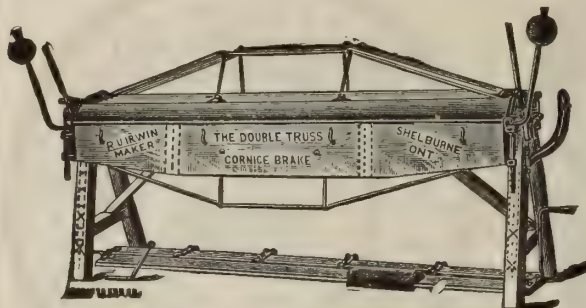


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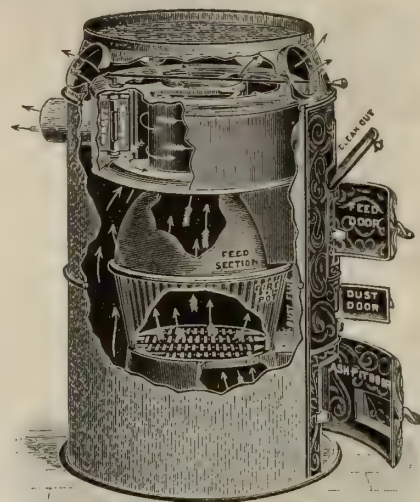
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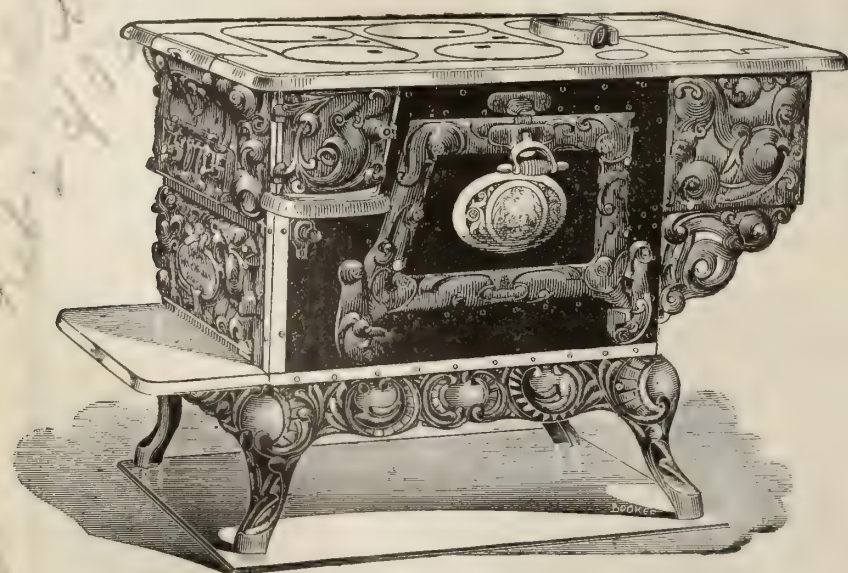
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THE GURNEY-MASSEY CO., LIMITED, MONTREAL.

NEW LINE OF

STEEL STOVES and RANGES



The "Monarch Jewel"

Steel Range, medium grade, low price. Made either with Cabinet Base or with Leg Base. 36 Varieties.

The "Herald Jewel"

The first Cook Stove with Steel Body to be manufactured in Canada.

Large Steel Oven with spring balanced doors; Duplex Grate for coal or wood, with special grate and linings for wood only.

The "Gypsy Jewel"

a small, low-priced, Steel Cook Stove and Range.

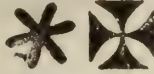
Many other new lines.

Still in the field with the most successful Wood Cook Stove ever made

The "Grand Jewel."

The Burrow, Stewart & Milne Co., Limited, Hamilton, Ont.

REGISTERED TRADE MARK.



GRANTED 1682.



By Royal Warrant.

Messrs. Joseph Rodgers & Sons, Ltd.

*have the pleasure to intimate that
they have had the honour to receive
a communication from the Lord
Chamberlain announcing that they
have been appointed*

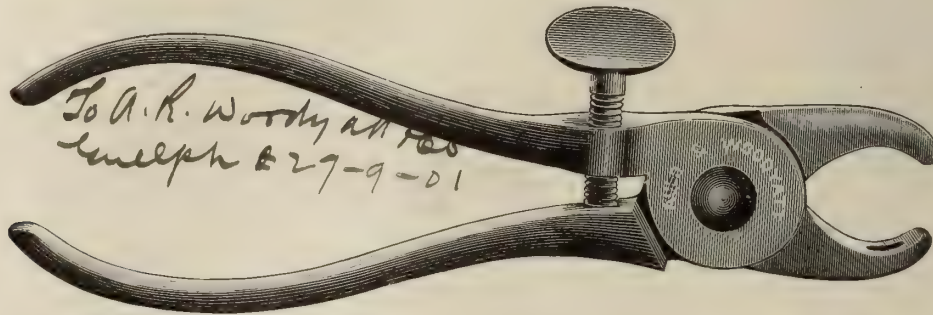
CUTLERS

TO

HIS MAJESTY THE KING.

6 Norfolk Street,
Sheffield,
July, 1901.

ADJUSTABLE HOG RINGER.



No. 1—Japanned, Made From Gray Iron.

No. 2—Royal Bronze, Made From Malleable Iron.

Manufactured by _____

A. R. WOODYATT & CO., GUELPH, CANADA.

SOLD ONLY THROUGH THE WHOLESALE TRADE.

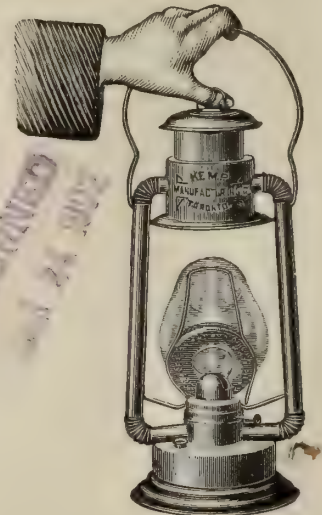
One of the Strongest Points in Kemp's Cold Blast Lanterns



is that they will not blow out in any wind. They are constructed so as to give a steady light and avoid flickering, and you can thoroughly recommend them. Every customer to whom you sell one will be a **satisfied** customer.

They have a hinge globe and lifting device which cannot get out of order, and is the simplest on the market.

WE WILL BE PLEASED TO QUOTE YOU.



Kemp Manufacturing Co'y, Toronto.



VOL. XIII.

MONTREAL AND TORONTO, SEPTEMBER 7, 1901.

NO. 36.

President,
JOHN BAYNE MacLEAN,
Montreal.

THE MacLEAN PUBLISHING CO.
Limited.

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, North-West Territories, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, P.E. Island and Newfoundland.

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**WHEN WRITING ADVERTISERS
PLEASE MENTION THAT YOU SAW
THEIR ADVERTISEMENT IN THIS PAPER**

**ILLUSTRATE CANADA'S INDUSTRIAL
LIFE.**

THE preparations and decorations being made at all points to be visited by the Duke and Duchess of Cornwall and York are proceeding apace. It is right and fitting that arches and trimming of buildings should be done mainly for the purpose of ornamentation, and in an artistic manner.

But is there not also room for something to illustrate the industrial life of Canada? Are we to let the Royal party leave the country without some good illustration of the material progress which the community has made in the industrial arts?

We observe that at least a dozen of the leading newspapers of Great Britain will send representative correspondents to report

the proceedings at all the points, and if they are struck by notable evidences of our manufacturing progress and development, the outside world will hear of it.

We observe that in Australia one of the arches under which the Royal couple passed was intended to set forth the immense butter-making industry of Victoria. Is it impossible for us to do something in that line here? What about our great cheese industry?

What about our fruit trade? Should these not be made to serve as part of the celebrations at certain points? There is nothing sordid or base about our parading before the future Sovereign of this Dominion the extent of the wealth over which he must some day wield authority. The military demonstrations are all right as part of the celebration, and we thoroughly approve of them, but there surely must be room for other things, and the commercial phases of life in Canada can be made of sufficient interest to warrant their being included in the coming programme. Where there is to be an elaborate procession, the trades organizations can be made to play a splendid part, as they sometimes do at national fetes in Montreal and elsewhere.

We would like our readers to bring this suggestion to the notice of the committees in charge of the preparations, so that it may receive due attention. Arches to illustrate the dairy or fruit industries of Canada would not be expensive.

We could imagine a magnificent arch decorated with the almost tropical fruits which are grown in the open air of our clear climate, and any town in the vicinity of a fruit area which overlooks this feature will probably make a great mistake.

The Royal couple must have seen scores of the most artistic arches in the world, and, as far as high art is concerned, we are not likely to do any better than what has already been so well done in other parts of the British Empire. But whatever is unique, what is characteristic of our national life, will necessarily be far more interesting to our visitors than something along the daily level of ordinary decoration.

**FIRE INSURANCE RATES IN THE
MARITIME PROVINCES.**

In its report of the discussion of fire insurance rates at the convention of the Maritime Board of Trade, The Monetary Times says that eight delegates retired while the subject was under consideration.

Our contemporary has been misinformed. Only one retired, and that one was Mr. W. M. Jarvis, St. John, the representative in the Maritime Provinces of the Liverpool, London and Globe Insurance Company, who did so, as he said, from a sense of delicacy. Our reason for referring to the error is to smother any impression that might get abroad that anyone left the meeting as a protest against the resolution that was under discussion. Instead of there being any dissentients, the delegates were unanimously in favor of the resolution.

In our own report a slight error occurred, through the printer substituting the word "have" for "leave" in the second line at top of third column, page 15. The sentence, which was in Mr. Jarvis' address, read: "But it was a serious matter to have these boards and so weaken the influence which they exercised for good." Substitute the word "leave" for "have," and you have the sentence as Mr. Jarvis spoke it.

A LESSON TO EXPORTERS.

THE trade of a national, like that of an individual, customer demands proper attention in order that it may be retained. An evidence of this is revealed by the experience of the bar iron manufacturers of the United States in their trade with Australia.

Owing to the high price of bar iron of British manufacture the United States mills early last year obtained a foothold in Australia, and before a great while they were doing a large trade with that Commonwealth. But eventually the home trade became good, and little or no attention was given to the Australian market. And not only did they fail to give the market proper attention, but they began to ship an inferior quality of iron until at last a number of complaints reached the United States Consul-General at Melbourne regarding the matter.

That official is evidently wide awake, for he addressed a letter to the leading importers of bar iron requesting definite particulars regarding the complaints. The replies have been made the basis of a consular report.

One of the importers, a Melbourne firm, in writing to the Consul-General, declared that in the United States manufacturers of bar iron "failed in every instance to comply with the requirements of the importers on this side—which were consonant with the methods adopted by British exporters—and followed their own will to their ultimate disadvantage. To add to the trouble thus created, the agents of the various New York shipping firms, anxious to secure freights, and knowing little and caring less of the quality of the bars shipped, based their cost, freight and insurance price on the cheapest rate for any quality of iron, and obtained large orders from Australian importers, the bulk of which have given great dissatisfaction. The result is that the American bar iron is not liked in Australia, its want of popularity being entirely due to the indifference of the American manufacturers."

Directly, the matter has little or no interest to Canadians. But indirectly it has, or, to speak more correctly, the underlying principle has, for the simple reason that, as repeatedly pointed out by Mr. J. S. Larke, the Canadian commercial agent,

manufacturers in this country do not always pay as strict attention to the instructions of their customers in Australia as they should. Their shortcomings may not be either as flagrant or as extensive as those of the bar iron manufacturers in the United States in the instances cited, but whatever their extent may be, we are reminded by the experience of the American bar iron trade with Australia that we should make an effort to put our own house in order in this respect.

Our export trade with Australia has been practically stationary during the past four years, and neglect to comply with the requirements of that market is no doubt in part the cause. Our export trade with Australia is only worth about \$1,600,000 annually, while that of the United States, for 1900, was \$26,725,000, an increase of about \$6,000,000 over the previous year, and of \$11,000,000 over 1898.

WILL OREGON NICKLE COMPETE WITH CANADIAN?

EXTENSIVE deposits of nickel ore are now known to exist in Southern Oregon, and some fine samples thereof are shown at the Pan-American Exposition.

Canadians can scarcely be disinterested in regard to the Oregon nickle. The deposits may not be as important and rich as those in Sudbury, but the fact that fine samples from them are in evidence reminds us that we have not at least as great a monopoly of nickle ore on this continent as we have for a long time considered we had.

It is possible that the nickle mines of the United States may not be any more a factor in the nickle market than have the tin deposits which exist in certain sections; but we do not know that this is so. And in the meantime it would be, perhaps, not wise to press for the imposition of an export duty on the Sudbury ores.

The agitation in favor of an export bounty has been based upon the assumption that the United States was dependent upon Canada for its supply of nickle ore. If that assumption is not tenable, then, naturally, an export duty might possibly prove to be a boomerang. And it is some-

thing that will shoot straight, and not that will rebound, that we want.

At present all our nickle exports go to the United States, although in 1897 \$850 worth went to Great Britain. Our exports in 1900, all of which went to the United States, were valued at over \$1,000,000, an increase of more than 100 per cent. in five years. The exports of nickle to the United States during the five years ending June 30, 1900, were: 1896, \$486,651; 1897, \$497,665; 1898, \$970,531; 1899, \$994,537; 1900, \$1,040,498.

VISITS OF COUNTRY MERCHANTS.

COUNTRY merchants who visit Toronto during the Industrial Exhibition seem to be placing fewer orders year by year while there. They may add a little to orders they have already given to travellers or make some sorting-up purchases, but large orders are rare.

The fact that the country is now so generally and frequently covered by travelling salesmen is no doubt the explanation of this.

But, while the purchases made on such occasions are, as a rule, few, country merchants are none the less welcome. And, after all, if no one purchased a dollar's worth of merchandise, beneficial results accrue to both wholesaler and retailer from the two being brought into personal contact with each other, the value of which cannot be estimated in dollars and cents.

LINSEED OIL PRICES.

LINSEED oil was reduced 2c. per gal. last week, and has been further reduced 1c. this week. This is naturally taken as an indication that the market has at last reached the reaction from the high values that have been ruling for some time, and that prices may be expected to steadily fall until the old basis is once more established.

While, however, this opinion is natural, it is not correct. The English and United States markets continue firm; are higher, in fact, than they were two months ago. The true cause of the decline is that Canadian manufacturers are now producing oil from Canadian flaxseed. And, although this flaxseed is fully 25c. higher than last year, the cost of production is lower than the price of English oil, and the Canadian manufacturers are giving the full reduction to keep control of this market.

TRADE IN COUNTRIES OTHER THAN OUR OWN.

THE iron and heavy steel branches continue fairly strong, and the hopeful feeling is spreading. Owing to the scarcity and dearth of coke, pig-iron makers are not pushing business, and an extra shilling upon the official prices is being asked and obtained. The increased prices of hematites are being maintained. Favorable reports are heard respecting the position of bar iron. Good orders continue to come into Sheffield for steel for ship-building purposes, and the file trade is also benefiting by the increased activity at the shipyards. Engineers and firms who supply engineers report that business is still abnormally quiet, and it appears that many of the machine tool makers in various parts of the country are experiencing a remarkable paucity of work. Sheffield is benefiting by the steel strike in the United States in the shape of orders from Canada for steel. More forge and tilt hammers are at work this week than was the case last week, but there is no improvement in the condition of the rolling mills.—Ironmonger, August 24.

CARRIAGE BOLTS HIGHER IN THE STATES

An advance has taken place in the price of common carriage bolts and related goods. Higher prices for labor are being paid, and this gives the market some of its strength. Manufacturers refer to the market as firm at the advanced prices, which are as follows, with the usual additional discount for large quantities:

	Per cent.
Common carriage bolts.....	65 and 5
Machine bolts with H. P. or C. P. plain nuts.....	70 and 5
Machine bolts with C. & T. nuts.....	65 and 10
Machine bolts without nuts.....	70 and 15
Machine bolts, blanks.....	70 and 5
Bolt ends with H. P. or C. P. plain nuts.....	70 and 7½
Bolt ends with C. & T. nuts.....	65 and 12½
G. P. coach screws.....	75 and 10
Cone point lag screws.....	75 and 15
Skein screws.....	75 and 10
Forged set screws and tap bolts.....	60
Plow bolts and guard bolts.....	60 and 10
Stud bolts.....	70 and 10

—Iron Age, August 29.

WROUGHT IRON PIPE IN THE STATES.

As predicted in last week's report, the price of wrought iron pipe has undergone a most radical change. The new and advanced prices were announced and put into effect on Friday, August 23. The direct cause of the advance is said to be the scarcity of many sizes and the total disappearance of several sizes from the market, owing, of course, to the labor troubles at the mills. The scarcity of ¾-in. pipe has caused that size to be reclassified, and it is now sold under the low discount applying to the smaller sizes. The reclassification of sizes is as follows: ½ to ¾ in. inclusive; 1 to 12 in. inclusive. Most of the independent

mills are now practically at a standstill, owing to the fact that they cannot procure any more skelp from which to make the pipe. These mills are dependent on the United States Steel Corporation to supply them with skelp. It will be seen that while the independents are having no trouble with their own labor, they are still affected by the labor troubles of the leading concern, and are, consequently, able to do little or nothing to relieve the stringency in the pipe market. It is said, by a person who is in a position to know exactly what is going on, that the National Tube Co. and each and every independent mill in the pipe business have enough orders now on their books to keep their plants busy until March 1, 1902. This being the case, there seems to be little prospect of any decline in prices until after that time. Prices are quite liable to undergo another advance in the local market within a short time.—Metal Worker, August 31.

NEW YORK METAL MARKET.

PIG TIN—The pig tin market was quiet and easy, and London was reported weak and lower. The depression is attributed to heavy shipments from the Straits in August and to an unfavorable interpretation of the monthly statistics. Spot sold here to-day at 25.65c., and closed at 25.62½c. bid and 25.70c. asked. Futures were almost neglected. In London, spot was quoted £1 lower than yesterday, making a total decline since Friday's close of £2, while futures to-night were £2 10s. lower there than at the end of last week. Shipments from the Straits in August amounted to 4,490 tons, or about 600 tons more than for the corresponding period of last year. There was but one steamer for the United States during the month, two others that had been chartered not having arrived in time to load in August. The American visible supply is now 5,772 tons, an increase of about 1,000 tons over last month, while the total visible supply of Europe and the United States is given as 16,327 tons, which is 700 tons less than at the end of July. This decrease, however, is considered small, since there was no Banca sale during August, and a decrease of 1,200 to 1,500 tons had been looked for.

COPPER—The market remains dull and unchanged with prices nominal at 16½ to 17c. for Lake Superior ingots, 16¾ to 16¾c. for electrolytic, and 16 to 16¾c. for casting. London showed a further slight advance yesterday morning, but subsequently became easy and closed to-night at a decline of 3s. 9d. from Friday's closing figures. Exports of copper from the United

States during August were small, amounting to but 6,408 tons, compared with 13,849 tons for the same month last year. For the eight months the total shipments were 63,296 tons, against 110,032 tons for the corresponding period last year, a decrease of 46,736 tons.

PIG LEAD—Trade is rather light, but the market is steady, prices still being based on 4.37½c. for lots of 50 tons or more. In St. Louis the market was quiet at 4.25 to 4.27½c. for soft Missouri, and 4.35 to 4.40c. for chemical hard. London yesterday declined 1s. 3d., but recovered it to-day and closed firm.

SPELTER—The market remains quiet at 4c. for spot and 3.92½ to 3.97½c. for futures. There was no change at St. Louis or London.

ANTIMONY REGULUS—A moderate demand is supplied at 10¼c. for Cookson's; 8½ to 8¾c. for Hallett, and 8¼ to 8½c. for other brands.

OLD METALS—Prices are steady, though the demand is light.

IRON AND STEEL—The pig iron market remains quiet, the influence of the strike still being apparent, though not so marked as heretofore. There are reported quite a number of inquiries in the market for large lots of foundry iron, but no business has yet resulted, buyers' and sellers' ideas of values being apparently too much at variance. In finished products the volume of business continues of very satisfactory proportions, and the firm tone of the market is retained.

TINPLATE—No change in the situation is reported. Buyers are holding off in anticipation of an early renewal of adequate supplies from the American mills, and what little business there is going forward is on a hand-to-mouth scale.

BRITISH PIG IRON TRADE.

In the North of England, on account of Stockton Races, there has been little doing, but trade has a healthy position, and a firmer state prevails in the pig iron branch. Warrants have changed hands fairly freely, and Scotch buyers are more numerous. Cleveland and Scotch warrants are still parted by a difference of 8s. a ton. The makers of ordinary Cleveland iron are putting iron into stock, as they look for higher terms.

The Scotch iron market has an improved tone, and prices have advanced about 2s. a ton. Moderate transactions in warrants have occurred. The business has ranged mostly about 53s. 9d. per ton, and buyers are prepared to enlarge their bargains. The strike in America gives a stronger tone to bargains on the Glasgow market. Very high prices for foundry pig iron, judged by

recent standards, are reported in South Staffordshire. Prices are from 2s. to 4s. per ton above recent rates, and are the direct result of scarcity of supplies. The advance is largest in the commonest qualities. Lancashire trade has a healthy tone, and business changes hands more freely. Below is a statement of the public stocks. It will be observed that Connal's Middlesbrough stocks keep on increasing, and, with the local rolling mills not taking their customary supplies this week, hematite makers will have a chance to swell their stocks, which have been very low for some time.

	Tons.
Connal's at Glasgow	58,810
Connal's at Middlesbrough....	114,175
Connal's at Middlesbrough, hematite	3,282
Cumberland & Barrow Stores....	20,522

—Iron and Coal Trades Review, August 23.

THE BRITISH TINPLATE TRADE.

The tinplate trade has been rather dull during the past week. The American demand has fallen off considerably, owing, no doubt, to anticipations that an early settlement of the strike will be effected. Prices, however, are practically unchanged since our last, but it is very hard indeed to make business, makers all being firm in their quotations, and buyers generally are holding back their orders as much as possible, in the hope of getting in at less money. Transactions have taken place in common 14x20 112 sheets 108 lb. Bessemer cokes at 14s. 10½d. and 15s. per box f.o.b. Wales, Siemens cokes 15s. to 15s. 3d. per box for November-December delivery. Makers' quotations for this size range from 15s. to 15s. 6d. per box f.o.b. Wales. Several second-hand parcels have been sold for near delivery, for which we understand some high prices have been paid.

The Canadian market remains quiet, and we can hear of little or no business being done during the week. Works quotations range from 15s. 6d. to 15s. 9d. per box f.o.b. Liverpool according to brand and delivery required.

There has been a moderate demand from the Continent, mainly for squares and odd sizes, and orders have been booked at from 15s. 3d. to 15s. 6d. common basis f.o.b. Swansea according to specifications with 100 lb. substance generally at 3d.; 95 lb., 4½d., and 90 lb., 6 to 7½d. reduction, crosses at the customary extra. The business done has not been very large, however. Quotations for usual specifications of squares and odd sizes for this market vary a good deal, from 15s. 3d. to 16s., common basis generally being asked for Bessemer cokes, and 1½d. to 3d. advance for Siemens steel, according to specification and delivery required f.o.b. Wales.—Iron and Coal Trades Review, Aug. 23.

TRADE CHAT.

H SHEAR, H. A. Wiley and F. S. Wiley, of Thunder Bay, Ont., have been incorporated under the style of The North Shore Powder Co., Limited, with \$40,000 capital stock.

The McLaughlin Carriage Co., Limited, Oshawa, has been incorporated.

The Leader Automobile and Engine Co., Limited, has been incorporated.

The Canadian Oil Refining Co., Limited, Petrolia, Ont., has been incorporated.

What is thought to be a valuable deposit of mica has been discovered near Vancouver.

A. E. Nichols, hardware dealer, Fergus, Ont., is building a new tinshop at the rear of his present premises.

J. S. Smith, Ingersoll, Ont., has secured the contract for supplying coal to the public schools of that town.

The Vernon, B.C., Hardware Co. is extending its business by opening a branch store at Armstrong, B.C.

James Hewitt, of Adamson, Hewitt & Sproule, hardware dealers, Orangeville, Ont., is on a visit to Dakota.

Koehler & Damm, general merchants, Ayton, Ont., intend enlarging. Their store will be improved as well as increased in size.

A. J. Young, hardware dealer, Sydenham, Ont., was married on Wednesday last week to Miss Ethel Van Luven, also of Sydenham.

Morton & Christie, hardware dealers, Windsor and Walkerville, Ont., have agreed to dissolve. They will continue the business until it can be sold.

John Mann & Sons, The Gibson Coal Co., Frank Millar and Millar & Millan, of Brantford, Ont., have amalgamated and secured a charter of incorporation under the style of The Brantford Coal Co., Limited, with \$50,000 capital stock.

Prince Edward Island crop reports indicate a small harvest in the western sections of that Province. West of Tignish the crops are almost a total failure. Pasture lands have been sunburned brown, and some of the cattle are now being housed and fed on hay.

INQUIRIES REGARDING CANADIAN TRADE.

The following were among the recent inquiries relating to Canadian trade received at the High Commissioner's Office in London, Eng.

1. Inquiry is made for names of firms in Canada who own mills for cutting fir sleepers and blocks and are prepared to quote for the delivery of such timber f.o.b. shipping port.

2. A London firm request to be furnished with names of Canadian shippers of baled hay who desire to be represented in England.

3. A firm in Liverpool are also open to buy Canadian hay in 1 to 500 ton lots as agreed.

4. A correspondent in the South of England asks for names of importers of Canadian bacon and cheese.

5. A Dutch firm are open to represent Canadian exporters of rolled oats, flour and rice meal.

[The names of the firms making the above inquiries, can be obtained on application to the editor of **HARDWARE AND METAL.**]

OFFICE RULES OF A HARDWARE HOUSE.

Conspicuous on one of the walls of the store of Neal & Brinker, wholesale and retail dealers in hardware, cutlery, etc., and eastern and export agents for a number of well-known manufacturers, 18 Warren street, New York, are the office rules which are set forth in the illustration given here—

Office Rules :

Time Allowed for Interruption During Business Hours.

	Hrs.	M.	Sec.
Friendly Calls	2		
Life Insurance Agents.....		½	
Peddlers and Begging Agents...		¼	
Friends with a Soft Snap		10	
Friends with Wheels in their Heads			1
Friends who will talk Baseball			Nit.
Friends who want us to go Fishing	2		
Friends who want us to go to Lunch	1		
Friends who want to Borrow \$5		½	
Friends who want to Borrow \$10		¼	
Friends who want to Borrow over \$10.....			Nit.
Friends who want to give Orders			No Limit.
Male Bores.....			11
Female Bores.....			1
Policemen			All Night.
Customers in General.....	6		
Customers who want to buy Hardware.....	12		

NEAL & BRINKER,

Hardware,

18 WARREN STREET, NEW YORK.

with. They also appear on the back of their business card. While the rules are of a facetious character, it will be observed that they emphasize the necessity of giving strict attention to business. It will be noticed that a good deal of time is allowed for customers, while "friends" and other interruptions are given insignificant attention.—Iron Age.

WIRE NAILS TACKS WIRE

Prompt Shipments

The ONTARIO TACK CO.

Limited

HAMILTON, ONT.

DURABILITY OF CUT AND WIRE NAILS.

IN the past issues of this paper there has been more or less discussion as to the relative merits of cut and wire nails, more particularly, perhaps, in connection with roofs. Some rather interesting comments by a correspondent are to be found in a recent issue of The Mississippi Valley Lumberman regarding this question, and from it we quote as follows: While I have been in this place I have had good opportunity to note the lasting qualities of what has now become the old-fashioned cut nail. A good many roofs of the old houses are giving out and being resingled. Standing recently near a house that was being covered, I took up some of the old shingles and examined them and found that where the shingle was sound about the nail hole the nail itself was almost as good as ever, and it struck me that the life of a cut nail and a white pine shingle was pretty nearly of the same duration. Where the shingle was decayed the nail also was rusted out, and so I concluded that where both the wood and iron were kept dry they were practically indestructible.

When the now common steel wire nail first came out it was generally conceded that they were a great improvement on the old cut nail, and there is no question that they are for general purposes in construction. Their toughness and breaking strain are so much greater than the old kind that the question of their strength and utility admits of no argument, but, as in the case with a good many things, there are some uses for which they are decidedly inferior to the cut nail, and these are where there exists a state of dampness. Common experience and observation go to show that the steel nail is susceptible of being oxidized much quicker than the cut nail. Go over one of your old sidewalks in the town where it has been put down with steel nails and you will find almost invariably that the nail has given out sooner than the wood. This is the cause of so many loose boards in the sidewalk.

It is for this reason that whenever you see a railroad company putting down a new platform at one of their stations you may notice that they use the cut nail instead of the steel article. You may also notice that the spike which is used to fasten the rail down to the tie is practically the same as it always has been and of the same material. If the steel kind were more serviceable you may be sure they would be used for that purpose, as railroad men are given to determining pretty closely what is the most durable in such matters.

Fastening shingles to the roof with wire nails has come to be pretty generally known among observant builders as defective to the making of a good serviceable roof. They have learned this through experience, although it must be said that the great majority of them still keep on using them, and will continue so to do until the public generally becomes advised against them for that purpose. The principal reason for this is, no doubt, because of their being easier to drive than the old cut nail. Anybody, even a woman, can start to drive a wire nail, but everybody doesn't know how to do the same with a cut nail, because if you do not start the latter just right you will split the wood if you are driving it near the end of the piece. This will be news to some of you youngsters who have come up since the wire nail was first introduced. You ask your father if you've a mind to and he will tell you the same thing.

BEFORE YOU BEGIN

another paint season, look thoroughly into the situation in your town to see where you stand.
Are you the leading paint dealer?
If you are, are you getting as much business as you should? Can you hold your lead against all competition?
If you're not the leader, what is lacking? Why aren't you?
Do you want to lead? Do you want to sell more paint than any one else in town and do you want to make your position secure against competition?
Then write us for our book, "The Sherwin-Williams Paints: What They Are and How They're Sold." It's free for the asking and will show you how to get to the top in the paint business.
Do it now!



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PAINT AND VARNISH MAKERS.


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NEW YORK,


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MONTREAL,


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BOSTON,
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 SAN FRANCISCO,
KANSAS CITY.

Two years ago I resingled my own house and profiting by what I had seen of the wire nail for that purpose, I had my carpenter use the cut nail. He "kicked" about it, but, as I was paying him by the day, it made no difference to him. He contended, like a good many others, that it was not the fault of the nail that it rusted out so quickly, but that the red cedar shingle was the cause. I am aware of the fact that from this idea has arisen a prejudice against this kind of shingles, it being claimed that there is some kind of an acid in the wood that has close affinity for metal and eats it away. Now, without being rude to anyone who holds such an opinion, I will say that I don't believe there is a grain of truth in such an assertion.

I have in my possession some wire nails that were used in putting on white pine siding. They had become so badly rusted that the heads had fallen off, compelling the owner of the building to have the siding entirely renailed. This is not the only instance of the kind I have seen where wire nails have rusted through in white pine siding. This goes to prove that it is not acid that rusts them.

Within the past year or two there has been manufactured a new kind of wire nail which I think will, before long, come into general use to nail on shingles. It is the galvanized wire nail and has the sharp point and flat head of the common nail that is now used. Their cost is about the same, and they may be had at any hardware store in the larger towns. They will keep them in the smaller places also if the carpenters manifest a disposition to ask for them. If the dealers don't care to keep the two

stocks of shingle nails, The Lumberman could probably prove more effective in getting them into general use by getting a few kegs and keeping them for sale. It won't take much arguing to induce someone who is building a house to buy the better article when there is no difference in the price.

STEEL PRODUCTION IN THE U. S.

Official figures, reflecting the position on August 21, throw a flood of light on the situation so far as it directly interests the trade. The normal product of the steel plants controlled by the United States Steel Corporation is 525,000 tons of Bessemer steel ingots and 235,000 tons of open hearth steel ingots, a total of 760,000 tons per month. On the date mentioned steel works were in operation whose normal output is 610,000 tons of ingots per month.

Statistics relating to the finished steel products of all kinds show that the normal production is 700,000 tons per month. On August 21, when the situation was nearly what it is to day, the product was at the rate of 513,000 tons per month. This, of course, includes rails, plates, wire and structural material, not at all affected, and bars, sheets, tubes, hoops, etc., whose production is curtailed more or less. In other words, the output of ingots is reduced to the extent of about 150,000 tons, while the production in some finished lines is cut down, in the aggregate, by about 187,000 tons per month.

It is obvious that the consumption of pig iron is quite considerably lessened, but that so far as steel is concerned there is less reduction in output than there is decline in the rolling of finished goods.—Iron Age.

CATALOGUES, BOOKLETS, ETC.

THE Canada Hardware Company's sporting goods catalogue, which is just to hand, is one of the most complete as well as tasty publications in its line that we have seen. This firm has made no mistake in the get-up of the catalogue, as the paper, type, cuts, presswork and binding are of the first order. The contents are well arranged, and everything is made strictly up-to date. In fact, it is an embodiment of the improvements that have come over catalogue-making in recent years. The work is devoted principally to a description of the guns and ammunition, but other lines, such as skates and hockey sticks, are touched on. Two of the principal lines dealt with are Peters' cartridges and King's semi-smokeless powder, for which this firm are Canadian agents. The explanations are concise and full, and altogether the work contains an appreciable fund of information.

PLUMBERS' SUPPLY CATALOGUE.

T. McAvity & Sons, St. John, N.B., have lately issued a catalogue which every plumber should secure. It is devoted to low - tank combinations, Kenney flushometers, etc. Each design is shown by illustrations, which are accompanied by full information and prices. As this firm make many exceptionally good lines, every Canadian plumber who desires to keep up to date should see to it that he gets one of these booklets. They are worth writing for.

A TIMELY HINT.

It is so warm just now that the majority of hardware dealers are loth to start planning for their fall and winter business in stoves, furnaces and radiators. But it is time to make preparations for this trade, so The Gurney Foundry Co., Limited, Toronto, have recently issued a small booklet, "Some Summer Suggestions," in which they give their reasons why hardwaremen should not delay in getting in a stock of Gurney goods in a style that is at once interesting and convincing.

SPORTING GOODS CATALOGUE.

Sporting Goods Catalogue A., issued by the Canada Hardware Co., Limited, Montreal, has just come to hand. Its pages are replete with illustrations, prices and descriptive matter of the latest and most improved lines of sporting goods which are carried by this firm. The paper used is of good quality—a most essential feature to the production of a first-class and readable catalogue. The first twenty-one pages show the various cuts of their air-rifles, rifles, guns, revolvers, with prices. The following nineteen pages are devoted to their cartridge, shell, powder, wad, gun implements, reloading tools and

hunting-coat departments. Illustrations of skates, hockey sticks, pucks and skate straps, with quotations, are shown in the concluding pages. It might be mentioned that the Peters' Cartridge Company's goods, for whom the Canada Hardware Company

are agents in Canada, are well described in this catalogue. This book will prove of much interest to the trade, and any merchants who have not already received one, upon application to the Canada Hardware Company, one will be gladly mailed.

IVER JOHNSON



SINGLE GUNS

established a mark for quality that others aim at, but shoot wide in the attempt.

LEADING FEATURES:

Semi-Hammerless. Trigger Action (neither Side nor Top Snap). Automatic Ejector or Non-Ejector (at option of user). Flush Head Locking Bolt. Absolutely Safe (Accidental Discharge Impossible). Metal-Tipped Fore End.

Sold by Leading Dealers Everywhere.

Send for Catalogue.

Iver Johnson's Arms & Cycle Works,

Branches—New York—99 Chambers St.
Boston—165 Washington St.
Worcester—364 Main St.

FITCHBURG, Mass.

TRADE
YOU OUGHT
TO HAVE

We are frequently asked by painters and other consumers of high-grade brushes,

WHERE CAN I BUY A
FIRST-CLASS BRUSH RETAIL?

I want good brushes, but cannot obtain them from my dealer as he handles only the cheap lines."

We cannot too strongly urge upon dealers the great advantage of carrying an assortment of the better and more expensive lines of Brushes. The result is bound to be satisfactory to the consumer and a more profitable trade to the dealer.



**Boeckh Bros.
& Company**

Manufacturers Brushes,
Brooms and Woodenware.

TORONTO, ONT.

AND THE
WAY
TO GET IT

H. S. HOWLAND, SONS & CO.

ONLY
WHOLESALE

37-39 Front Street West, **Toronto.**

WHOLESALE
ONLY

CORN HUSKERS.



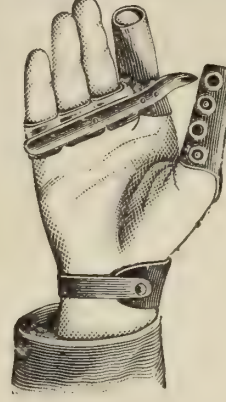
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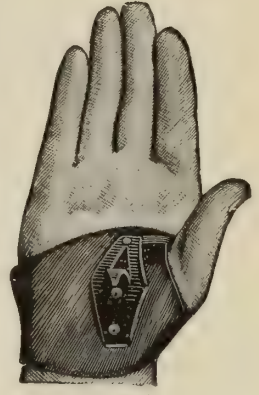
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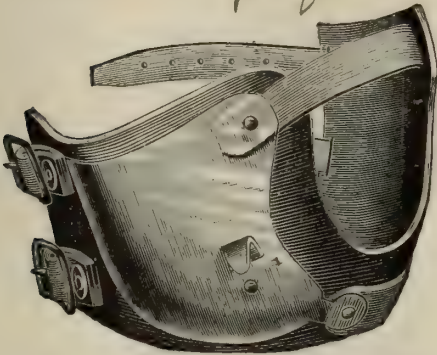


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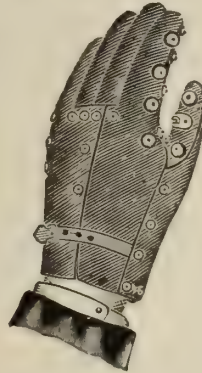


"Ludwig"

HUSKING GLOVES.



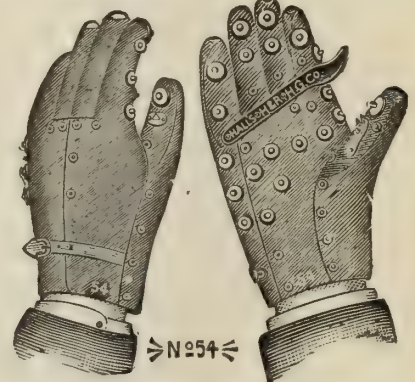
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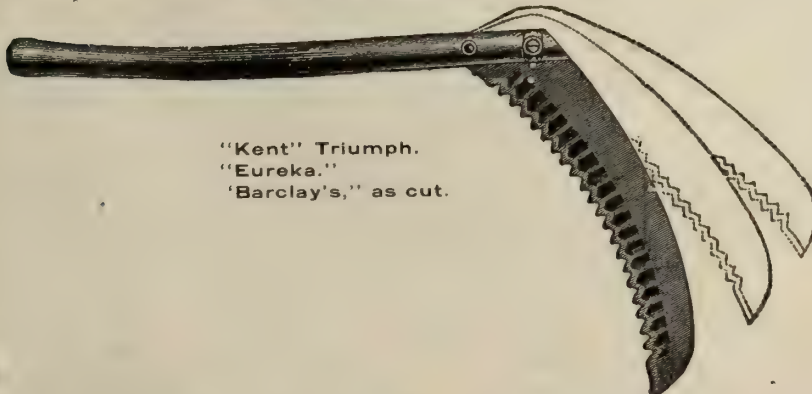
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CORN KNIVES.



No. 210-Curved Back.

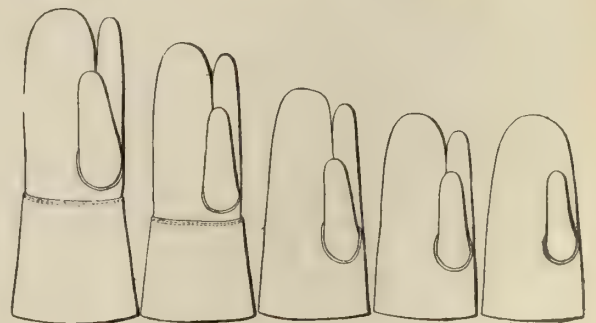
No. 260-Straight Back.



"Kent" Triumph.

"Eureka."

"Barclay's," as cut.



HARVEST MITTS.

No. 1, 10-in. Saranac, no finger.

No. 2, 10-in. Saranac, 1 finger.

No. 3, 12-in. Saranac, 1 finger.

No. 4, 14-in. Saranac, 1 finger.

No. 5, 16-in. Saranac, 1 finger.

No. 7, 16-in. Horse Hide Palm, 1 finger.

No. 8, 18-in. Horse Hide Palm, 1 finger.

H. S. HOWLAND, SONS & CO., Toronto.

WE SHIP
PROMPTLY

Graham Wire and Cut Nails are the Best.

Factory: Dufferin Street, Toronto.

OUR PRICES
ARE RIGHT

WHAT TO DO IN SEPTEMBER.

By H. C. W.

IT is the month that brings to mind "When the corn is in the ear," and the fact that another harvest is at hand; a harvest that but a few years since made but little difference to the average hardware merchant, as a matter of preparation, but that now requires nearly, if not quite, the attention given to the wheat crop.

All other harvests are well over, barring the cutting of clover and threshing of it, and still much of the wheat.

THE CORN GATHERING

has opened up a cleaning for nearly, if not quite all, the binder twine carried over from summer wheat and oats. The growth in the use of twine has been of such proportions that in many sections as much is used for this purpose as for wheat, and the misery of storing and losing the profit on twine carried and the use of the money for a year is well done away with in this manner of disposal of it.

Right here is a good suggestion that may serve those who carry some from both seasons. We find a demand for it, and find it profitable to display it in a large basket at the front door the entire year through. It sells for large package, express and all sorts of purposes, and quite a good many bales are gotten rid of through the year.

NECESSARIES FOR CORN CROP

seem to increase each year. There is the tarred sisal, and tons of it are sold where it used to be but bundles. It is a good idea to buy at least half the stock in half or 50-lb. bales; for one reason, many wanting a number of lengths, and otherwise wanting them cut, will buy the small bale entire and do their own cutting, much to your advantage in time and labor. Again, the half bales are convenient for jobbing in a small way.

It is a good plan to keep a bale or two at the door, in season, with ends drawn out for show, and a couple near the scales to sell from. A 2-foot piece off an 8 x 8 timber makes a splendid block for cutting. A good way to show corn knives and as good a one for keeping them nice and bright is to fill a half bushel measure with timothy seed, in which they are stood upright. We find this, simple as it is, very much better than any rack.

THE SEED CROP TO FOLLOW

or that is really at hand with the coming of the month should have proper attention; since we take it most of the hardware trade are buyers and sellers of timothy, clover, red top, blue grass, etc. Bins for grading and mixing should be brought to light and put in shape. Old and second-hand bags patched, stitched up and gotten ready for service. A new stock of bags should be at hand for those who are buyers and shippers. The trade for fall lawn seed, while

not as large as the spring, is yet of much importance and should be gotten ready for.

Our experience is that blue grass, red top and timothy make an excellent stand, and during both seasons thousands of packages, weighing perhaps 11-2 lb. and selling at 20 cents, are disposed of. No goods in the house bring as nice a profit and with as little trouble. At some time in the month we have a good boy make up the mixers in a large box or bin, filling and tying nicely the packages ready for sale. A sign at the door, "New Lawn Seed," and a line local in daily papers, does the rest.

FOR STORING AWAY SEASON GOODS

of the early summer, the latter days of the month can be well employed. All of us are bound to carry more or less of this class of goods, and they need enough attention in the putting away that they may come forth again in the spring in condition to sell. Some lines—like ice cream freezers—now sell to a certain extent all the year through, and of these classes samples at least should be left on the selling floor. Hammocks should each be wrapped separately in paper as they came to us and placed in good, dry quarters to prevent mildew or rotting of the thread.

The tops of all refrigerators should have a large sheet of express paper tied over them, and all freezers should be treated the same way, the latter to keep out the dust and filth. These things take a little time, but I'm sure are worth it all in the results.

SEPTEMBER A BUILDING MONTH

Not only finishing up the many new buildings begun early in the season, but the beginning and putting up of new ones at this date. They are put through more rapidly than if started in the earlier months and contractors claim fall settling and fall work is the best.

There is the plate, the art and sheet glass for those who had an early start, to be furnished. The trimmings and furnishings of each and every kind, the mantels and grates, if that be a part of the business, the oils, fillers and varnishes, the colors for the outside trim, and, take it altogether, the month can bring to us as busy a time as any other in the year.

A MONTH TO BUY HOLIDAY GOODS.

After the discussions of a year ago as to the carrying of these lines and their profits, it is to be supposed there will be many additions to what are properly holiday stocks.

There are chafing dishes and all their accessories, and they are beautiful lines to carry. Your stock of carving pairs and sets. Your table knives and plated ware, pocket cutlery and scissors and shears stock. Nut picks and nut cracks, manicure and toilet sets, tool boxes and drawing sets, and all the thousand and one articles belonging to such a stock. The opportunity for some may offer earlier and for others later, but the bulk of real holiday goods will offer in September. It is well to buy

when they do offer, with the privilege of having them come in early, than later and have them too late to serve you, as is often the case.

ADVERTISING FOR FALL WORK

should be a regular campaign and noticeable changes be made in your work. People expect bright, clever ads. for the classes of goods that are not all staple. It is well at any rate to change method and manner as often as possible when not at the expense of the goods themselves. Cuts are of much value in fall and holiday work, and can now be secured at such reasonable rates of The Iron Age publishers and elsewhere, that there is no reason in the world why any of us should be without them. People will often notice and buy from a cut when simple wording would in no wise attract them.

A good plan, too, and one well worth the trying, is to do as is sometimes done with a show window—advertise one thing at a time. If it be carving knives, then carving knives only for all they are worth, and if stove polish, your particular kind of stove polish as if no other existed.

The month is a good one for any purpose, and there need be none of it lost. It is not likely there will be, in the hands of pushing, up-to-date hardwaremen. Iron Age.

GLASSMAKERS WANT INFORMATION.

A despatch from Ottawa says that Indiana glass manufacturers are in communication with the immigration branch of the Department of the Interior, with a view of locating in this country if they can obtain cheap fuel and the requisite grade of sand. The Indiana manufacturers have been relying on the supply of natural gas for their fuel, but this gas is failing, and to substitute other fuel available in Indiana will be most expensive. A deputation from the manufacturers will visit eastern and western Canada, looking for sites.

ENAMELLED BATHTUBS IN THE UNITED STATES.

This is a harvest season for the independent bathtub manufacturers. Never before in the history of the business has such a splendid opportunity been offered them to make and market their tubs. Those in the business of making enameled bathtubs know what difficulties confront them before the tub is turned out in a marketable state. It is conceded by all in the business that the tubs made by the leading interest are as near perfect as it is possible for these goods to be made. This is not true, however, of tubs made by all of the independent makers. But the enormous demand for tubs at the present time is helping the new comers by taking all their output, whether they be good, bad or indifferent. This, of course, is giving the new tub makers an opportunity to experiment with their plants at a small cost to themselves until they ultimately strike upon the right formula and process by which the first quality tubs are made.

It is generally remarked that some of the tubs now being sold to the trade are no better than iron castings painted. If it were not for the great scarcity now prevailing there would not be so many manufacturers in the business who have not yet got beyond the experimental stage of the business. It is doubtful whether very many of them will master the art before the demand abates.—Metal Worker.

THE "GOOD CHEER ART"

Still Stands Unequalled in
Operation, Finish or Price.

So we bring it forward
for its third season as
one of the finest



Handling this Stove means dollars and
satisfaction to the dealer, so send
your order in early.

MANUFACTURED BY

THE JAS. STEWART MFG. CO.,
WOODSTOCK. LIMITED,

JAS. H. ASHDOWN, Wholesale Representative
Man. and N.W.T., Winnipeg, Man.

A MONTREAL MAN IN SWITZERLAND.

WHEN Queen Elizabeth, if I am not mistaken, lost Calais, the last town on French territory in possession of the English, it is said that she was so overcome by grief and mortification that she exclaimed: "When I die, you will find the word 'Calais' engraved on my heart."

Now, if I should be overcome by fatigue before returning to Canada, the word "Cook" will be somewhere on my anatomy, or, more probably, as we live in a practical age, on my boots.

Cook's motto is to show you as much as possible for your money. Take one drive in Geneva, for example. The interpreter, Mr. Louis Van O.S. (OS), a splendid fellow, courteous to a degree, very attentive and ready at all times to answer the innumerable questions we would put to him, turned us over to the local Cook guide, who was a cross between a platform lecturer and a go-as-you-please mountaineer.

Monsieur Leatherlungs could speak English, French and German fluently, and he would jump from one to the other without pausing for breath.

With 20 passengers on a coach drawn by six beautiful horses we started amidst the blowing on the horn, the cracking of the whip and numerous exclamations of "Au revoir" and "Bon voyage" from the hotel staff at the Metropole. We might have been going on a tour to the North Pole in Santos Dumont's air ship, there was such a hearty sendoff. In addition to the usual crowd of onlookers, we had farewell bows from the proprietor, the maitre d'hotel or manager, the head waiter, two garçons, or underwaiters, the pretty Suisse young lady in the desk—[Aside: How can one dispute his bill with such sweet creatures to deal with?—and the concierge, or head porter, in gorgeous array and imposing livery. Well, we started. Viewed the magnificent electrical establishment worked by water power from the magnificent Lake Geneva—a divine sheet of water—which has been sung, preached, written and raved about in all languages. And a glorious lake it is, too. Passed houses made historic by Calvin. Saw the hall where the Alabama Commission met. Gazed at the petite chalet, which, at the moment, is the home of Dreyfus, who is living in quiet retirement with his wife and family. Drove up a steep hill to get a view of Mont Blanc and the country generally. There at our feet was the mirror-like Lake Geneva. Steamers were passing to and fro. Italian feluccas, with their extraordinary, but picturesque, sails, were dreamily sailing along. The shores are beautifully wooded, and chateau and chalet

are pointed out, from the sweet, romantic chateau nestling amid delicious terraced vineyards to the more imposing castle of the Baroness Rothschild. With the glass may be seen the Castle of Chillon, made famous by Byron and immortalized in his "Prisoner of Chillon."

We clamber up to our seat and drive on. The roads are good. Not a loose stone or piece of rough macadam to be seen anywhere, and the peeps of richness which greet one at almost every turn are inexpressibly delightful.

Now we come to a mansion in the suburbs of Geneva, which was bequeathed to the city by the generosity of the late owner, and we pass from room to room filled with rare collections from all parts of the world. Pictures innumerable, bric-a-brac rich and rare. Articles de vertu from every quarter of the globe. We wound up this visit with sore feet, tired eyes and craned necks. Says one lady from Boston, "I declare I be more played out than when I climbed the Mauvais Pas and visited the Mal de Mer on mule back at Chamounix." She meant the Mer de Glace (sea of ice) but none of us smiled—too tired.

"En avant. Sil vous plait," cried our guard of many tongues. "Excelsior," I replied, and we mounted the comfortable coach and sped away to the grounds of the Baroness de Rothschild, who kindly allowed us full access and, for one hour, we walked, talked and drank in the beauty of the enchanting situation.

Next we make a halt just in time to save our lives at the Trois Cauronnes (Three Crowns), and never did refreshments taste sweeter. The ladies had five-o'clock tea, the gentlemen took—ahem! cold tea. The driver had a loaf, half a Swiss cheese and a bottle of Munich beer, and I must draw a veil upon what the interpreter and the writer, now boon companions du voyage, consumed. The horses were not overlooked. The Swiss waitresses, so fetching in their crisp, "not-to-be-touched," immaculate dresses, were remembered. We raised our hats to M'sieu Boniface and Madame Embonpoint, and rattled off back to the Hotel Metropole, where a good 8 o'clock dinner awaited the party. Here one of the first to greet us was Mr. Gibbons (of Gibbons & Harper, London, Ont.), the well-known K.C.

"Good hevings," he cried, "is that you Evans?"

I thought for a moment, I must be in the Tecumseh House, London!

Ben Jonson or Dean Swift, in their palmy days, never sat down to a meal where there was more hilarity. And when a Cornishman said, "I always decline hors d'oeuvres (appetizers), because I do not care for steak from a worn out pony," a roar went around the table.

WILLIAM H. EVANS.

NO ESTABLISHED CREDIT.

Credit Man—Sorry, sir, but we cannot open an account with you because of your financial standing.

Rubbtton—What's the matter with it?

Credit Man—Why, you've always paid cash.

HENDERSON & POTTS

HALIFAX AND MONTREAL.



Sole Manufacturers in Canada of

Brandram Bros.
& Co., London, Eng.

B.B.

Genuine White Lead

Brandram's Genuine B.B. is the best White Lead made. It is unequalled for whiteness, and fineness and body, and will cover more surface than any other White Lead Paint. It is the favorite White Lead in England, Canada, United States, Australia, Russia, etc. Made by a special process, and is superior to all other White Lead for durability.

SEND FOR QUOTATIONS.

PORTLAND CEMENTS

Best German, Belgian and English Brands.

Fire Bricks, Fire Clay,
Flue Linings,
Drain Pipes,
Calcined Plaster,
Granite Hard Wall Plaster,
Wheelbarrows,
Mortar Stains.

A full stock of Builders' and Contractors' Supplies. Write for Quotations.

W. McNally & Co.,
MONTREAL.

DAVID PHILIP
MANUFACTURERS' AGENT

362½ Main St., - WINNIPEG.

Correspondence invited from manufacturers of Staple or Heavy Hardware, Iron or Steel Bolts and Nuts, etc., either by carrying stock in Winnipeg or by selling direct from factory.

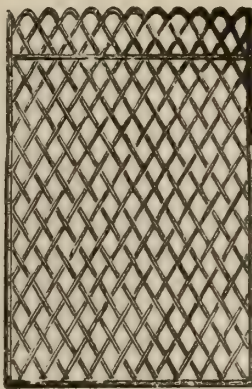
GOOD REFERENCES.

ADVICE FOR SALESMEN.

F. A. SOUTHWICK.

TACT is a talent that should be continually cultivated, as it is the tactful man that is successful. A recent writer has said that it is superior to genius. You can hardly name a phase of political, commercial or social life where the man of tact is not ahead. Ability and brains have been relegated to the rear or kept in subordinate positions while the man with the hypnotic art forged ahead. Don't misunderstand me, without brains and ability no success is permanent, but with those for the charge and tact for the match, bullseyes are a sure thing. A recent number of *The Industrial Journal* contains a good essay on tact—read it.

If the salesman secures orders simply by the argument of lowest prices, then it matters little, and he need read no further in this article. But if his house is handling or making a good line, it should be his strongest argument that there is no competition on price. If his wares are equal to those of other makers they are of equal value, and in these days of combinations and gentlemen's agreements it becomes all the more important that the question of price be left out of any agreement. It is often observed that manufacturers attain to



Wire Guards

FOR

Store Fronts
Factory and Mill Windows
Basement Windows

THE B. GREENING WIRE CO., LIMITED
HAMILTON, ONT., AND MONTREAL, QUE.

The words "**DUNDAS AXE**" are stamped on our hand-made "Crown Jewel" and "Perfect Jewel" Axes. Knowing the quality of these Axes, we want every one to know who made them. They will hold an edge that will cut their way to success.

DUNDAS AXE WORKS
Dundas, Ont.

Montreal Agent: W. L. Haldimand, Jr.

The Robin Hood Powder Company

If you want the best Trap or Game load in the world, buy "Robin Hood Smokeless," in "Robin Hood" Shells. It is quick, safe, and reliable. Try it for pattern and penetration from forty to seventy yards against any powder on the market. We make the powder, we make the shells, and we load them. Write for our booklet, "Powder Facts."

The Robin Hood Powder Company

SWANTON, VT.

the highest rank by freely advertising a high price and a corresponding high quality. A failure on the part of their salesmen to secure the higher price was looked upon as a confession of failure and they were "allowed to resign."

Don't disparage competitors. It will take all your skill and ability to properly present your own line. Decrying the other fellow only advertises him, and wherever the salesmen of other people are found jumping on a company the latter should immediately cut down its advertising appropriation. You should be familiar with the points wherein your house considers its goods better than those of other makers, and if forced to compare, should honestly point out the advantages claimed. Even then avoid criticism or any inference of ignorance. Seek rather to bring your customer to look at the matter from your point of view. Make no statements of which you are not absolutely sure and which you do not yourself believe. Truth is ever convincing; the slightest untruth throws doubt upon the whole case. Many times has justice miscarried because some witness, in his enthusiasm, has drawn upon his imagination for his facts.

Do not ever attempt to discuss a subject on which you are ignorant with the assur-

ance of knowledge. Cultivate a knowledge of uses of goods you handle and ascertain the technical meaning of the peculiar language of the craft. Absence of such knowledge will inevitably lead to some incorrect use of a technical word and thus immediately convey the impression that you are not master of your business. Then confidence is gone, and failure is sure to meet you. The correct and easy use of the terms of trade relating to the goods you handle will contribute largely to convey the idea that you know your business and your advice can be safely followed.

POINTS ON ADVERTISING.

One of the most interesting contentions in this business-like book, "*The Individual Advertising Department*," is, that advertising sense is as common as horse sense—that the business man is the best advertising manager for his own business, and that copy, pictures, etc., can be bought as easily and as satisfactorily as one sends an order to a shirtmaker who has one's measure in his books. The ways and means of conducting an advertising campaign will be read with interest by the man who has money to invest in advertising, and with equal interest by the man who has not.

"*The Individual Advertising Department*." \$1. The Whitman Co., New York.

A "KEEP COOL" WINDOW.

WHEN the recent hot spell made physical effort of any character almost unbearable it was fortunate that mental activity could be indulged in while seeking such comfort as could be found in absolute quietude, says a writer in Metal-Worker. It has been my custom to endeavor to turn whatever caused me inconvenience, annoyance or discomfort to profit whenever possible. So when a desire for relief from the intense heat suggested to my mind many things that would make life more pleasant, even if the scorch continued, I concluded that these suggestions should materialize in the form of a

"KEEP COOL WINDOW,"

which would bring me customers, profit and popularity in suggesting a means by which other people might find relief from the heat.

After the cool of the evening set in, I told

TWO OF THE CLERKS

that I would stand for all the ice cream they could eat if they would aid me in preparing an attack on the pocketbooks of my customers by helping to erect the fortifications. One was set to removing everything that had been in one of my show windows, while with the other I selected the materials for my display. I decided that in one corner, at the back, I would have a pyramid of water coolers of different sizes, and in the opposite corner I would have a refrigerator with the lower door open, showing some lettuce, cucumbers, lemons, raspberries and other things that would be inviting to the appetite during a hot spell.

FOR A BACKGROUND

I had a pyramid of ice cream freezers, the bottom row being composed of large freezers, smaller ones being used for the top. A little 1-pint freezer, suitable for use in making ice cream at the tea table, was at the very top. Across the window, above the pyramid, I had a Mexican grass hammock, light blue in color. From the hammock I hung a variety of fans, from the large-sized palm leaf "Sabbath Day Cooler" to the grotesque Japanese spread and folded fans. I placed near the centre of the window a big "take-me-home-for-98-cents" folding leg dressmaker's table. On this I placed a large bright dish pan, and suggestively alongside of it a pile of lemons, lemon squeezers, knife for cutting the lemons, icepick, corkscrews, several two-storey tumblers, a tin shaker, such as is used for mixing cool drinks, and a bundle of straws.

In one glass I had red lemonade with a slice of lemon floating in it, and two straws sticking invitingly out of the top. In another I had orangeade with some raspber-

ries floating in it. In another was lemonade with a slice of orange and a couple of strawberries in it, and near at hand was a big box of sugar. On the other end of the table I had a large japanned tin waiter on which were arranged several saucers with tin spoons, alongside of which was a bundle of cheap tin teaspoons wrapped in blue tissue paper, suitable for picnic parties. Beside this waiter was an ice-cream freezer with the top and crank taken off, and conveniently at hand was one of those funnel-shaped ice cream measures.

SEVERAL BIG TIN SPOONS,

suitable for dipping out the ice cream, and one of the new wrought iron, tinned, with wooden handle, ice cream scoops. To carry the illusion further I had a bright young mason to ladle me out some "white coat" on the saucers in such a manner that it looked very much like hard ice cream. There was ample space on the table for several styles of ice picks, individual ice cream molds, also larger forms, such as are used for gelatine and puddings. Sticking out of the lemonade pail was the bent handle of a tin dipper, and on the table beside it was a dipper of another style, also a very handsome Britannia dipper with an ebony handle.

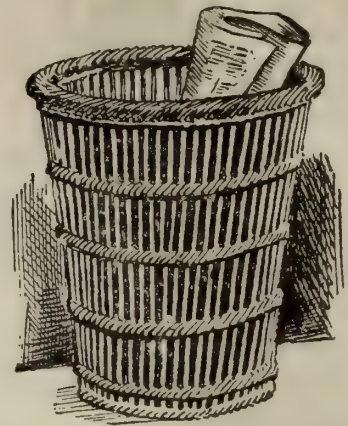
In front of the table, where it could readily be seen, was

AN ICE CREAM FREEZER

with the crank taken off and all ready for receiving a batch of material to be frozen. On a piece of rough burlap was a big chunk of glass and several smaller pieces, which I was able to collect, to resemble ice; and conveniently at hand I put a pair of ice tongs, an ice pick, ice hatchet, two different styles of ice shavers, chippers and an ice maul, then a small bag of coarse salt, with some ice cream molds, milk pails and other suggestive tinware.

When we had got thoroughly into the spirit of arranging this "keep cool" window, the boys showed considerable interest and put in a number of other little things that escaped my mind, as coarse graters and nutmeg graters. One thought that we ought to have a pineapple to suggest pineapple water ice, and when the work was completed the best compliment we received was from a stout old gentleman, who stopped to look at it, and said it had entirely changed his feeling. Instead of feeling hot he felt for his pocketbook to see whether he had money to buy an ice cream freezer and some of the lemonade and paraphernalia we had shown.

THE GREATEST AUTHORITY.



ADVERTISING?

Oh, yes; I am an authority.
In fact, I may say, in all modesty,
The greatest authority.
For I know all about it;
I am the final court
Beyond which there is no appeal.
Each day we go over the mail together—
The "old man" and I.
He picks out the one-centers
And the fishy-looking two-centers,
Keeps the actual cheques and letters
And gives me the residue.
All of it—absolutely all;
Even to the envelopes.
Advertising! Humph!
I ought to know!
For I get all the tailors' samples
And life insurance blotters
And summer resort booklets
And "lost manhood" pamphlets
And folders and circulars
And literature offering many things
(Mostly on very reasonable terms).
I get them all,
And that is how I happen to know.
I swallow nine-tenths of all the advertising
That reaches him.
All of it except a little tenth
That is printed in the "old man's" trade paper.
I never get hold of that, for some reason,
Though I've tried hard enough, too.
Never managed to get a taste of that,
Except once, when a new office boy
Very kindly threw me one,
And then, before I had time to
Swallow it, the "old man" rescued it
And cursed and howled and danced
And scared Tilly the typewriter
And put the paper in his coat pocket.
And now, that I come to think of it,
I haven't seen that boy since.

—Printers' Ink.

INQUIRIES AND ANSWERS.

WHO SELLS AUTOMATIC GLASS CLEANERS?

A. B. N. writes:

Will you kindly inform me who jobs the Automatic Glass Co.'s window cleaner. The water goes inside of it, and it automatically saturates the cloth upon it; also if you know who handles the rubber sleevelets?

[REMARKS: Can any of our readers supply the desired information?—THE EDITOR.]

F. Kilby is building a general store at Victoria Mines, Ont.

HARDWARE AND PAINTS, OILS AND GLASS.

ALTHOUGH, owing to the steel strike, prices in many lines have advanced in other markets, no change is recorded here for the week. Manufacturers are not filling orders for cut nails very rapidly, and the barb wire orders are still far behind. Sisal rope has advanced in sympathy with the market elsewhere, and is now 11c. base. The carpenters' strike is just where it was a week ago, and building is being greatly retarded, in spite of the contractors' statements to the contrary, and this is, of course, affecting building hardware.

There was a very active local demand for glass after Wednesday's storm. There is an easier feeling in linseed oil, but no decline in price, as the price here for some time has been below the outside markets. Turpentine is steady and without change.

The stove and furnace trade is, of course, now in season, and stove men are very busy. They anticipate the best season for years. With American anthracite at \$11 per ton, everyone is looking for the stove or furnace that will give the maximum heat with the minimum expenditure of coal. The price list for the week is as follows :

Barbed wire, 100 lb.	3 45
Plain twist	3 45
Staples.....	3 95
Oiled annealed wire.....	10 3 95
" "	11 4 00
" "	12 4 05
" "	13 4 20
" "	14 4 35
" "	15 4 45
Wire nails, 30 to 60 dy, keg.....	3 50
" 16 and 20	3 60
" 10	3 60
" 8	3 70
" 6	3 75
" 4	3 90
" 3	4 15
Cut nails, 30 to 60 dy.	3 10
" 20 to 40	3 15
" 10 to 16	3 20
" 8	3 25
" 6	3 30
" 4	3 40
" 3	3 75
Horsenails, 45 per cent. discount.	
Horseshoes, iron, No. 0 to No. I.....	4 65
No. 2 and larger	4 40
Snow shoes, No. 0 to No. I	4 90
No. 2 and larger	4 40
Steel, No. 0 to No. I	4 95
No. 2 and larger	4 70
Bar iron, \$2.60 basis.	
Swedish iron, \$5.00 basis.	
Sleigh shoe steel	3 25
Spring steel	3 25
Machinery steel	3 75
Tool steel, Black Diamond, 100 lb.....	8 50
Jessop	13 00
Sheet iron, black, 10 to 20 gauge, 100 lb.	3 50
20 to 26 gauge	3 75
28 gauge.....	4 00
Galvanized American, 16 gauge...	2 79
18 to 22 gauge	4 75
24 gauge	5 00
26 gauge.....	5 25
28 gauge.....	5 50
Genuine Russian, 1b.....	12
Imitation "	8
Tinned, 24 gauge, 100 lb.....	7 75
26 gauge	8 00
28 gauge	8 50

Tinplate, IC charcoal, 20 x 28, box	11	00
" IX " 	13	00
" IXX " 	15	00
Ingot tin.....	33	
Canada plate, 18 x 21 and 18 x 24	3	50
Sheet zinc, cask lots, 100 lb	7	00
Broken lots	7	50
Pig lead, 100 lb.....	6	00
Wrought pipe, black up to 2 inch.....	50	an 10 p.c.
Over 2 inch.....	50	p.c.
Rope, sisal, 7-16 and larger	\$11	00
" ¾	11	50
" ¾ and 5-16	12	25
Manila, 7-16 and larger.....	14	00
" ¾	14	50
" ¾ and 5-16	15	00
Solder	20	
Cotton Rope, all sizes, lb.....	17	
Axes, chopping.....	\$ 7 50	to 12 00
" double bits	12 00	to 18 00
Screws, flat head, iron, bright.....	87½	
Round " "	82½	
Flat " brass	80	
Round " "	75	
Coach	57½	p.c.
Bolts, carriage.....	55	p.c.
Machine.....	55	p.c.
Tire.....	60	p.c.
Sleigh shoe	65	p.c.
Plough	40	p.c.
Rivets, iron.....	50	p.c.
Copper, No. 8.....	35	
Spades and shovels.....	40	p.c.
Harvest tools.....	50, and	10 p.c.
Axe handles, turned, s. g. hickory, doz..	\$2 50	
No. 1	1	50
No. 2	1	25
Octagon extra	1	75
No. 1	1	25
Files common.....	70, and	10 p.c.
Diamond	60	
Ammunition, cartridges, Dominion R.F.	50	p.c.
Dominion, C.F., pistol.....	30	p.c.
" military.....	15	p.c.
American R.F.	30	p.c.
C.F. pistol	5	p.c.
C.F. military.....	10	p.c. advance.
Loaded shells:		
Eley's soft, 12 gauge black.....	16	50
chilled, 12 gauge.....	18	00
soft, 10 gauge	21	00
chilled, 10 gauge	23	00
Shot, Ordinary, per 100 lb	6	25
Chilled	6	75
Powder, F.F.G., keg	4	75
F.F.G.	5	00
Tinware, pressed, retinned.....	75 and 2½	p.c.
plain	70 and 15	p.c.
Graniteware, according to quality.....	50	p.c.

PETROLEUM.

Water white American	25½c.
Prime white American.....	24c.
Water white Canadian.....	22c.
Prime white Canadian.....	21c.

PAINTS, OILS AND GLASS.

Turpentine, pure, in barrels.....	\$	61
Less than barrel lots		66
Linseed oil, raw		90
Boiled		93
Lubricating oils, Eldorado castor.....		25 $\frac{3}{4}$
Eldorado engine.....		24 $\frac{1}{2}$
Atlantic red.....		27 $\frac{1}{2}$
Renown engine.....		41
Black oil.....	23 $\frac{1}{2}$ to 25	
Cylinder oil (according to grade) ..	55 to 74	
Harness oil.....		61
Neatsfoot oil.....	\$ 1 00	
Steam refined oil.....		85
Sperm oil.....		1 50
Castor oil..... per lb.		11 $\frac{1}{2}$
Glass, single glass, first break, 16 to 25 united inches.....		2 25
26 to 40..... per 50 ft.		2 50
41 to 50..... " 100 ft.		5 50
51 to 60..... " " 100 ft.		6 00
61 to 70..... per 100-ft. boxes		6 50
Putty, in bladders, barrel lots..... per lb.		2 $\frac{1}{2}$
kegs..... " "		2 $\frac{3}{4}$
White lead, pure..... per cwt.		7 00
No 1..... "		6 75
Prepared paints. pure liquid colors, ac- cording to shade and color, per gal.	\$1.30 to \$1.90	

Thompson & Avery, general merchants and lumber millers, Sharbot Lake, Ont., have suffered about \$4,000 loss by fire; insured.

DIAMOND GRAPHITE PAINT

**The very best covering and ANTI-RUST
Paint for all Metallic structures.**

THE
**CANADA
PAINT
COMPANY**
LIMITED
MONTREAL



For MACHINES, BRIDGES and GIRDERS.

Resists Corrosion

and gives a beautiful finish. The IDEAL
Paint for economy and durability.
Correspondence invited.

THE
**CANADA
PAINT
COMPANY**
LIMITED
TORONTO

MARKETS AND MARKET NOTES

QUEBEC MARKETS.

Montreal, September 6, 1901.

HARDWARE.

THE early fall trade that is being done in shelf hardware of all descriptions is nothing short of phenomenal. Not only is the volume much greater than last year at this time, but it even exceeds that of two years ago. There is said to be more cutlery going out than for many seasons, while builders' hardware is also extremely active. Sporting goods of all kinds, including skates and hockey sticks, are being freely inquired for, while guns and ammunition are going out in large shipments. Fall and winter goods, such as bells, shovels, lanterns, etc., are now on the active list. There have been several changes in prices made during the week. Pieced tinware has been advanced 5 per cent., the discount now being 40 instead of 45 per cent. Some lines of copper ware are also 10 per cent. higher. Sisal rope is $\frac{1}{2}$ c. per lb. higher, the price now being $10\frac{1}{2}$ c. The discount on ship spikes has been lowered from 25 to $22\frac{1}{2}$ per cent. Sheet metals

remain quite scarce. Coil chain has been advanced by some houses; with others it remains unchanged.

BARB WIRE—There is little business being done in this line, and the market is featureless. Prices are unchanged at \$3.05 per 100 lb. f.o.b. Montreal.

GALVANIZED WIRE—There is nothing new to report. Trade is seasonably quiet in this line. We quote: No. 5, \$4.25; Nos. 6, 7 and 8 gauge, \$3.55; No. 9, \$3.10; No. 10, \$3.75; No. 11, \$3.85; No. 12, \$3.25; No. 13, \$3.35; No. 14, \$4.25; No. 15, \$4.75; No. 16, \$5.

SMOOTH STEEL WIRE—The demand for hay-baling wire is quite brisk, and stocks are pretty well run down. Other lines are quiet. We quote oiled and annealed: No. 9, \$2.80; No. 10, \$2.87; No. 11, \$2.90; No. 12, \$2.95; No. 13, \$3.15 per 100 lb. f.o.b. Montreal, Toronto, Hamilton, London, St. John and Halifax.

FINE STEEL WIRE—The discount is unchanged at $17\frac{1}{2}$ per cent.

BRASS AND COPPER WIRE—There is no new feature to report. The discount is 55

and $2\frac{1}{2}$ per cent. on brass, and 50 and $2\frac{1}{2}$ per cent. on copper.

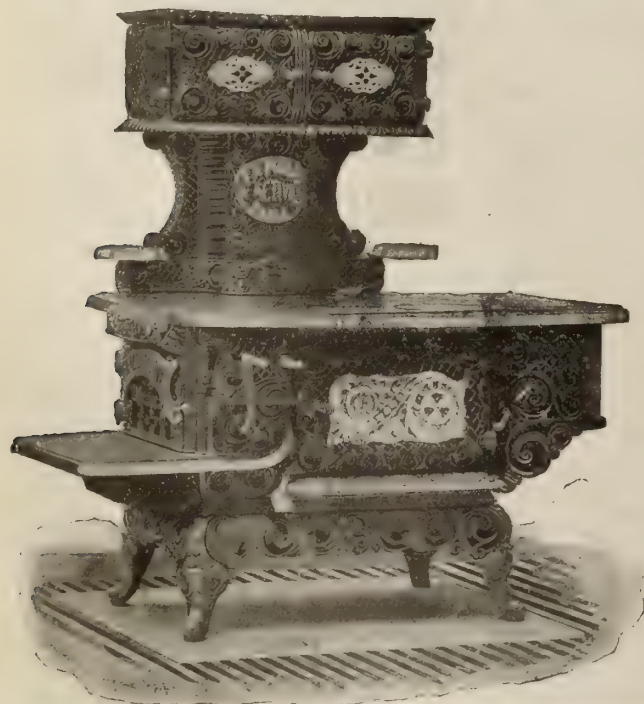
FENCE STAPLES—There is not much doing just now. We quote: \$3.25 for bright, and \$3.75 for galvanized, per keg of 100 lb.

WIRE NAILS—The regular demand for wire nails is well maintained, and the market is in a healthy condition. We quote: \$2.85 for small lots and \$2.77 $\frac{1}{2}$ for carlots, f.o.b. Montreal, London, Toronto, Hamilton and Gananoque.

CUT NAILS—At the advanced prices a steady business is being done. We quote: \$2.55 per keg for small and \$2.45 for carlots; flour barrel nails, 25 per cent. discount; coopers' nails, 30 per cent. discount.

HORSE NAILS—As yet not much fall business has been transacted; nevertheless the outlook is promising. "C" brand is held at a discount of 50 and $7\frac{1}{2}$ per cent. off the new list. "M" brand is quoted at 60 per cent. off old list on oval and city head and $66\frac{2}{3}$ per cent. off countersunk head. Monarch's discount is $66\frac{2}{3}$ per cent., and 70 per cent. in 25 box lots.

THE FAMOUS ACTIVE RANGE



With Reservoir and High Shelf. **RETURNED**

THE McCLARY MFG. CO.

LONDON, TORONTO, MONTREAL, WINNIPEG, VANCOUVER AND ST. JOHN, N.B.

"Everything for the Tinshop."

Made in 42 styles and sizes.

Burns coal, coke or wood.

Has ventilated oven and thermometer on oven door.

The most perfect cooking range made.

We have improved many of our last year's stoves, and also added some new lines, making our list of cooking and heating stoves and ranges the largest and best assorted in Canada.

Write for our new pocket price list just issued.

We will also be pleased to supply you FREE with any advertising matter you can use to advantage.

THE PAGE-HERSEY IRON & TUBE CO.

Limited

MONTREAL

Manufacturers of

Wrought Iron Pipe

For Water, Gas, Steam, Oil,
Ammonia and Machinery.

**DRAIN PIPES,
PORTLAND CEMENTS,
FIRE BRICKS AND CLAY
SILICA AND MAGNESIA
BRICKS,**

with specially prepared mortar.

Contractors' and Founders'
Supplies.

F. HYDE & CO.

31 WELLINGTON ST., MONTREAL

... FULL STOCK ...

Salt Glazed Vitrified



Double Strength Culvert Pipe
a Specialty.

THE CANADIAN SEWER PIPE CO.

HAMILTON, ONT. TORONTO, ONT.
ST. JOHNS, QUE.

Deseronto Iron Co.

LIMITED

DESERONTO, ONT.

Manufacturers of

Charcoal Pig Iron

BRAND "DESERONTO."

Especially adapted for Car Wheels, Malleable Castings, Boiler Tubes, Engine Cylinders, Hydraulic and other Machinery where great strength is required; Strong, High Silicon Iron, for Foundry Purposes.

HORSESHOES—Horseshoes are beginning to move in a fall trade volume. Prices are steady and unchanged while the market is firm. We quote: Iron shoes, light and medium pattern, No. 2 and larger, \$3.50; No. 1 and smaller, \$3.75; snow shoes, No. 2 and larger, \$3.75; No. 1 and smaller, \$4.00; X L steel shoes, all sizes, 1 to 5, No. 2 and larger, \$3.60; No. 1 and smaller, \$3.85; feather-weight, all sizes, \$4.85; toe weigh-steel shoes, all sizes, \$5.95 f.o.b. Montreal; f.o.b. Hamilton, London and Guelph, 10c. extra.

POULTRY NETTING—Orders are very scarce and the market is quiet. The discount is still 55 per cent.

SCREWS—The demand is good and the market is quite firm. Discounts are as follows: Flat head bright, 87½ and 10 per cent. off list; round head bright, 82½ and 10 per cent.; flat head brass, 80 and 10 per cent.; round head brass, 75 and 10 per cent.

BOLTS—A brisk movement is reported. Discounts are as follows: Norway carriage bolts, 65 per cent.; common, 60 per cent.; machine bolts, 60 per cent.; coach screws, 70 per cent.; sleigh shoe bolts, 72½ per cent.; blank bolts, 70 per cent.; bolt ends, 62½ per cent.; plough bolts, 60 per cent.; tire bolts, 67½ per cent.; stove bolts, 67½ per cent. To any retailer an extra discount of 5 per cent. is allowed. Nuts, square, 4c. per lb. off list; hexagon nuts, 4¼c. per lb. off list. To all retailers an extra discount of ¼c. per lb. is allowed.

BUILDING PAPER—A fair trade is being done. We quote as follows: Tarred felt, \$1.70 per 100 lb.; 2-ply ready roofing, 80c. per roll; 3-ply, \$1.05 per roll; carpet felt, \$2.25 per 100 lb.; dry sheathing, 30c. per roll; tar sheathing, 40c. per roll; dry fibre, 50c. per roll; tarred fibre, 60c. per roll; O.K. and I.X.L., 65c. per roll; heavy straw sheathing, \$28 per ton; slaters' felt, 50c. per roll.

RIVETS AND BURRS—Some good lots have been sold this week. Discounts on best iron rivets, section, carriage, and wagon box, black rivets, tinned do., coopers' rivets and tinned swedes rivets, 60 and 10 per cent.; swedes iron burrs are quoted at 55 per cent. off; copper rivets, 35 and 5 per cent. off; and coppered iron rivets and burrs, in 5-lb. carton boxes, are quoted at 60 and 10 per cent. off list.

BINDER TWINE—The movement is quite brisk at steady, firm prices. Stocks are said to be very low. We quote: Blue Ribbon, 11½c.; Red Cap, 9¾c.; Tiger, 8¾c.; Golden Crown, 8c.; Sisal, 8¼c.

CORDAGE—Sisal has been advanced ½c. per lb. this week. Otherwise, prices are unchanged. Manila is worth 13½c. per lb.

Plates and Sheets

Tank, Boiler and Firebox Plates.

Lysaght's Best Steel Sheets.

Low Prices for Import to Wholesale Buyers.

Sanderson's Tool Steel ⁱⁿ Stock.

A. C. LESLIE & CO.
MONTREAL.



**IRON AND
BRASS**

Pumps

Force, Lift and Cistern
Hand and Power.

For all duties. We can supply your wants with—quality the best and prices right. Catalogues and full information for a request.

THE R. McDUGALL CO., Limited
Manufacturers, Galt, Canada.

ADAM HOPE & CO.
Hamilton, Ont.

We offer from stock

Coke Tin Plates 1 C 14 x 20,

" " 1 C 20 x 28,

Galvanized Sheet Iron,

"Comet" and American Brands.

L. and F. Ingot Tin,

Straits Tin,

Ingot Copper,

Pig Lead, Spelter and Antimony.

NOVA SCOTIA STEEL CO.

Limited

NEW GLASGOW, N.S.

Manufacturers of

Ferrona Pig Iron

And **SIMENS MARTIN**

Open Hearth Steel

ARE YOU COMING TO TORONTO, LONDON and OTTAWA EXHIBITIONS ?

We are going to be at the three, so let us meet you at Toronto between the west end door of the Carriage Building, opposite main entrance to the grounds. Also in the Carriage Building at London and Ottawa, and we will show our display of Elastilite Varnish and other lines.

Arrange to meet your friends at our exhibit, where you can wait on one another in comfort, and at the same time see and learn while you wait.

The Imperial Varnish & Color Co.
LIMITED
TORONTO, ONT., CANADA.

for 7-16 and larger ; sisal brings 10½c. and lath yarn, 10½c.

HARVEST TOOLS — There is not much doing in this line just now. The discount is 50, 10 and 5 per cent.

SPADES AND SHOVELS — Snow shovels are moving out well, as also are other staple lines which enter into the fall trade. The discount is 40 and 5 per cent.

FIREBRICKS — A small business is reported at former prices. We quote : Scotch at \$17.50 to \$22 and English at \$17 to \$21 per 1,000 ex wharf.

CEMENT — There is a moderate demand at unchanged prices. We quote as follows : German cement \$2.25 to \$2.40 ; English, \$2.20 to \$2.35 ; Belgian, \$1.65 to \$1.95 per bbl. ex wharf, and American, \$2.15 to \$2.30, ex cars.

METALS.

The scarcity of sheet metal is still the all-important feature of the market. Arrivals remain very disappointing, and many orders remain on the books unfilled. Shipments are expected next week. Bar iron is reported rather scarce. Some dealers have advanced the price of coil chain, while others have not altered the quotations yet.

PIG IRON — The market does not show a great deal of life, and prices are only nominal. Summerlee is worth \$20.50 to \$21 and Canadian \$17.50 to \$18.

BAR IRON — Supplies are none too plentiful, and prices are very firm. We quote \$1.90 for merchants' bar and \$2.15 for horseshoe.

BLACK SHEETS — Buyers say that supplies are unprocurable. Some more shipments are expected next week. We quote : 28 gauge, \$2.85 ; 26 gauge, \$2.75 ; 22 to 24 gauge, \$2.65, and 8 to 20 gauge, \$2.55.

GALVANIZED IRON — The demand is rather brisk and stocks are light. We quote : No. 28 Queen's Head, \$4.50 ; Apollo, 10¾ oz, \$4.50 ; Comet, \$4.25, with 25c. extra in less than case lots.

COPPER — The market is steady at 17¾ to 18c.

INGOT TIN — A fair business is reported at 32c.

LEAD PIPE — The demand is reported brisk and shipments are heavy. We quote as follows : 7c. for ordinary and 7½c. for composition waste, with 30 per cent. off.

IRON PIPE — The demand is brisk and the market firm. On larger sizes than we quote there has been a very marked advance, some lines to the extent of 25 per cent. We quote : Black pipe, ¼, \$2.80 per 100 ft. ; ½, \$2.80 ; ¾, \$3 ; 1, \$3.30 ; 1-in., \$4.75 ; 1¼, \$6.45 ; 1½, \$7.75 ; 2-in., \$10.35. Galvanized, ½, \$4.60 ; ¾, \$5.25 ; 1-in., \$7.50 ; 1¼, \$9.80 ; 1½, \$11.75 ; 2-in., \$16.

TINPLATES — Most houses have still no goods to offer, and orders are standing on the books awaiting arrivals. There are virtually no coke stocks here, and prices are nominal. We quote as follows : Coke plates, \$4.50 to \$4.75 ; charcoal, \$5.00 to \$5.25.

CANADA PLATE — There is no change in the local situation. Supplies are hard to get and prices are high. We quote as follows : 52's, \$2.75 to \$2.80 ; 60's, \$2.85 to \$2.90 ; 75's, \$2.85 to \$2.95 ; full polished, \$3.75, and galvanized, \$4.25 to \$4.50.

STEEL — Unchanged. We quote : Sleigh shoe, \$2 ; tire, \$2.05 ; bar, \$2 ; spring, \$2.75 ; machinery, \$2.75, and toe-calk, \$2.50.

SHEET STEEL — We quote : Nos. 10 to 20, \$2.50.

TOOL STEEL — Black Diamond, 8c. and Jessop's, 13c.

TERNE PLATES — Are still very scarce and badly needed. We quote \$8.20 to \$8.25.

COIL CHAIN — American makers are firm in their ideas as to price, and some local dealers have advanced their values. Others retain our schedule. We quote as follows : No. 6, 12½c. ; No. 5, 10½c. ; No. 4, 10c. ; No. 3, 9½c. ; ¼-in., 7¼c. per lb. ; 5-16, \$4.75 ; 5-16 exact, \$5.20 ; ¾, \$4.20 ;

Binder Twine Binder Twine

The John Bowman Hardware & Coal Co., London, Ont.

We can supply for immediate shipment :

Peoria Standard Twine, 500 feet.

Consumers Cordage Co.'s Red Cap, 600 feet.

Consumers Cordage Co.'s Blue Ribbon, 650 feet.

Shipment guaranteed day order is received.

Binder Twine Binder Twine

7-16, \$4; $\frac{1}{2}$, \$3.80; 9-16, \$3.70; $\frac{5}{8}$, \$3.50; $\frac{3}{4}$, \$3.45; $\frac{7}{8}$, \$3.40; 1-in., \$3.40. In carload lots an allowance of 10c. is made.

SHEET ZINC—Is quoted at \$6.

ANTIMONY—Quiet at 10c.

ZINC SPELTER—Steady at 5c.

SOLDER—We quote: Bar solder, 18 $\frac{1}{2}$ c.; wire solder, 20c.

PAINTS AND OILS.

Trade, although quiet, is nevertheless considered quite satisfactory for the season. Local prices are steady, but the American market for oil is declining rather rapidly, and is as low as 45c. at oil centres. The English market is still at its former high level. It seems that the American is the only seed crop that is bountiful this year. We quote:

WHITE LEAD—Best brands, Government standard, \$6.00; No. 1, \$5.62 $\frac{1}{2}$; No. 2, \$5.25; No. 3, \$4 87 $\frac{1}{2}$, and No. 4, \$4.50 all f.o.b. Montreal. Terms, 3 per cent. cash or four months.

DRY WHITE LEAD—\$5.25 in casks; kegs, \$5.50.

RED LEAD—Casks, \$5.00; in kegs, \$5.25.

DRY WHITE ZINC—Pure, dry, 6 $\frac{1}{4}$ c.; No. 1, 5 $\frac{1}{4}$ c.; in oil, pure, 7 $\frac{1}{4}$ c.; No. 1, 6 $\frac{1}{4}$ c.; No. 2, 5 $\frac{1}{4}$ c.

PUTTY—We quote: Bulk, in barrels, \$1.90 per 100 lb.; bulk, in less quantity, \$2.05; bladders, in barrels, \$2.10; bladders, in 100 or 200-lb. kegs or boxes, \$2.25; in tins, \$2.55 to \$2.65; in less than 100-lb. lots, \$3 f.o.b. Montreal, Ottawa, Toronto, Hamilton, London and Guelph. Maritime Provinces 10c. higher, f.o.b. St. John and Halifax.

LINSEED OIL—Raw, 82c.; boiled, 85c. in 5 to 9 bbls., 1c. less, 10 to 20 bbl. lots, open, net cash, plus 2c. for 4 months. Delivered anywhere in Ontario between Montreal and Oshawa at 2c. per gal. advance and freight allowed.

TURPENTINE—Single bbls., 54c.; 2 to 4 bbls., 53c.; 5 bbls. and over, open terms, the same terms as linseed oil.

MIXED PAINTS—\$1.20 to \$1.45 per gal.

CASTOR OIL—8 $\frac{3}{4}$ to 9 $\frac{1}{4}$ c. in wholesale lots, and $\frac{1}{2}$ c. additional for small lots.

SEAL OIL—47 $\frac{1}{2}$ to 49c.

COD OIL—32 $\frac{1}{2}$ to 35c.

NAVAL STORES—We quote: Resins, \$2.75 to \$4.50, as to brand; coal tar, \$3.25 to \$3.75; cotton waste, 4 $\frac{1}{2}$ to 5 $\frac{1}{2}$ c. for colored, and 6 to 7 $\frac{1}{2}$ c. for white; oakum, 5 $\frac{1}{2}$ to 6 $\frac{1}{2}$ c., and cotton oakum, 10 to 11c.

SCRAP METALS.

The market is very quiet and devoid of features. Dealers are now paying the following prices in the country: Heavy copper and wire, 13 $\frac{1}{2}$ to 4c. per lb.; light

copper, 12 to 12 $\frac{1}{2}$ c.; heavy brass, 12 to 12 $\frac{1}{2}$ c.; heavy yellow, 9 $\frac{1}{2}$ to 10c.; light brass, 6 $\frac{1}{2}$ to 7c.; lead, 2 $\frac{1}{2}$ to 2 $\frac{3}{4}$ c. per lb.; zinc, 2 $\frac{1}{4}$ to 2 $\frac{1}{2}$ c.; iron, No. 1 wrought, \$14 to \$15 per gross ton f.o.b. Montreal; stove plate, \$8 to \$9; machinery scrap, \$15; light iron, No. 2, \$4 a ton; malleable and steel, \$4; rags, country, 60 to 70c. per 100 lb.; old rubbers, 7 to 7 $\frac{1}{2}$ c. per lb.

HIDES.

There is a fair business doing in green hides. Dealers are still paying 7 $\frac{1}{2}$ c., but 8c. is sometimes paid for extra choice stock. We quote: Light hides, 7 $\frac{1}{2}$ c. for No. 1, 6 $\frac{1}{2}$ c. for No. 2, and 5 $\frac{1}{2}$ c. for No. 3; lambskins, 30c.; sheepskins, \$1; calfskins, 9c. for No. 1 and 7c. for No. 2.

ONTARIO MARKETS.

TORONTO, Sept. 6, 1901.

HARDWARE.

B EING the second week of the Industrial Exhibition there are, as usual, a good many merchants from outside points in the city. Quite a number of them are to be seen around the wholesale warehouses, and the travellers are on hand to entertain them, and take such orders as they may be pleased to give them. Business of this character, however, has not been large. Trade generally is in a satisfactory condition, and the country merchants who have been in the city during the week report most favorably in regard to the outlook for business the coming fall and winter. No particularly new features have developed during the week. Prices as a rule are steady, and whatever indications of changes there are are in the direction of higher prices.

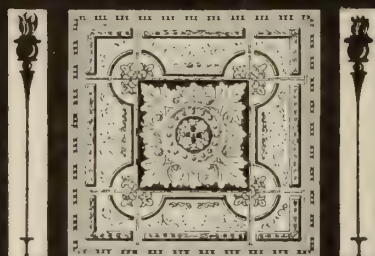
BARB WIRE—A fairly good trade has been experienced in spot goods, the demand in this particular being more active than a week ago. Very little is heard, however, in regard to shipments from factory. We quote: \$3.05 per 100 lb. from stock Toronto; and \$2.82 $\frac{1}{2}$ f.o.b. Cleveland for less than carlots, and \$2.70 for carlots.

GALVANIZED WIRE—Very little business is passing in plain galvanized wire. We quote: Nos. 6, 7 and 8, \$3.50 to \$3.85 per 100 lb., according to quantity; No. 9, \$2.85 to \$3.15; No. 10, \$3.60 to \$3.95; No. 11, \$3.70 to \$4.10; No. 12, \$3 to \$3.30; No. 13, \$3.10 to \$3.40; No. 14, \$4.10 to \$4.50; No. 15, \$4.60 to \$5.05; No. 16, \$4.85 to \$5.35. Nos. 6 to 9 base f.o.b. Cleveland are quoted at \$2.57 $\frac{1}{2}$ in less than carlots and 12c. less for carlots of 15 tons.

SMOOTH STEEL WIRE—Business is fairly good in hay-baling wire, but in ordinary oiled and annealed wire there is little or nothing being done. Net selling prices are: Nos. 6 to 8, \$2.90; 9, \$2.80; 10, \$2.87; 11, \$2.90; 12, \$2.95; 13, \$3.15;

OUR METALLIC CEILINGS AND WALLS

Are both artistic and serviceable. Popularly used by practical people everywhere.



Easily applied—most moderate in cost—fire-proof, sanitary and wonderfully durable—with countless designs to select from.

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BUY

Radiant Shelby Incandescent Lamps.
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Improved Gasoline Lamps.
Banner Cold Blast Lanterns.
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Banner Lamp Burners.

Write for Prices.

Manufactured by

THE ONTARIO LANTERN CO.,
HAMILTON, ONT.

Walter Grose, Montreal, sole selling agent.

14, \$3.37; 15, \$3.50; 16, \$3.65. Delivery points, Toronto, Hamilton, London and Montreal, with freights equalized on those points.

WIRE NAILS—The demand continues fair for small lots. Business in wire nails has been good for some time, and the manufacturers report that sales are, so far, considerably ahead of those of last year up to this time. The base price is \$2.85 for less than carlots, and \$2.77 $\frac{1}{2}$ for carlots. Delivery points Toronto, Hamilton, London, Gananoque and Montreal.

CUT NAILS—Trade continues to be of the usual small character which has been so pronounced for some time. In the United States the demand for cut nails is good, and there is a firm feeling there in regard to prices. Base price is \$2.55 per keg with 10c. allowance on carlots.

HORSE NAILS—Not much is being done. Discount on "C" brand, oval head, 50 and 7 $\frac{1}{2}$ per cent. off new

list, and on "M" and other brands, 50, 10 and 5 per cent. off the old list. Countersunk head 60 per cent.

HORSESHOES—Business is still only moderate. We quote f.o.b. Toronto: Iron shoes, No. 2 and larger, light, medium and heavy, \$3.60; snow shoes, \$3.85; light steel shoes, \$3.70; featherweight (all sizes), \$4.95; iron shoes, No. 1 and smaller, light, medium and heavy (all sizes), \$3.85; snow shoes, \$4; light steel shoes, \$3.95; featherweight (all sizes), \$4.95.

SCREWS—The movement is still fair and prices steady and unchanged. Discounts are: Flat head bright, 87½ and 10 per cent.; round head bright, 82½ and 10 per cent.; flat head brass, 80 and 10 per cent.; round head brass, 75 and 10 per cent.; round head bronze, 65 per cent., and flat head bronze at 70 per cent.

RIVETS AND BURRS—The demand keeps up well. We quote as follows: Iron rivets, 60 and 10 per cent.; iron burrs, 55 per cent.; copper rivets and burrs, 25 and 5 per cent.

BOLTS AND NUTS—The demand continues active, and some difficulty is still being experienced in filling orders in certain sizes. We quote: Carriage bolts (Norway), full square, 65 per cent.; carriage bolts full square, 65 per cent.; common carriage bolts, all sizes, 60 per cent.; machine bolts, all sizes, 60 per cent.; coach screws, 70 per cent.; sleighshoe bolts, 72½ per cent.; blank bolts, 60 per cent.; bolt ends, 62½ per cent.; nuts, square, 4c. off; nuts, hexagon, 4½c. off; tire bolts, 67½ per cent.; stove bolts, 67½; plough bolts, 60 per cent.; stove rods, 6 to 8c.

ROPE—Trade, as is usual at this time of the year, is quiet. Base price of manila is 13½c. per lb. and of sisal 10½c. per lb.

SPORTING GOODS—Business is good in guns, rifles, powder and ammunition. The demand for the first named is particularly good.

CUTLERY—Business is still fairly good in this line.

BUILDING PAPER—The demand continues good. We quote: Building paper, 30c.; tarred paper, 40c., and tarred roofing, \$1.65.

SPADES AND SHOVELS—Only a small trade is to be noted in this line. Discount, 40 and 5 per cent.

BARN DOOR TRACKS—The Canadian manufacturers of barn door tracks have withdrawn quotations, and an advance in price is consequently looked for.

STOVES AND FURNACES—The movement continues brisk.

ENAMELLED WARE AND TINWARE—Only a light business is being done in enamelled ware. In certain lines of tinware the movement is fairly good.

CEMENT—The demand continues brisk at steady prices. We quote barrel lots as follows: Canadian portland, \$2.25 to \$2.75; German, \$3 to \$3.15; English, \$3; Belgian, \$2.50 to \$2.75; Canadian hydraulic, \$1.25 to \$1.50.

METALS.

The movement in sheet metals continues good with prices firm. Ingot metals are quiet. Steel remains firm.

PIG IRON—Not much new business is being placed, but a good many complaints are heard in regard to the difficulty of getting delivery from the Canadian furnaces. The Sydney furnaces are shipping quite a little to Great Britain and the shipments received at the Clyde from Canada last month aggregated about 13,000 tons. The ruling quotation for No. 2 on track Toronto is \$17 to \$17.50 per ton.

BAR IRON—The demand for bar iron continues brisk, and some of the mills are so filled with orders that they are not seeking new business for prompt shipment. The idea as to base price is \$1.90 to \$1.95 per 100 lb.

STEEL—The demand for steel keeps good, and prices are firm. We quote as follows: Merchantable cast steel, 9 to 15c. per lb.; drill steel, 8 to 10c. per lb.; "B C" and "Black Diamond" tool steel, 10 to 11c.; Jessop's, Morton's and Firth's tool steel, 12½ to 13c.; toe calk steel, \$2.85 to \$3; tire steel, \$2.30 to \$2.50; sleighshoe steel, \$2.10 to \$2.25; reeled machinery steel, \$3; hoop steel, \$3.10.

GALVANIZED SHEETS—A brisk demand is still being experienced. Importers in Canada have been advised by manufacturers in the United States that they cannot contract to make delivery under 60 to 90 days. British galvanized sheets are firm at \$4.50 in case lots and \$4.65 in smaller quantities. American sheets rule at \$4.40 for case lots.

BLACK SHEETS—A fairly good demand is being experienced. We quote: Common, \$3.15 for 28 gauge and dead flat \$3.50 for 26 gauge.

CANADA PLATES—The demand shows further improvement, and delivery of import orders is being made. We quote all dull, \$2.90; half polished, \$3; and all bright, \$3.50.

TIN—A fair trade is being done in small lots and local prices are unchanged at 31 to 31½c. per lb. There was a decline of 5s. per ton in London on Tuesday, on both spot and future tin, and the New York market rules dull.

TIN PLATES—The feature of the trade, as far as the local market is concerned, is the lightness of stocks. Some of the local wholesalers are compelled to draw on their confreres for supplies in order to fill prompt

Oakey's

The original and only Genuine Preparation for Cleaning Cutlery. 6d. and 1s. Canisters.

'WELLINGTON'

KNIFE POLISH

JOHN OAKEY & SONS, LIMITED

MANUFACTURERS OF

Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England.

Agent:

JOHN FORMAN, 644 Craig Street MONTREAL



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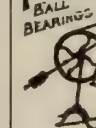
West Troy, N.Y.

Steel Carriage and Wagon Jacks,

Harness Snaps, Chain, Rope and Web Goods, etc.

FOR SALE BY JOBBERS AT MFRS. PRICES.

PRIEST'S CLIPPERS



Largest Variety, Toilet, Hand, Electric Power. ARE THE BEST. Highest Quality Grooming and Sheep-Shearing Machines. WE MAKE THEM. SEND FOR CATALOGUE TO American Shearer Mfg. Co., Nashua, N.H., U.S.A.

Don't Forget the Name...

NEWMAN'S INVINCIBLE FLOOR SPRINGS

Strong, Quick, Reliable, Effective.

Will close a door against any pressure of wind. Far ahead of ordinary door springs, pneumatic or otherwise. Ask your wholesaler.

W. NEWMAN & SONS, Birmingham.

Oneida Community Goods

HALTERS, COW TIES, SNAPS, etc., etc.,

in all sizes and styles. May be had of all jobbers throughout Canada.

Factory—NIAGARA FALLS, ONT.

MACKENZIE BROS.

HARDWARE

MANUFACTURERS' AGENTS,

Travellers covering Manitoba, Northwest Territories and British Columbia. ; WINNIPEG MAN.

CORRESPONDENCE SOLICITED.

THE PULLMAN PNEUMATIC

Combined

Door Check and Spring.



for Screen Doors. Small, Simple, Strong, Perfect and Ornamental. Low in Price.

PULLMAN SASH BALANCE CO., ROCHESTER, N.Y., U.S.A.

orders. The demand on the other hand continues good. We still quote I. C. at \$4.75 per box. The mills in the United States are turning out more plates than they were since the strike began, but the price is unchanged, and the approximate figures, as given by The American Metal Market, are \$6.50 to \$6.75, while for November shipment f.o.b. the mill \$4.30 per 100 lb. is quoted.

TINNED SHEETS—Trade is fair at 8½c. per lb. for 28-gauge.

COPPER—Business is quiet in ingot copper and good in sheet copper. We quote ingot at 17¾c., bars at 23 to 25c., sheet at 24 to 24½c., and planished at 32c.

BRASS—A fair trade is still to be reported at the discount of 10 per cent. on rod and sheet.

SOLDER—A good movement is reported this week. We quote: Half-and-half, guaranteed, 19½c.; ditto, commercial, 19c.; refined, 18½c., and wiping, 17c.

IRON PIPE—The demand keeps fairly good. The price for 1 inch black is \$5.40 and for 1-inch galvanized \$7.95 per 100 ft.

LEAD—An improved demand has been experienced during the past week. Local quotations are unchanged at 4¼ to 4½c. per lb., but the outside markets are firmer. In London on Tuesday prices closed 1s. 3d. higher.

ZINC SPELTER—The demand shows some improvement, with prices unchanged at 5½ to 6c. per lb.

ZINC SHEETS—A good trade has been done during the past week. We quote cask lots at 6c. and part casks at 6¼c.

ANTIMONY—Trade is only moderate. We quote 10½ to 11c. per lb.

PAINTS AND OILS.

There has been a good business done during the past week, though it is thought that the number of buyers in the city to the Exhibition has been rather smaller than usual at this season. The reduction of 2c. in linseed oil has been followed by a still further decline of 1c. this week. This is due to the offering of Canadian oil made from Canadian seed. Turpentine is firm. All other lines are steady. We quote:

WHITE LEAD—Ex Toronto, pure white lead, \$6.12½; No. 1, \$5.75; No. 2, \$5.37½; No. 3, \$5.00; No. 4, \$4.62½; genuine dry white lead in casks, \$5.12½.

RED LEAD—Genuine, in casks of 560 lb., \$5.25; ditto, in kegs of 100 lb., \$5.50; No. 1, in casks of 560 lb., \$4.50; ditto, kegs of 100 lb., \$4.75.

LITHARGE—Genuine, 6¼ to 6½c.

ORANGE MINERAL—Genuine, 7½ to 8c.

WHITE ZINC—Genuine, French V.M., in casks, \$7 to \$7.25; Lehigh, in casks, \$6.

PARIS WHITE—90c. to \$1 per 100 lb.

FILES

7 FACTORIES
10 BRANDS

RASPS



NICHOLSON FILE CO., Providence, R.I., U.S.A.

BRITISH PLATE GLASS COMPANY, Limited.

Established 1773

Manufacturers of **Polished, Silvered, Bevelled, Chequered, and Rough Plate Glass.** Also of a durable, highly-polished material called "**MARBLETT**," suitable for Advertising Tablets, Signs, Facias, Direction Plates, Clock Faces, Mural Tablets, Tombstones, etc. This is supplied plain, embossed, or with incised gilt letters. **Benders, Embossers, Brilliant Cutters, etc., etc.** Estimates and Designs on application.

Works: Ravenhead, St. Helens, Lancashire. Agencies: 107 Cannon Street, London, E.C.—128 Hope Street, Glasgow—12 East Parade, Leeds, and 36 Paradise Street, Birmingham. Telegraphic Address: "Glass, St. Helens." Telephone No. 68 St. Helens.

FOR SALE—(As Good as New.)

RE-LAYING RAILS

1,200 tons 56. rail and fastenings.
120 tons 65. " " "
20 tons 14. " " "

Prompt Deliveries.

Also a Complete Stock of Track Supplies

SESSENWEIN BROS., 101 Shannon Street, MONTREAL.

Globe Brand **FILES AND RASPS** Warranted.



FINEST MATERIAL. SUPERIOR WORKMANSHIP. LOWEST PRICES.

Our production is more than double that of all the other Canadian manufacturers combined.

For sale by all prominent hardware merchants throughout the Dominion.

Walter Grose, Montreal,
Sole Selling Agent.

THE GLOBE FILE MFG. CO.
PORT HOPE, ONT.

WHITING—65c. per 100 lb.; Gilders' whiting, 80c.

GUM SHELLAC—In cases, 22c.; in less than cases, 25c.

PUTTY—Bladders, in bbls., \$2.10; bladders, in 100 lb. kegs, \$2.25; bulk in bbls., \$1.90; bulk, less than bbls. and up to 100 lb., \$2.05; bladders, bulk or tins, less than 100 lb., \$2.90.

PLASTER PARIS—New Brunswick, \$1.90 per bbl.

PUMICE STONE—Powdered, \$2.50 per cwt. in bbls., and 4 to 5c. per lb. in less quantity; lump, 10c. in small lots, and 8c. in bbls.

LIQUID PAINTS—Pure, \$1.20 to \$1.30 per gal.

CASTOR OIL—English, in cases, 9½ to 10c. per lb. and 10 to 10½c. for single tins.

LINSEED OIL—Raw, 1 to 4 barrels, 83c.; boiled, 86c.; 5 to 9 barrels, raw, 82c.; boiled, 85c., delivered. To Toronto, Hamilton, Guelph and London, 2c. less.

TURPENTINE—Single barrels, 55c.; 2 to 4 barrels, 54c., delivered. Toronto, Hamilton and London 1c. less. For less quantities than barrels, 5c. per gallon extra will be added, and for 5-gallon packages, 50c., and 10 gallon packages, 80c. will be charged.

GLASS.

Shipments are coming to hand more liberally, but there is still but a moderate stock

of some lines. We quote: Under 26 in., \$4.15; 26 to 40 in., \$4.45; 41 to 50 in., \$4.85; 51 to 60 in., \$5.15; 61 to 70 in., \$5.50; double diamond, under 26 in., \$6; 26 to 40 in., \$6.65; 41 to 50 in., \$7.50; 51 to 60 in., \$8.50; 61 to 70 in., \$9.50, Toronto, Hamilton and London. Terms, 4 months or 3 per cent. 30 days.

OLD MATERIAL.

There is a fair business doing, at steady prices. We quote jobbers' prices as follows: Agricultural scrap, 60c. per cwt.; machinery cast, 60c. per cwt.; stove cast, 40c.; No. 1 wrought 50c. per 100 lb.; new light scrap copper, 12c. per lb.; bottoms, 11c.; heavy copper, 12½c.; coil wire scrap, 12½c.; light brass, 7c.; heavy yellow brass, 10c. heavy red brass, 10½c.; scrap lead, 2¾c.; zinc, 2c.; scrap rubber, 6½c.; good country mixed rags, 65 to 75c.; clean dry bones, 40 to 50c. per 100 lb.

HIDES, SKINS AND WOOL.

HIDES—There is a good demand. We quote: Cowhides, No. 1, 7½c.; No. 2, 6½c.; No. 3, 5½c. Steerhides are worth 1c. more. Cured hides are quoted at 8½ to 9c.

SKINS—The market is steady and unchanged. We quote: No. 1 veal, 8-lb. and up, 9c. per lb.; No. 2, 8c.; dekins, from 55 to 60c.; culls, 20 to 25c.; sheepskins, 90c. to \$1; lambs and pelts, 40c.

WOOL—Prices are unchanged, and the market is fairly active. Our quotations are: Combing fleece, washed, 12 to 12½c., and unwashed, 7½ to 8c.

COAL.

The demand is fairly brisk. We quote at international bridges: Grate, \$4.75 per gross ton; egg, stove and nut, \$5 per gross ton.

PETROLEUM.

The demand continues to improve. Prices are steady since the advance. We quote: Pratt's Astral 16½ to 17c. in bulk (barrels, \$1 extra); American water white, 17 to 17½c. in barrels; Photogene, 16 to 16½c.; Sarnia water white, 15½ to 16c. in barrels; Sarnia prime white, 14½ to 15c. in barrels.

MARKET NOTES.

Prices have been withdrawn by the manufacturers of barn door tracks.

BACK WITH INFORMATION.

MR. ANDREW A. BROWN, the Montreal manager of The McClary Manufacturing Co., has just returned from his visit across the Atlantic, and reports having had a splendid trip in regard to both business and pleasure.

"What was the business object of your visit, Mr. Brown?"

"Well, it was in part to try to find a market in England and Scotland for our manufactures."

"How are chances for a trade?"

"Not any too bright. If we are to enter the market it will only be through hard work and with small profits, for prices are cut away down by German competition. The outlook is brightest for enamelled ware and heating ranges, which the Englishmen do not manufacture extensively."

"Can you account for the slow delivery of sheet metals this year?"

"Well, the mills seem to have been seriously inconvenienced by the lack of water, and in many cases the drought shut them up. However, this difficulty is now almost entirely relieved, and the output has been increased. We should soon get deliveries now if there were not such a phenomenal rush of orders from the United States. Many of the tinplate mills are filled with American orders. I visited one tinplate mill, and when I was in the office the manager received two orders, one from China for 29,000 boxes and the other from Kansas City for 19,000 boxes. So you can understand the rush is phenomenal."

"How did you enjoy the Glasgow Exhibition?"

"I was somewhat disappointed with the Canadian pavilion as were other Canadians. The place was too small and the exhibit not

well arranged. The wood exhibit was hid away in one corner and altogether our display suffered much by its comparison with that of Russia whose Government spent £30,000 on buildings in which its products were displayed to good advantage. In the main buildings the Canadian exhibits were fine."

FURNACE CASINGS AND PIPING.

Ordinarily the furnace season does not open in full activity as early as the stove and range season. Special attention is drawn to this fact this year owing to the condition of the market for sheet iron and tinplate. The supply of these materials is not great, and in view of the strike at the mills it is not probable that it soon can be replenished so that much needed material can be had at the time it is wanted. Failure to secure it means a loss of both profit and prestige, as well as disappointment to good customers. The furnace houses generally have used every effort to secure a stock of both galvanized and black sheet iron for furnace casings and linings in order that their customers may be able to fill their orders, and the houses making furnace pipe and fittings have also made up stock and provided tinplate for making more so as to lend assistance to the furnace contractors.

It is important now that local furnacemen make a canvass among prospective customers and inform themselves as to how many furnaces they may need and what tinplate or made-up fittings are likely to be required, so that they may make the necessary arrangements to secure what they need. It is not enough this year to wait until the weather forces customers to make their wants known. They must be canvassed or trade will be lost. Many orders can be captured and arrangements may be made for the goods early enough to secure them when needed if something is done in the way of judicious advertising and visiting around among those whose apparatus is in poor condition. The furnaceman must not let other branches of his business interfere with his furnace trade, but should be on the alert or his sales will fall off owing to inability to get goods, and loss of sales, of course, will entail shrinkage of profits.—Metal Worker.

An international exposition of agricultural machinery will open at Lodi, Italy, in September, 1901. It will include farming implements, machines for the making of butter and cheese, the secondary products of milk, automatons and automobiles. Persons interested may secure information as to exhibits, etc., from the Italian Chamber of Commerce, Paris. The address is La Chambre de Commerce Italienne, 17 boulevard de la Madeleine, Paris.

UTILIZATION OF WASTE PRODUCTS

THERE are many instances of experiments in the utilization of waste which read as if they were intended to be facetious, although the investigators may be in earnest. "One Chemist," writes Prof. Peter F. Austen in the September Forum, "made a wine jelly out of old boots, and was enthusiastic about it more so, probably, than those who partook of it and did not learn the fact until later. Another converts old shirts into glucose, ferments it, distills off the alcohol, colors and flavors it, and produces a fine grade of whisky. Still another scientific experimenter feeds his whole family with cakes containing a large amount of powdered sawdust, and is pleased to find that the diet is relished and digested."

"Speaking of sawdust, it is a singular fact that in the United States this waste has been allowed to accumulate in various places until it has become a nuisance, especially when it has been allowed to run into rivers and choke up the channels, disfigure the shores and in other ways make trouble. Although there are not a few methods of utilizing sawdust, but little attempt seems to have been made in this country. The amount of sawdust produced has been reduced by the displacement of the circular saw by the band saw, which makes much less dust. There is, however, plenty of sawdust produced, and as a rule it does not find any application. In view of this state of affairs, a brief mention of some of the utilizations of sawdust will be of interest."

"The first use, as would naturally occur to anyone, is to burn it. Several special forms of furnaces have been invented to do this efficiently. In some cases the sawdust is dried before it is burnt, while in others it is dried in the furnace in which it is burnt. It can also be mixed with coal slack, spent dyewood, turf, peat, etc., and compressed into briquettes, which allows it to be sold for use in place of coal. As coal is very often highly-priced in regions where sawdust is produced, there is an opportunity for a large profit. By the dry distillation of sawdust all the distillation products of wood are obtained, and this manufacture can be conducted as an adjunct to the working of wood in a way to insure a profit. The products obtained are gas, wood alcohol, acetic acid, tar and oils. From the tar there have been obtained benzole, toluole, zymole, cumole, paraffine, naphthalene and hydrocarbons, which are used in the manufacture of aniline colors. Carbolic acid and creosote are also obtained. As a last product, charcoal is left in the retorts."

"By sieving out the coarser particles, mixing the remainder with various fillers and agglutinants, compressing and heating, some very interesting materials have been made in the way of artificial wood, plastic masses, etc. Such a material was brought out by Latry, in Paris, and was made from prepared sawdust and blood. It formed a hard, black substance, which could be tooled and machined like wood. It took a high polish, and could be glued, lacquered and gilded. Imitation marbles have also been made from the fine dust of certain woods and the dust of ivory and similar waste. A mixture of sawdust and phosphate of lime with a binder has been used as a material for taking casts of sculptures, and has been called 'Similibois.' Slabs for parquet floors have also been made from sawdust, as well as plates for bas-reliefs, art castings, panels and decorations. Terra cotta lumber and artificial lumber are both instances of the utilization of sawdust. Sawdust compositions have also been used for sidewalks and dinner plates."

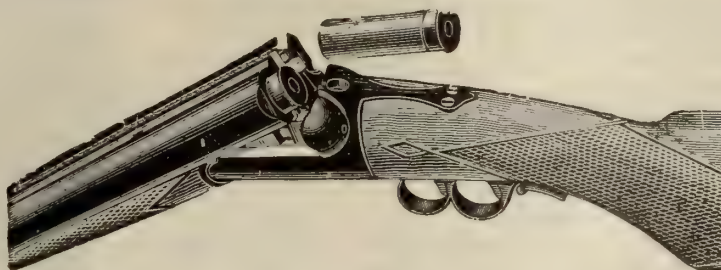
THE Canada Hardware Co., Limited

SHELF GOODS WAREHOUSE,

MONTREAL.

HEAVY GOODS WAREHOUSE,

General Offices,
10 Debresoles St.



Iron, Steel, Glass, etc.
43-45 Common St.

Full Line of Fall Goods at Lowest Prices

all to mail office 7-9-01

Guns
Rifles
Ammunition
and
Sporting
Goods
Cutlery
etc.



Cross-Cut
Saws
Axes
Lanterns
Cow Ties
Skates and
Hockey
Sticks
Snow
Shovels
etc.

A Corner of Our Sample Room, which is the Finest in Canada.

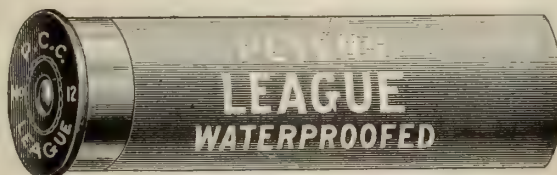
SELLING AGENTS FOR

Best Assortment of Loaded Shells
IN THE DOMINION.

ASK FOR TESTS



"GOLIATH" and "PYRAMID."



CONTRACTORS' SUPPLIES
A SPECIALTY.



AND PRICES.

The CANADA HARDWARE CO., Limited
MONTREAL.

THE RESULT OF RETURNING GOODS

THE constant returning of goods is a source of great annoyance and extra expense, requiring extra clerical service and more work in many departments, writes W. A. Given in Business Topics. It is also in many cases a source of positive loss, by reason of goods coming back in a damaged condition, or so long after purchase as to be unseasonable—and the wholesaler divides his feelings (?) between the fear of loss on the goods so returned and, on the other hand, the fear of losing a customer if he refuses to make the credit.

The retailer who is guilty of this practice, evidently does not realize that he is gaining an unenviable reputation in the business world, and that it affects his credit standing in a very great degree.

However, the wholesaler is very largely responsible in furnishing the excuse for the return of goods. Orders are frequently made out in a careless manner by the salesman, leading to mistakes in filling. Still more frequently are substitutions made in the hope that the customer will keep the goods when they are at his store, of course knowingly taking the risk of their very just return.

We must not overlook the fact that misunderstandings often occur in filling orders, and for all these reasons the customer is certainly justified in making returns.

By such faults of the wholesale house the customer falls easily into the habit of returning goods, and is then not always too particular about having good and sufficient cause for his action.

This is a case where reform must begin at home. Let the salesman use more care in taking the order and the house in seeing that it is correctly filled, and the annoyance

of having goods returned will be much reduced.

The aggravated cases will then come more forcibly to the attention of credit men, who will find little trouble in appraising such actions at their true value.

WINNIPEG MANUFACTURERS ORGANIZE.

Mr. T. A. Russell, secretary of the Canadian Manufacturers' Association, has followed up his success in organizing a branch of the association in Vancouver by the organization of a similar branch in Winnipeg.

On Friday last the inaugural meeting of the Winnipeg branch was held and the following officers elected:

President—F. W. Thompson.
Vice-President—E. F. Hutchins.
Secretary (pro tem)—C. N. Bell.

The following committee were also appointed to form a Provincial Committee: D. E. Sprague, F. J. Maulson, R. Muir, E. L. Drewry, G. F. Bryan and J. Hanbury.

Mr. Russell returned to Toronto on Tuesday.

PERSONAL MENTION.

Mr. D. Bowyer, hardware dealer, Listowel, Ont., was in Toronto on Wednesday.

Mr. J. T. Webb, Toronto, has just returned from a business trip to the Pacific Coast in the interest of The Thomas Davidson Manufacturing Co., Montreal. He reports trade conditions good in Manitoba, the Territories and the Coast cities, but quiet in the Kootenay district owing to the strike among the miners.

John Warren, general merchant, Pointe au Pic, Ont., has decided to build a large store, as his present premises are too small for his business.

THE OAKVILLE BASKET CO.,

Manufacturers of

1, 2, 3 Bushel

Grain

AND

Root**BASKETS**THE OAKVILLE
BASKET CO.**Buy the Best.****HERCULES****Sash Cord.**

Star Brand Cotton Rope
Star Brand Cotton Clothes Lines
Star Brand Cotton Twine

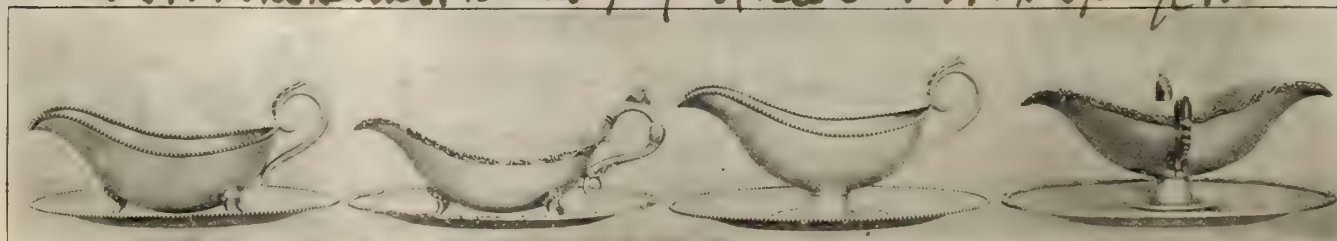
For Sale by all Wholesale Dealers

THE TORONTO SILVER PLATE CO., LIMITED

SILVERSMITHS AND MANUFACTURERS OF ELECTRO SILVER PLATE.

Not in the Trust or Members of any Silverware Association or Combine.

To Toronto Silver Plate 7-9-01 see our book 3 page 105



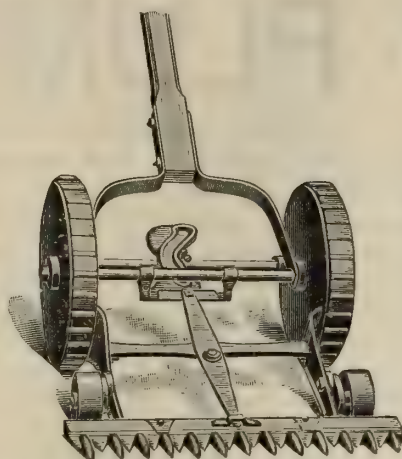
Factories and Salesrooms, King St. West, Toronto, Can.

E. G. GOODERHAM, Managing Director.

The Mower

THAT WILL KILL
ALL THE WEEDS
IN YOUR LAWNS.

If you keep the weeds cut so they do not go to seed, and cut your grass without breaking the small feeders of roots, the grass will become thick and weeds will disappear. **The Clipper will do it.**



CANADIAN PATENT FOR SALE.
SEND FOR CATALOGUE AND PRICES.

Clipper Lawn Mower Co.

NORRISTOWN, Pa.

THE TIME TO INSURE IS NOW

While you are WELL, STRONG and INSURABLE.

THE

Confederation Life

ASSOCIATION issues policies on all approved plans of Insurance, and is a prosperous and progressive Canadian Company.

PROTECTION FOR YOUR FAMILY.

PROFITABLE INVESTMENT FOR YOURSELF.

Pamphlets and full information sent on application.

Hon. Sir W. P. Howland, K.C.M.G., C.B.,
PRESIDENT.

W. H. Beatty, Esq., W. D. Matthews, Esq.,
VICE-PRESIDENTS.

W. C. MACDONALD,
ACTUARY.

J. K. MACDONALD,
MANAGING DIRECTOR.

HEAD OFFICE, - TORONTO.

Business Chance

The best established
Hardware Business
In Windsor and Walkerville
FOR SALE

The stocks will amount to about \$25,000 and are in first-class condition. Reasons for disposing of business:—Mr. Christie having acquired an interest in a wholesale business in Winnipeg, Mr. Morton wishes to retire.

Sealed tenders will be received for the above up to Oct. 1st.

Stock and Inventory can be seen at any time after Sept. 15th. No tender necessarily accepted.

MORTON & CHRISTIE,
Windsor and Walkerville.

BRITISH BUSINESS CHANCES.

Firms desirous of getting into communication with British manufacturers or merchants, or who wish to buy British goods on the best possible terms, or who are willing to become agents for British manufacturers, are invited to send particulars of their requirements for

FREE INSERTION
in "Commercial Intelligence," to the Editor
'SELL'S COMMERCIAL INTELLIGENCE,'
168 Fleet Street, London, England.

"Commercial Intelligence" circulates all over the United Kingdom amongst the best firms. Firms communicating should give reference as to bona fides.

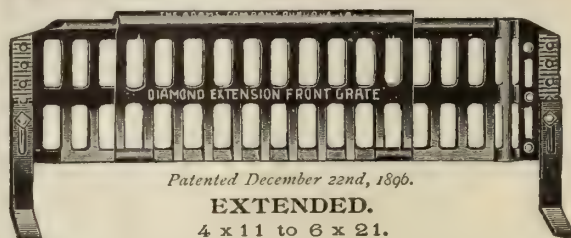
N.B.—A free specimen copy will be sent on receipt of a post card.

DIAMOND EXTENSION FRONT GRATE.

Ends Slide in Dovetails similar to
Diamond Stove Back.

Diamond Adjustable Cook Stove Damper

Patented March 14th, 1893.



Patented December 22nd, 1896.

EXTENDED.
4 x 11 to 6 x 21.



For Sale by Jobbers of Hardware

Manufactured by THE ADAMS COMPANY, Dubuque, Iowa, U.S.A.
A. R. WOODYATT & CO., Guelph, Ontario.

JONES BROS.

Manufacturers
of

STOVE BRICKS, OPEN GRATE BACKS,

"Maple Leaf" Brand.

Furnace Bricks and Range Bricks

Estimates furnished
on application.

Bracondale P.O., Ont.

Watch our ad. in next issue, or write to us for
particulars on our patented

Automatic Door Strip and Weather Strip

Specially adapted for cold climates and takes
the place of the inner window.

HELMS & HELMS, 148-50 Willow St.
PHILADELPHIA.

WESTERN

Incorporated
1851.

ASSURANCE COMPANY

Fire and Marine

Capital, subscribed \$2,000,000.00

Capital - - - 1,000,000.00

Assets, over - - 2,340,000.00

Annual Income - 2,290,000.00

Head Office: TORONTO, ONT.

Hon. Geo. A. Cox, President. J. J. Kenny, Vice-President
C. C. Foster, Secretary.

HEATING AND PLUMBING

EVERYDAY DIMENSIONS FOR PLUMBERS.

By O. N. E.

EXPERIENCED workmen often have resources to methods, outside of generally accepted practice, which are found useful and effective, and, therefore, are worth while recording. In many little details of work variations are made that are not sufficient to upset the standard, yet which demonstrate the license that a competent hand may take without wasting time or material or interfering with the quality of his work. Among these details are the dimensions of wiping cloths and those of the joint to be wiped. There may be those who do not observe the dimensions given below, but who will be willing to concede that they can be used with advantage until a workman finds what changes may be necessary for comfort and convenience.

WIPING CLOTHS.

Many plumbers do not risk their wiping cloths in the tool bag, but are apt to carry the favorites, particularly, if not the whole set, in the hip pocket. Although wiping cloths can now be bought at most of the supply houses, there are many workmen who still make their cloths of whatever material best suits their purpose, moleskin, bed ticking of good quality, and other finished cloths being used. The size varies according to the work to be done, but usually follows these dimensions.

SIZE OF WIPING CLOTHS.

	Size of pipe. Inches.	Size of material. Inches.	Size of finished cloth. Inches.
Round joints.....	$\frac{1}{2}$ to 2	12 x 12	3 x 3
Round joints.....	4	16 x 16	4 x 4
Branch joints.....	$\frac{1}{2}$ to 2	10½ x 10½	2½ x 2½
Flange joints.....		13 x 7	3¼ x 1¾

The cloth is folded with the two outside edges to the centre, and then folded again, giving a long, narrow strip. Then the ends are folded to the centre, and again folded, leaving no raw edges. The ends are now secured by sewing with secret stitches in one place on each side. This leaves the cloth pliable and ready to have any loose nap burned off against a hot solder pot.

SPACE TO BE CLEANED ON JOINT.

The space on the material to be shaved clean to wipe a joint is in many instances not measured, but is not far from what is given below.

	Size of pipe. Inches.	Clean space. Inches.
Round joints.....	$\frac{1}{2}$ to 2	$\frac{1}{2}$
Round joints.....	4	1¼
Branch joints.....		1 x 1¼
Flange joints.....		$\frac{1}{4}$ x $\frac{3}{4}$
Tank seams.....		$\frac{3}{8}$ x $\frac{1}{2}$

In cleaning space for branch joints, the longer space is cleaned along the pipe each side of the branch opening and the shorter space on the branch. On each side of the cleaned space the material is soiled, covered with paper or pasted, to suit the workman. In order to have their work look uniform, some men have oval forms of stiff paper, leather or other flexible material, which they lay on the pipe to mark out the space to be cleaned for making branch joints, but more use the dividers to mark the space, having one leg of the dividers on the inner edge of the branch opening and using the other to do the marking.—Metal Worker.

BUILDING PERMITS ISSUED.

Building permits have been issued in Toronto to The Park, Blackwell Co., Limited, for a four-storey warehouse and office building at the foot of Bathurst St., to cost \$30,000; to Walter Weston, for a \$1,200 warehouse at 29 Arthur street; to Thos. McIlwain, for two \$3,000 dwellings on Huxley street near Spencer; to H. M. Death, for a pair of \$1,600 residences on Dovercourt road near McKenzie crescent; to The H. A. Wilson Co., Limited, for \$3 500 alterations to 35 and 37 King street west; to C. R. S. Dinnick, for two \$4,000 dwellings at Bernard avenue near Huron; to H. F. Squires, for two \$3,500 dwellings at 53 and 55 Howland avenue. The aggregate amount of building permits issued during August was \$175,635, as compared with \$124,658 last year, while the total for the eight months reached \$1,595,300 (exclusive of the big hotel), as compared with \$1,269,327 in the same period in 1900.

PLUMBING AND HEATING CONTRACTS.

McKelvey & Birch, Kingston, Ont., have the contract for the plumbing and tinsmithing in the new buildings for the School of Mines, Kingston.

J. L. Wells & Co., Winnipeg, have the contract for the plumbing, and Anderson & Thomas for the galvanized iron work in the new Summerset school, Winnipeg.

Purdy, Mansell & Co., Toronto, have the contracts for plumbing in W. Gamer's house, Beaconsfield avenue; for plumbing and heating in the Cobourg, Ont., Collegiate Institute; for plumbing in the premises at 508 and 510 Queen street west, and for plumbing and heating a house on St. George street for Geo. H. Hees.

THE MONTREAL PLUMBING BY-LAW.

The Montreal plumbing by-law goes into effect on Monday this week. It is stated that quite a large proportion of the plumbers of Montreal have not yet registered as required by this by-law. There are two of the regulations in the by-law which should be respected by every plumber in Montreal:

Section II. of by-law No. 268 says: "It shall be unlawful for any person to carry on the trade of plumbing in the city of Montreal unless licensed or registered at the office of the Board of Health."

Section III. of the same by-law says: "No drain shall be made or plumbing work done in any building until a permit to do so has been obtained from the sanitary engineer."

Those plumbers who neglect to comply with this regulation will be liable to prosecution, fine or imprisonment.

HAMILTON PLUMBERS GET A RAISE.

On Tuesday, a new two-years' agreement between the Journeymen Plumbers' Union and the master plumbers of Hamilton went into effect. By the new scale of wages, all journeymen will get 25c. per hour. Hitherto, good men have received 25c., but those who were considered inferior workmen or of insufficient experience received from 15 to 18 and 20c. per hour. By the new scale for men working at the trade six years and under, the minimum wage is 12½c. per hour, and between six and seven years, 15c.

PLUMBING AND HEATING NOTES.

Boutillier & Martin, plumbers, Sydney, N.S., have dissolved.

Ponsford Bros., contractors, St. Thomas, Ont., have dissolved, Henry T. Ponsford retiring.

A by-law passed in Waterloo, Ont., to loan \$5,000 for an extension to the present waterworks system in that town.

Andre Lapointe and Horace Leblanc have registered under the style of Lapointe & Leblanc, as plumbers, tinsmiths, and roofers, in Montreal.

Shaw & Beirsto, plumbers, Charlottetown, P.E.I., and Sydney, N.S., have dissolved. W. K. Beirsto continues in Sydney, and D. R. Shaw in Charlottetown.

SOME BUILDING NOTES.

The erection of a new post office in Rossland, B.C., has been started.

The corner-stone of a new Methodist church was laid at Midland, Ont., last week.

THE EDINBURGH ROPERIE & SAILCLOTH CO., LIMITED

LEITH, SCOTLAND

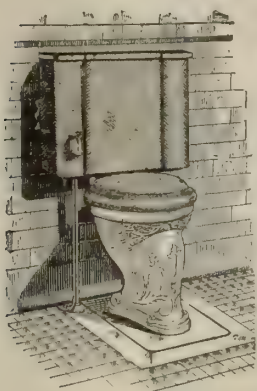
Manufacturers of

Cordage of all kinds, Flax Sail-cloths, Tarpaulins and Water-Proof Cloths, Sewing Twines, Fishing Twines, Fishing Lines, Tying Twines, Etc., Etc.

Represented by

DAVID INGLIS, 9 St. Peter St., **MONTREAL**

Phone Main 4359.



LOW TANK
WATER CLOSET
COMBINATIONS
THE MOST PER-
FECT ON THE
MARKET
NOISELESS IN
ACTION
BEAUTIFUL
DESIGNS.

Write for Catalogue.
The James Morrison
Brass Mfg. Co.
Limited
TORONTO, ONT.

IN THE MATTER OF PAINTS



It's the quality that tells. One customer pleased, talks of his pleasure to hundreds of others. It's worth while to have good paint. It's an advertisement to every man who sells it. A few people go looking round for cheap stuff. The majority want the best.

Ramsays Paints

are in with the majority, because they please, because they get talked about, because they are the best.

RAMSAYS PAINTS for the house.
RAMSAYS PAINTS for the barn.
RAMSAYS PAINTS for the floor.

All standards, all advertisers, talkers, and money makers.

A. Ramsay & Son

THE PAINTMAKERS,

Est'd. 1842

MONTREAL

ONTARIO SILVER CO.,

Limited,

NIAGARA FALLS, CANADA.

Manufacturers of **FLATWARE, CUTLERY and ELECTRO PLATE.**

Ask for our Catalogue and Quotations.



Ontario Nut Works, Paris
BROWN & CO.

Manufacturers of
All sizes of Hot Pressed
Nuts, Square and Hexagon.

NEW PROCESS TWIST DRILLS

These Drills are Hot-Forged. The best part of the steel is not cut out and thrown away.

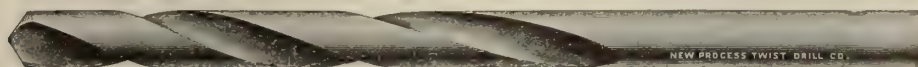


They are tougher, stronger and better than is possible to attain by milling.



Accurate, Durable,
—AND—
Highly Finished.

These Drills are guaranteed to be as represented, and we will **replace free of charge** any tool found defective in material or workmanship.



DISCOUNT SHEETS MAILED ON APPLICATION.

THE FAIRBANKS COMPANY

749 Craig Street

MONTREAL.

BUSINESS CHANGES.**DIFFICULTIES, ASSIGNMENTS, COMPROMISES.**

A. DUMESNIL, general merchant, Cascade Point, has assigned to Lamarche & Benoit.

J. H. Cumming, general merchant, St. Prime, Ont., has assigned.

A. Riendeau, foundryman, Montreal, has assigned to Lamarre & Galois.

Douglas & Douglas, general merchants, Leduc, N.W.T., are asking an extension.

A meeting of the creditors of Gedeon Hebert, manufacturer of threshing machines, St. Gregoire, Que., has been called for September 9.

The Handy Crate and Basket Co., Burlington, Ont., have assigned to C. S. Scott, Hamilton, and a meeting of their creditors will be held to-day (Friday).

PARTNERSHIPS FORMED AND DISSOLVED.

G. J. Lunn & Co., machinists, Montreal, have dissolved, and a new partnership has been registered.

D. B. Chute, general merchant, Haborville, N.S., has admitted Christopher Perry under the style of Chute & Perry.

L. O. Papin & Fils, general merchants, Arthabaskville, Que., have dissolved, and a new partnership has been registered.

SALES MADE AND PENDING.

Thomas Bow, general merchant, Vernon, Ont., has sold out.

St. Armour & Co., hardware dealers, Toronto, have sold out.

H. A. Nash, blacksmith, Camilla, Ont., is advertising his business for sale.

The assets of E. E. Wells, general merchant, Frelighsburg, Que., have been sold.

The stock, etc., of Alex. Cowan, general merchant, Kingsville, Ont., is advertised to be sold by auction.

Morton & Christie, hardware dealers, Windsor, Ont., are advertising their business for sale by tender.

The assets of Honore Thauvette, general merchant, St. Lazare de Vaudreuil, Que., are to be sold on September 5.

CHANGES.

The Scotstown Mills Co. have registered in Sherbrooke, Que.

Lapointe & Leblanc have registered as tinsmiths, etc., in Quebec.

W. H. Pike, tinware dealer, etc., Strathroy, Ont., has sold out to F. Haney.

P. Beaudin & Frere have registered as hardware dealers, etc., in Montreal.

P. C. Campbell, general merchant, Caledon East, Ont., is advertising his business for sale.

M. P. Plouffe, general merchant, Ladysmith, Que., is opening a branch at Shawville, Que.

A. L. Stewart, general merchant, Illecellewaet, B.C., has been succeeded by E. D. N. Forbes.

FIRES.

Clarence Faulkner, blacksmith, Pictou, N.S., has been burned out.

James Price, general merchant, Bishop's Mills, Ont., has been burned out; insured.

DEATHS.

C. B. Engett, general merchant, Wallace, N.S., is dead.

John Clarke, general merchant, Tatamagouche, N.S., is dead.

D. W. Hartt, general merchant, Fredericton Junction, N.B., is dead.

EARLY CLOSING IN QUEBEC.

The Hull, Que., Council have refused to pass amendments to the early-closing by-laws of that city because they maintain that the Quebec by-law is "ultra vires." The amendments were requested through a petition of the clerks. Messrs. Foran and Champagne stated that they did not see how the by-law could be enforced. In 1894 the Quebec Legislature had passed a law authorizing cities to pass by-laws to govern the early closing of certain stores. In 1896 a certain Montreal merchant tested the by-laws in the Superior Court, alleging illegality and injustice of the by-laws as being without reason and opposed to the liberty of commerce. The Hon. Judge Loranger upheld

the merchant in his contention, declaring the by-law illegal and "ultra vires." Recorder Montigny in the same year refused to prosecute for contravention of the same by-law. Under these circumstances the legal gentlemen thought it would be unsafe for Hull to attempt to enforce the by-law.

STEEL-MAKING IN SYDNEY.

The Dominion Iron & Steel Company, Sydney, N.S., will commence to make steel about the first of January next, according to a recent statement by Superintendent Baker. Mr. Baker stated that the two furnaces were now producing four hundred and seventy five tons of pig iron a day, and in a short time he expects to have them up to their full capacity. The company is shipping the iron as fast as it can be produced to customers throughout Canada and Great Britain. There are now two hundred coke ovens in operation, and the output is six hundred tons per day.

The company has four boats at present carrying ore from Wabana, and two steamers carrying pig iron to Great Britain. Another steamer carries eight hundred tons of limestone a day. There are now fifteen hundred hands employed at the works and many more are expected. The number of steel work employes will probably reach two thousand before next spring.

Work has been started on the large stock-yards at Toronto Junction, Ont.

American Sheet Steel Company

Battery Park Building
New York

Manufacturers of all varieties of
Iron and Steel Sheets
Black and Galvanized
Plain and Painted
Flat, Corrugated and
"V" Crimped

Apollo Best Bloom Galvanized
W. Dewees Wood Company's
Patent Planished Iron
W. Dewees Wood Company's
Refined Smooth Sheets
Wellsville Polished Steel Sheets

Representatives for Canada
B. & S. H. Thompson & Company
26 St. Sulpice Street
Montreal

*The***WATSON FOSTER CO.****LIMITED****MONTREAL****SILVER MEDAL
PARIS 1900
CHICAGO 1893****WALL PAPERS****WHAT IS IT
THAT MAKES**

WATSON-FOSTER WALL PAPERS PRE-EMI-
NENTLY IN FAVOR WITH ALL DEALERS?
SIMPLY BECAUSE EXPERIENCE PROVES THAT,
BEING EFFECTIVELY COLORED AND SHOWN
IN PATTERN RANGE EXCEEDING ALL OTHERS,
THEY HAVE MADE

MONEY

FOR, AND LARGELY DEVELOPED THE BUSI-
NESS OF EVERY DEALER WHO HAS FREELY
STOCKED THEM.

GIVE US THE OPPORTUNITY
TO EXPAND YOUR TRADE

IN 1902

THE THOS. DAVIDSON MANUFACTURING CO.'S NEW SHOWROOMS.

MONTREAL'S great fire of January 23, when a large portion of the wholesale business centre was swept away, is still vividly impressed upon the minds of our readers. One of the heavy sufferers in this fire was The Thos. Davidson Manufacturing Co., who sustained a total loss of their city sample-rooms at 474 St. Paul street. An error on the part of some of the trade was made in confusing this room with the firm's works, which are located on a block enclosed by Dominion,

some idea may be obtained of the difficulty of proper display in conjunction with classification and easy manipulation. To accomplish this the walls have been fitted with shelving 6 ft. high, specially built for enamelled ware, etc., while the space above is utilized to show japanned ware, hip, plunge and foot baths, bird cages and lithographed and enamelled signs.

The centre floor space has 10 stands, 10 ft. by 6 ft. high, with five shelves, graduated from 4 ft. wide to 1 ft. on top, mounted on ball-bearing casters, enabling the easy alteration of position as circumstances require. There are also three adjustable show stands for window display, and on each of the supporting pillars brackets are attached for the exposition of new and catchy novelties, for the introduction of which the firm is justly noted.

The classification of all lines has been made with a view to easy handling, as well as the assimilating of lines, so that a customer starting at one end and passing through the aisles can order a complete stock of kitchen furnishings, from a teaspoon to a refrigerator.

The sample-room is still under the management of Mr. L. D. Latour, who had charge of the old stand, and who has gained many friends by his kindness, courtesy and attention to the wants of his customers.

To the trade the firm extends a hearty invitation to visit 500 St. Paul street, also to make it a base of operations when in Montreal. A periodical visit cannot help but pay, as samples of new, up to-date lines



Exterior of city showrooms.

can be seen, as well as the acquiring of new ideas in store arrangement, so essential to the welfare of the 20th century dealer.

HARDWARE BUSINESS FOR SALE.

Morton & Christie, hardware merchants of Windsor and Walkerville, Ont., are disposing of their stock, a notice of their advertisement appearing in this issue. This is a good opportunity for a live man to secure one of the best paying hardware businesses in Canada.



A corner in the city showrooms, with L. D. Latour, the manager, at his desk.

Mount Albert and Deslisle streets, but, in reality, the two places are about two miles apart.

The great utility and convenience of the city sample-rooms were never fully appreciated till deprived of them by the fire, which, however, decisively proved them indispensable to the firm's extensive city trade, as well as to the many country customers dropping into the city from time to time. The trade will, therefore, fully value and utilize the ideal sample-rooms recently opened at 500 St. Paul street, which is about half a block west of the old stand and on the southwest corner of St. Peter and St. Paul streets, and is one of the most central wholesale corners in the city.

There are three large plate glass windows, 12 x 8 ft., on St. Peter street, and two on St. Paul, affording splendid window display space as well as an excellent light throughout, while 16 incandescent lights, with dainty fixtures, perfect the light when artificially required.

When one considers that over 12,000 different lines and sizes of goods are shown,



Interior of city showrooms.

10-9-01 see list to show
page 44

"MIDLAND" BRAND

Foundry Pig Iron.

Made from carefully selected Lake Superior Ores, with Connellsville Coke as fuel, "Midland" will rival in quality and grading the very best of the imported brands.

Write for Prices to Sales Agents:

Drummond, McCall & Co.

or to **MONTREAL, QUE.**

Canada Iron Furnace Co. Limited
MIDLAND, ONT.

"The Peerless"

is the best Bolster Spring ever produced. A fine line for the hardware trade. Write Us For Prices.



James Warnock & Co. = Galt, Ont.

CURRENT MARKET QUOTATIONS.

September 6, 1901.

These prices are for such quantities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list as the desire is to make it perfectly accurate.

METALS.

Tin.

Lamb and Flag and Straits—
56 and 28 lb. ingots, per lb. 0 31½ 0 32

Tinplates.

Charcoal Plates—Bright	Per box
M.L.S., equal to Bradley.	\$6 75
I.C., usual sizes.	8 25
I.X., "	8 25
I.X.X., "	9 75
Famous—	
I.C., "	6 75
I.X., "	8 25
I.X.X., "	9 75
Raven & Vulture Grades—	
I.C., usual sizes.	5 00
I.X., "	6 00
I.X.X., "	7 00
I.X.X.X., "	8 00
D.C., 12½x17	4 50
D.X., "	5 25
D.X.X., "	6 00

Coke Plates—Bright

Bessemer Steel—	
I.C., usual sizes.	4 75
I.C., special sizes, base.	5 00
20 x 28.	9 50

Charcoal Plates—Terne	
Dean or J. G. Grade—	
I.C., 28x12, 112 sheets.	9 00
I.X., Terne Tin	11 00

Charcoal Tin Boiler Plates.	
Cookley Grade—	
X X, 14x56, 50 sheet bxs	Per lb.
" 14x60, "	0 06½
" 14x65, "	

Tinned Sheets	
72x30 up to 24 gauge.	0 07½
" 28 "	0 08
" 28 "	0 08½

Iron and Steel.

Common Bar, per 100 lbs.	1 35
Refined	2 40
Horse Shoe Iron	2 40
Hoop steel, 1½ to 3 in. base,	3 10
Sleigh Shoe Steel " base	2 10
Tire Steel	2 30
Reeled Machinery	3 00
Toe Calk Steel	2 85
T. Firth & Co's tool steel, per lb	0 12½
Jessop's tool steel	0 12½
Morton's tool steel	0 12½
Black Diamond and "B.C."	0 10
tool steel	0 11
Drill Steel, per lb.	0 08

Boiler Tubes.

1½-inch.	0 12½
"	0 13
"	0 15
"	0 16
3½ "	0 20
4 "	0 25

Steel Boiler Plate.

¼ inch.	2 50
3-16 inch	2 60
¼ inch and thicker.	2 50

Black Sheets.

18 gauge	2 85
20 gauge	2 85
22 to 24 "	2 95
26 "	3 05
28 "	3 15

Canada Plates.

All dull, 52 sheets	2 90
Half polished	3 00
All bright	3 10

Black pipe—

Iron Pipe.	
¾ inch	4 65
1 inch	3 40
1½ "	3 45
2 "	3 70
2½ "	3 85
3 "	5 40
3½ "	7 70
4 "	9 10
4½ "	12 50
5 "	22 75
5½ "	30 10
6 "	37 50
6½ "	42 75
7 "	51 50
7½ "	57 50
8 "	74 50

Galvanized pipe—

¾ inch.	5 15
1 inch	5 50
1½ "	7 95
2 "	10 80
2½ "	12 95
3 "	17 35

Galvanized Sheets.

G.C. Comet. Amer. Queen's	
16 gauge	3 75
18 to 24 gauge 4 00	3 85
26 "	4 25
28 "	4 50

Less than case lots 10 to 15c. extra.

28 gauge American equals 26 gauge English.

Chain.

Proof Coil, 3-16 in., per 100 lb	7 85
" 5-16 "	4 95
" ¾ "	4 25
" 7-16 "	4 15
" 1 "	4 00
" 9-16 "	3 90
" ¾ "	3 80
" 1 "	3 85

Halter, kennel and post chains, 40 to 40 and 5 p.c.

Cow ties	40 p.c.
Tie-out chains	67 p.c.
Stall fixtures	35 p.c.
Trace chain	45 p.c.

Jack chain, iron, single and double, discount 35 p.c.

Jack chain, brass, single and double, discount 40 p.c.

Copper.

English B. S., ton lots	0 17½
Lake Superior	

Cut lengths round, ½ to 7½ in.

" round and square

1 to 2 inches.

Sheet.

Plain, 14 oz., and light, 16

oz., 14x48 and 14x60

Plain, 14 oz., and light, 16

oz., irregular sizes

Tinned copper sheets

Planished

Braziers (in sheets.)

4x6ft. 25 to 30 lbs. ea., per lb.

" 35 to 45 "

" 50-lb. and above, "

Boiler and T. K. Pitts

Plain Tinned, per lb.

Spun, per lb.

Copper Ware.

Discount, 50 per cent.

Brass.

Rod and Sheet, 14 to 30 gauge 10 per cent.

Sheets, hard-rolled, 2x4

Tubing, base, per lb.

Zinc Spelter

Foreign, per lb 0 05½ 0 06

Domestic

Zinc Sheet.

5 cwt. casks 00 6

Part casks (0 6½

Lead.

Imported Pig, per lb 0 04½ 0 04½

Bar, 1 lb. 0 05½ 0 05½

Sheets, 2½ lbs. sq. ft., by 0 06½ 0 06½

NOTE.—Cut sheets ½ cent per lb. extra.

Pipe, by the roll, usual weights per yard, lists

at 7c. per lb. and 30 p.c. dis. f.o.b. Toronto.

NOTE.—Cut lengths, net price, waste pipe

8-ft. lengths lists at 7½ cents.

Shot.

Common, \$6.50 per 100 lb.; chilled, \$7.00

per 100 lb.; buck, seal and ball, \$7.50. Dis-

count, 17½ p.c. Prices are f.o.b. Toronto,

Hamilton, Montreal, St. John and Halifax.

Terms 3 per cent. cash, freights equalized.

Soil Pipe and Fittings.

Discount, 60 and 10 per cent. on medium and

extra heavy, and 60 per cent. on light.

Solder.

Bar half-and-half, guarant'd 0 19½

Bar half-and-half, comm'l 0 19

Refined 0 18½

Wiping 0 18

NOTE.—Prices of this graded according to

quality. The prices of other qualities of

solder in the market indicated by private

brands vary according to composition.

Antimony.

Cookson's, per lb. 0 10½ 0 11

White Lead.

Pure 6 12½

No. 1 do 5 75

No. 2 do 5 37½

No. 3 do 5 11

No. 4 do 4 82½

Munro's Select Flake White 7 12½

Elephant and Decorators' Pure 7 50

Brandram's B. B. Genuine 7 00

" Decorative 6 50

" No. 1 6 75

" No. 2 6 75

Red Lead.

Genuine, 560 lb. casks, per cwt. \$5 25

Genuine, 100 lb. kegs, per cwt. 5 50

No. 1, 560 lb. casks, per cwt. 4 50

No. 1, 100 lb. kegs, per cwt. 4 75

White Zinc Paint.

Elephant Snow White 0 08

Pure White Zinc 0 08

No. 1 0 06

No. 2 0 05

Dry White Lead.

Pure, casks. 5 12½

Pure, kegs. 5 62½

No. 1, casks. 4 87½

No. 1, kegs. 4 75

Prepared Paints.

In ¼, ½ and 1 gallon tins.

Pure, per gallon. 1 25

Second qualities, per gallon. 1 10

Barn (in bbls.) 0 75

The Sherwin-Williams Paints. 1 45

Canada Paint Co's Pure 1 25

Toronto Lead & Color Co's Pure. 1 25

Sanderson Peary's Pure 1 20

Stewart & Wood's Champion Pure. 1 20

Colors in Oil.

25 lb. tins, Standard Quality.

Venetian Red, per lb. 0 05

Chrome Yellow 0 11

Golden Ochre 0 06

French 0 05

Marine Black 0 09

Green 0 09

Chrome 0 08

French Imperial Green. 0 09

Colors, Dry.

Yellow Ochre (J.C.) bbls. 1 35

Yellow Ochre (J.F.L.S.) bbls 2 75

Yellow Ochre (Royal) 1 10

Brussels Ochre 2 00

Venetian Red (best), per cwt. 1 80

English Oxides, per cwt. 3 00

American Oxides, per cwt. 1 75

Canadian Oxides, per cwt. 1 75

Super Magnetic Oxides, 93p c. 2 00

Burnt Sienna, pure, per lb. 0 10

" Umber, " 0 10

" do Raw. " 0 09

Drop Black, pure. " 0 09

Chrome Yellows, pure. " 0 18

Chrome Greens, pure, per lb. 0 12

Golden Ochre 0 03½

Ultramarine Blue in 28-lb.

boxes, per lb. 0 08

Fire Proof Mineral, per 100 lb. 1 00

Genuine Eng. Litharge, per lb. 0 07

Mortar Color, per 100 lb. 1 25

English Vermilion. " 0 80

Pure Indian Red, No. 45 lb. 0 80

Whiting, per 100 lb. 0 55

Blue Stone.

Casks, for spraying, per b. 0 07

100-lb. lots, do. per lb. 0 08

Putty.

Bulk in bbls. 1 90

Bulk in less quantity. 2 05

Bladders in bbls. 2 10

Bladders in kegs, boxes or loose. 2 25

Bladders in 25-lb. tins. 2 35

Bladders in 12½-lb. tins. 2 65

Bladders in bulk or tins less than 100 lb. 2 90

Varnishes.

In 5-gal. lots. Per gal.

Carriage, No. 1. 2 90

" body. 8 00

" rubbing. 4 00

Gold Size, Japan. 3 00

Brown Japan. 2 40

Elastic Oak. 2 90

Furniture, extra. 2 40

" No. 1. 1 60

Hard Oil Finish. 2 70

Light Oil Finish. 3 20

Demar. 3 30

Shellac, white. 4 40

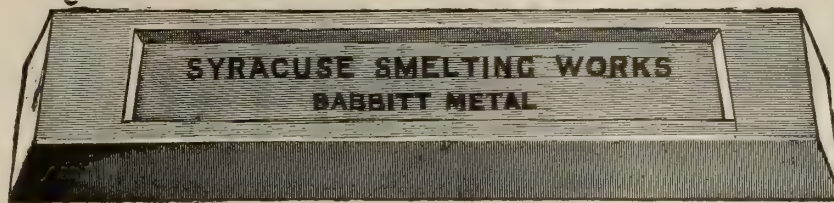
" orange. 4 00

Furniture Brown Japan. 1 60

Black Japan. 2

Use Syracuse Babbitt Metal

IT IS THE
BEST MADE.



For
Paper and Pulp
Mills, Saw and
Wood Working
Machinery, Cotton
and Silk Mills,
Dynamoes, Marine
Engines, and all
kinds of
Machinery
Bearings.

Wire, Triangular and Bar Solder, Pig Tin, Lead, Ingot Copper, Ingot Brass, Antimony, Aluminum, Bismuth, Zinc Spelter,
Phosphor Tin, Phosphor Bronze, Nickel, etc., always in stock.

Factories: { 332 William St., MONTREAL, QUE.
and SYRACUSE, N.Y.

Syracuse Smelting Works

Wire.
Hat and Coat, discount 45 per cent.
Belt, per 1,000..... 0 60
Screw, bright, dis. 55 per cent.
HORSE NAILS.
"C" brand 50 and 7½ p.c. off new list } Oval-
"M" brand 50, 10 and 65 and 5 p.c. } head
Countersunk 60, per cent.

HORSESHOES.
F.O.B. Montreal.
No. 2 No. 1.
and
larger, smaller.
Iron Shoes.
Light, medium, and heavy... 3 50 3 75
Snow shoes..... 3 75 4 00
Steel Shoes.
Light..... 3 60 3 85
Featherweight (all sizes)..... 4 85 4 85
F.O.B. Toronto, Hamilton, London and
Guelph, 10c. per keg additional.
Toe weight steel shoes..... 6 70

JAPANNED WARE.
Discount, 45 and 5 p.c. off list, June 1899
ICE PICKS.
Star per doz..... 3 00 3 25
KETTLES.
Brass spun, 7½ p.c. dis. off new list.
Copper, per lb..... 0 30
American, 60 and 10 to 65 and 5 p.c.

KEYS.
Lock, Can., dis., 45 p.c.
Cabinet, trunk, and padlock,
Am. per gross..... 60
KNOBS.
Door, japanned and N.P., per
doz..... 1 50 2 50
Bronze, Berlin, per doz..... 2 75 3 25
Bronze Genuine, per doz..... 6 00 9 00
Shutter, porcelain, F. & L.
screw, per gross..... 1 30 4 00
White door knobs—per doz..... 1 25

HAY KNIVES.
Discount, 50 and 10 per cent.
LAMP WICKS.
Discount, 60 per cent.

LANTERNS.
Cold Blast, per doz..... 7 00
No. 3 "Wright's"..... 3 50
Ordinary, with O burner..... 4 00
Dashboard, cold blast..... 9 00
No. 0..... 5 75
Japanning, 50c. per doz. extra.

LEMONG SQUEEZERS.
Porcelain lined,..... per doz. 2 20 5 60
Galvanized..... 1 87 3 85
King, wood..... 2 75 2 90
King, glass..... 4 00 4 50
All glass..... 1 20 1 30

LINES.
Fish, per gross..... 1 05 2 50
Chalk..... 1 90 7 40

LOCKS.
Canadian, dis. 45 p.c.
Russel & Erwin, per doz..... 3 00 3 25
Cabinet.
Eagle, dis 30 p.c.

PADLOCKS.
English and Am., per doz..... 50 6 00
Scandinavian, "..... 1 00 2 40
Eagle, dis. 20 to 25 p.c.

MACHINE SCREWS. Iron and Brass.
Flat head discount 25 p.c.
Round Head discount 20 p.c.

MALLETS.
Tinsmiths' per doz..... 1 25 1 50
Carpenters', hickory, per doz 1 25 3 75
Lignum Vitae, per doz..... 3 85 5 00
Caulking each..... 60 2 00

MATTOCKS.
Canadian, per doz..... 5 50 6 50

MEAT CUTTERS.
American, dis. 25 to 30 p.c.
man, 15 per cent.

MILK CAN TRIMMINGS.
Discount, 25 per cent.

NAILS.
Quotations are:
2 d and 3d..... \$3 55 \$3 85
3 d..... 3 20 3 52
4 and 5d..... 3 35 3 35
6 and 7d..... 2 85 3 20
8 and 9d..... 2 70 3 00
10 and 12d..... 2 65 2 95
16 and 20d..... 2 60 2 90
30, 40, 50 and 60d. (base)..... 2 55 2 85

Wire nails in carlots are \$2.77½
Galvanizing 2c. per lb. net extra.
Steel Cut Nails 10c. extra.
Miscellaneous wire nails, dis. 70 and 10 p.c.
Coopers' nails, dis. 30 per cent.
Flour barrel nails, dis. 25 per cent.
NAIL PULLERS.
German and American..... 1 85 3 50

NAIL SETS.
Square, round, and octagon
per gross..... 3 38 4 00
Diamond..... 12 00 15 00

NETTING.
Poultry, 55 per cent for McMullen's
OAKUM. Per 100 lb.
Navy..... 6 00
U. S. Navy..... 7 25

OIL.
Water White (U.S.)..... 0 16½
Prime White (U.S.)..... 0 15½
Water White (Can.)..... 0 15
Prime White (Can.)..... 0 14

OILERS.
McClary's Model galvan. oil
can, with pump, 5 gal.,
per doz..... 10 00
Zinc and tin, dis. 50, 50 and 10.
Copper, per doz..... 1 25 3 50
Brass, "..... 1 50 3 50
Malleable, dis. 25 per cent.

GALVANIZED PAIRS.
Dufferin pattern pairs, dis. 45 p.c.
Flaring pattern, discount 45 per cent.
Galvanized wash tubs discount 45 per cent.

PIECED WARE.
Discount 40 per cent. off list, June, 1899.
10-qt. flaring sap buckets, dis. 40 p.c.
6, 10 and 14-qt. flaring pails, dis. 40 p.c.
Creamer cans, dis. 40 p.c.

PICKS.
Per doz..... 6 00 9 00
PICTURE NAILS.
Porcelain head, per gross..... 1 75 3 00
Brass head..... 0 40 1 00

PICTURE WIRE.
Tin and gilt, discount 75 p.c.
PLANES.
Wood, bench, Canadian dis. 50 per cent.
American dis. 50.
Wood, fancy Canadian or American 7½
to 40 per cent.

PLANE IRONS.
English, per doz..... 2 00 5 00
PLIERS AND NIPPERS.
Button's Genuine per doz pairs, dis. 37½
40 p.c.
Button's Imitation, per doz..... 5 00 9 00
German, per doz..... 0 60 2 60

PLUMBERS BRASS GOODS.
Compression work, discount, 60 per cent.
Fuller's work, discount 65 per cent.
Rough stops and stop and waste cocks, dis-
count, 60 per cent.

Jenkins disk globe and angle valves, dis-
count, 55 per cent.
Standard valves, discount, 60 per per cent.
Jenkins radiator valves, discount 55 per cent.
" " " standard, dis., 60 p.c.

Quick opening valves discount, 60 p.c.
No. 1 compression bath cock..... 2 00
No. 4..... 2 00
No. 7, Fuller's..... 2 50
No. 4½..... 3 00

POWDER.
Velox Smokeless Shotgun Powder.
100 lb. or less..... 0 85
1,000 lb. or more..... 0 80

PRESSED SPIKES.
Discount 22½ per cent.
PULLEYS.
Hothouse, per doz..... 0 55 1 00
Axle..... 0 22 0 33
Screw..... 0 27 1 00
Awning..... 0 35 2 50

PUMPS.
Canadian cistern..... 1 80 3 60
Canadian pitcher spout..... 1 40 2 10

PUNCHES.
Saddlers', per doz..... 1 00 1 85
Conductors', "..... 9 00 15 00
Tinner's solid, per set..... 0 00 0 72
" hollow, per nch..... 0 00 1 00

RANGE BOILERS.
Galvanized, 3 gallons..... 7 60
" 35 "..... 8 25
" 40 "..... 9 50
Copper, 30 "..... 22 00
" 35 "..... 26 00
" 40 "..... 30 00
Discount off Copper Boilers 10 per cent.

RAKES.
Cast steel and malleable, 50, 10 and 5 p.c.
Wood, 25 per cent.

RAZORS.
per doz.
Elliot's..... 4 00 18 00
Geo. Butler & Co.'s..... 4 00 18 00
Boker's..... 7 50 11 00
" King Cutter..... 12 50 50 00
Wade & Butcher's..... 3 60 10 00
Theile & Quack's..... 7 00 12 00

REAPING HOOKS.
Discount, 50 and 10 per cent.

REGISTERS.
Discount..... 40 per cent.

RIVETS AND BURRS.
Geo. Butler & Co.'s, dis. 40 and 10 per cent.
Iron Burrs, discount 55 per cent.

Extras on Iron Rivets in 1-lb. cartons, ½ c.
per lb.
Extras on Iron Rivets in ½-lb. cartons, 1 c.
per lb.

Copper Rivets & Burrs, 35 and 5 p.c. dis.
and cartons, 1 c. per lb. extra, net.
Extras on Tinned or Coppered Rivets
½-lb. cartons, 1 c. per lb.

RIVET SETS.
Canadian, dis. 35 to 37½ per cent.

ROPE ETC.
Sisal. Manila.
7-16 in. and larger, per lb 10½ 13½
¾ in. " " 11½ 14½
¼ and 5-16 in. " " 15½ 16½
Cotton, 3-16 inch and larger
" 5-32 inch..... 21 22½
" ¾ inch..... 15½ 16½
Russia Deep Sea..... 8 9½
Jute..... 10
Lath Yarn..... 10
New Zealand Rope..... 10

RULES.
Boxwood, dis. 75 and 10 p.c.
Ivory, dis. 37½ to 40 p.c.

SAD IRONS. per set.
Mrs. Potts, No. 55, polished..... 62½
" No. 50, nickel-plated..... 67½

SAND AND EMERY PAPER.
Dominion Flint Paper, 47½ p.c. cent.
B & A sand, 40 and 5 per cent.
Emery, 40 per cent.

Garget (Rurton's), 5 to 10 p.c. advance on list.
SAP SPOUTS.
Bronzed iron with hooks, per doz..... 9 50

SAWS.
Hand Disston's, dis. 12½ p.c.
S. & D., 40 per cent.
Crosscut, Disston's, per ft..... 35 0 55
S. & D., dis. 35 p.c. on Nos. 2 and 3.
Hack, complete, each..... 0 75 2 75
frame only..... 0 75

SASH WEIGHTS.
Sectional, per 100 lbs..... 2 75 3 00
Solid, "..... 2 00 2 25

SASH CORD.
Per lb..... 0 23 0 30

SAW SETS.
" Lincoln" and Whiting, per doz..... 6 70
Hand Sets, No. 1 Woodyatt (Morrill) 4 25
X-cut sets, No. 3 Woodyatt (Morrill) 9 50

SCALES.
Standard, 35 p.c.
Champion, 65 p.c.
Spring Balances, 10 p.c.
Fairbanks Standard, 35 p.c.
" Dominion, 55 p.c.
" Richelieu, 55 p.c.

SCREW DRIVERS.
Sargent's per doz..... 0 65 1 00

SCREWS.
Wood, F. H., bright and steel, 87½ and 10 p.c.
Wood R. H., " dis. 82½ and 10 p.c.
" F. H., brass, dis. 80 and 10 p.c.

Wood, R. H., " dis. 75 and 10 p.c.
" F. H., bronze, dis. 75 p.c.
" R. H., " 70 p.c.
Drive Screws, 87½ and 10 per cent.
Bench, wood, per doz..... 3 25 4 00
iron, " 4 25 5 75
Set, Case hardened, 60 per cent.
Square Cap, 50 and 5 per cent.
Hexagon Cap, 45 per cent.

SCYTHES.
Per doz, net..... 9 00
SCYTHE SNATHS.
Canadian, dis. 45 p.c.

SHEARS.
Bailey Cutlery Co., full nickeled, dis. 60 p.c.
Seymour's, dis. 50 and 10 p.c.

SHOVELS AND SPADES.
Canadian, dis. 40 and 5 per cent.

SINKS.
Steel and galvanized, discount 45 per cent.

SNAPS.
Harness, German, dis. 25 p.c.
Lock, Andrews'..... 4 50 11 50

SOLDERING IRONS.
1, 1½ lb., per lb..... 0 37
2 lb. or over, per lb..... 0 34

SQUARES.
Iron, No. 493, per doz..... 2 40 2 55
Mo. 494..... 3 25 3 40
Steel, dis. 60, 10 and 5 p.c.
Try and bevel, dis. 50 to 52½ p.c.

STAMPED WARE.
Plain, dis. 75 and 12½ p.c. off revised list
Retinned, dis. 75 p.c. off revised list.

STAPLES.
Galvanized..... 3 50 4 00
Plain..... 3 25 3 75
Coopers', discount 45 per cent.
Poultry netting staples, 40 per cent.

STOCKS AND DIES.
American dis. 25 p.c.

STONE. Per lb.
Washita..... 0 28 0 60
Hindustan..... 0 06 0 07
slip, "..... 0 09 0 09
Labrador..... 0 13 0 13
" Axe..... 0 15 0 15
Turkey..... 0 50 0 50
Arkansas..... 0 00 1 50
Water-of-Ayr..... 0 00 0 10
Scythe, per gross..... 3 50 5 00
Grind, 2 in, 40 to 200 lb. per ton..... 25 00
" under 40 lb. "..... 28 00
Grind, under 2 in. thick "..... 29 00

STOVE PIPES.
5 and 6 inch Per 100 lengths..... 7 00
7 inch..... 7 50

ENAMELINE STOVE POLISH.
No. 4—3 dozen in case, net cash..... \$4 80
No. 6—3 dozen in case, "..... 8 40

TACKS BRADS, ETC.
Cheese-box tacks, blued..... 80 & 12½
Trunk tacks, black and tinned..... 85
Carpet tacks, blued..... 80 & 15
" tinned..... 80 & 20
" (in kegs)..... 40
Cut tacks, blued, in dozens only..... 40
¾ weights..... 60
Swedes cut tacks, blued and tinned—
In bulk..... 80 & 10
In dozens..... 75
Swedes, upholsterers', bulk..... 85, 12½ & 12½
" brush, blued & tinned, bulk, 70
" gim, blued, tinned and
japanned..... 75 & 12½

Zinc tacks..... 35
Leather carpet tacks..... 55
Copper tacks..... 50
Copper nails..... 55
Trunk nails, blued..... 65 and 5
Trunk nails, tinned..... 65 and 10
Clout nails, blued..... 65 and 5
Chair nails..... 35
Patent brads..... 40
Fine finishing..... 40
Lining tacks, in papers..... 10

STANDARD CHAIN CO.,

CHAIN

PITTSBURGH,
U. S. A.

MANUFACTURERS
OF

OF ALL KINDS.

Proof Coil, B.B., B.B.B., Crane, Dredge Chain, Trace Chains, Cow Ties etc.

ALEXANDER GIBB,
Montreal.

—Canadian Representatives— A. C. LESLIE & CO.,
Montreal.

For Provinces of Ontario and Quebec.

For other Provinces.

Lining tacks, in bulk	15
" " solid heads, in bulk....	75
Saddle nails in papers.....	10
" " in bulk.....	15
Tufting buttons, 22 line, in dozens only	60
Tin capped trunk nails.....	15
Zinc glazier's points.....	5
Double pointed tacks, papers.....	90 and 10
bulk.....	40

TAPE LINES.

English, ass skin, per doz....	2 75	5 00
English, Patent Leather....	5 50	9 75
Chesterman's each.....	0 90	2 85
steel, each.....	0 80	8 00

THERMOMETERS.

Tin case and dairy, dis. 75 to 75 and 10 p.c.	
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TRAPS. (Steel.)

Game, Newhouse, dis. 25 p.c.	
Game, H. & N., P. S. & W., 65 p.c.	
Game, steel, 72½, 75 p.c.	

TROWELS.

Diastion's discount 10 per cent.		
German, per doz.....	4 75	6 00
S. & D., discount 35 per cent.		

TWINES.

Bag, Russian, per lb.....	0 27	
Wrapping, cotton, 3-ply.....	0 18	
4-ply.....	0 23	
Mattress, per lb.....	0 33	0 45
Staging, ".....	0 27	0 35

VICES.

Wright's	0 13½
Brook's	0 12½
Pipe Vise, Hinge, No. 1.....	3 57
No 2	5 50
Saw Vise	4 51 9 00

ENAMELLED WARE.

White, Princess, Turquoise, Blue and White, discount 50 per cent.
Diamond, Famous, Premier, 50 and 10 p.c.
Granite or Pearl, Imperial, Crescent, 50, 10 and 10 per cent.

WIRE.

Brass wire, 50 to 50 and 2½ per cent. off the list.
Copper wire, 45 and 10 per cent. net cash 30 days, f.o.b. factory.

Smooth Steel Wire, is quoted at the following net selling prices:

No. 6 to 8 gauge.....	\$2 90
" 9	2 83
" 10	2 87
" 11	2 90
" 12	2 90
" 13	3 15
" 14	3 37
" 15	3 50
" 16	3 65

Other sizes of plain wire outside of Nos. 9, 10, 11, 12 and 13, and other varieties of plain wire remain at \$2.80 base with

extras as before. The prices for Nos. 9' to 13 include the charge of 1 c. for oiling. Extras net per 100 lb.: Coppered wire, 60c.—tinued wire, \$2—oiling, 10c.—special hay-bailing wire, 30c.—spring wire, \$1—best steel wire, 75c.—bright soft drawn, 15c.—in 50 and 100-lb. bundles net, 10c.—in 25-lb. bundles net 15c.—packed in casks or cases, 15c.—bagging or papering, 10c.

Fine Steel Wire, dis. 17½ per cent. List of extras: In 100-lb. lots: No. 17, \$5—No. 18, \$5.50—No. 19, \$6—No. 20, \$6.65—No. 21, \$7—No. 22, \$7.30—No. 23, 7.65—No. 24, \$8—No. 25, \$8.90—No. 26, \$9.50—No. 27, \$10—No. 28, \$11—No. 29, \$12—No. 30, \$13—No. 31, \$14—No. 32, \$15—No. 33, \$16—No. 34, \$17. Extras net—tinued wire, Nos. 17-25, \$2—Nos. 26-31 \$4—Nos. 32-34, \$6. Coppered, 5c.—oiling, 10c.—in 25-lb. bundles, 15c.—in 5 and 10-lb. bundles, 25c.—in 1-lb. hanks, 50c.—in ¼-lb. hanks, 75c.—in ½-lb. hanks, \$1—packed in casks or cases, 15c.—bagging or papering, 10c.

Galvanized Wire, per 100 lb.—Nos. 6, 7, 8, \$3.50 to \$3.85—No. 9, \$2.85 to \$3.15—No. 10, \$3.60 to \$3.95—No. 11, \$3.70 to \$4.10—No. 12, \$3 to \$3.30—No. 13, \$3.10 to \$3.40—No. 14, \$4.10 to \$4.50—No. 15, \$4.60 to \$5.05—No. 16, \$4.85 to \$5.35. Base sizes, Nos. 6 to 9, \$2.57½ f.o.b. Cleveland. Clothes Line Wire, solid 7 strand, No. 17,

\$4.25; No. 18, \$2.65; No. 19, \$2.35, f.o.b. Hamilton, Toronto, Montreal.

WIRE FENCING.

Galvanized barb	3 05
Galvanized, plain twist.....	3 15
Galvanized barb, f.o.b. Cleveland, \$2.82½ in less than carlots, and \$2.70 in carlots.	

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Painted Screen, per 100 sq. ft., net..	1 35
WASTE COTTON.....	per lb.
Colored.....	4½ to 5
White, according to quality.....	6½ to 7½
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Towers' Engineer, each.....	2 00	7 00
" S. per doz.....	5 80	6 00
G. & K's Pipe, per doz.....	3 40	3 40
Burrell's Pipe, each.....	3 00	3 00
Pocket, per doz.....	0 25	2 90

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Royal Canadian.....	"	26 00	28 00
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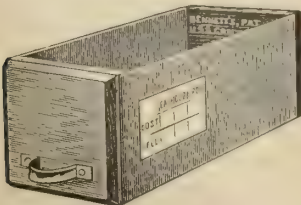
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Cables— Emlyn Engineering Works,
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SOLD BY ALL HARDWARE DEALERS.





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Wood Turnings, Hand
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The R. BLISS MFG. CO.
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*Makers of High Grade
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We make a specialty of . . . Can ship promptly and supply the very best
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Made by
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Can give exceptional value.
Have 5,000 dozen of these handles
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STRONG AND SURE.
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LANGWELL'S BABBITT make, use
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CANADIAN

HARDWARE

AND METAL
MERCHANT

The Weekly Organ of the Hardware, Metal, Heating, Plumbing and Contracting Trades in Canada.

VOL. XIII.

MONTREAL AND TORONTO, SEPTEMBER 14, 1901.

NO. 37

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H. BOKER & CO'S
IMPROVED
TREE BRAND
TRADE MARK
RAZORS CUTLERY SCISSORS
KNIVES

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at the "Queen's Head" works.
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CONSTRUCTION PERFECT.

It has taken some years of practical experiments to make a radiator just as simple and as perfect in construction as the "Safford." This to your benefit now—no experimenting necessary. Just ask any home-builder what he knows about the "Safford Radiator." We have a host of satisfied customers in every country under the sun, ready to testify to its merits.

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You don't take any chances with the "Safford." It's reliable—built to stand a pressure of 140 pounds to the square inch—jointed with a threaded pipe connection. No red-lead, no bolts, no packing used in its construction.

Economical, being positively non-leakable. The heat circulates immediately and evenly through the pipes. Remember this point—"positively non-leakable."

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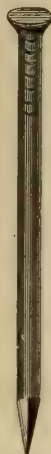
Crescent Coat and Hat Hooks

Jack Chain

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Other Tools are very
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BETTER

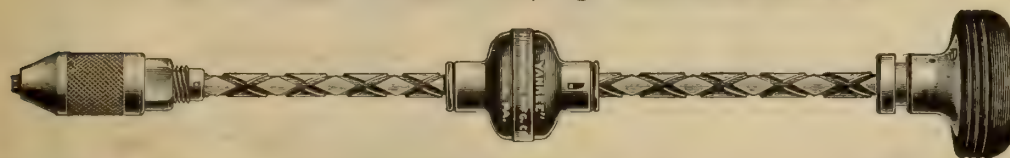
No. 15. “Yankee” Ratchet Screw Driver, with Finger Turn on Blade.



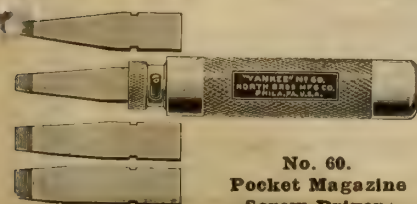
No. 30. “Yankee” Spiral-Ratchet Screw Driver, Right and Left Hand.



No. 41. “Yankee” Automatic Drill, Eight Drill Points in Handle.



No. 50. “Yankee” Reciprocating Drill, for Iron, Steel, Brass, Wood, etc.

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WINNIPEGOur “YANKEE” Tool Book
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A few reasons why it is a winner:

Long in the throat—which insures perfect draft.

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Holds no dirt, inside or out.

Adjustable—readily fitting all makes of pipe.

Saves time and labor in putting up. Makes neatest work.

Made of blued steel in 5, 6, 7, 8 inches.



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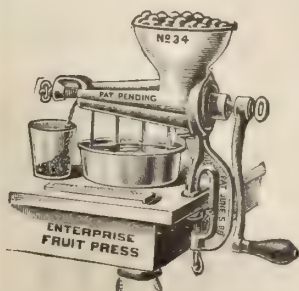
Stove Pipe, Stove Boards, Fire Shovels, Lanterns, etc.
The Thos. Davidson Mfg. Co., Limited, Montreal

"Enterprise" Cherry Stoners



No. 17, Japanned *per doz.* \$9.00
 No. 18, Tinned 10.00

Fruit, Wine & Jelly Press



No. 34, \$3.00

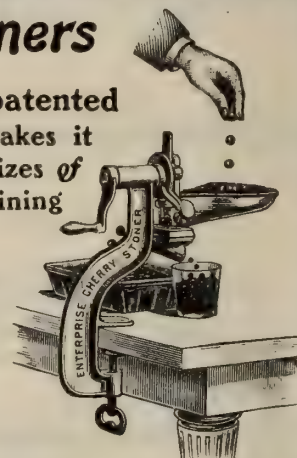
The Nos. 17 and 18 are constructed with a patented Regulating Device the simplicity of which makes it easier to adjust the machine for the different sizes of Cherries and absolutely insures the jaws retaining their position when set.

The No. 12 is intended to remove the stones with the least possible cutting or disfiguring of the Fruit.

All the Leading Jobbers
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SELL THEM

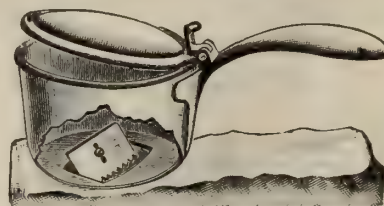
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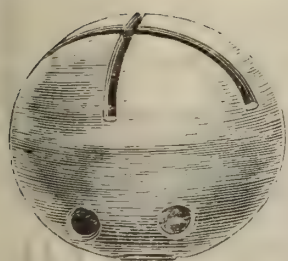
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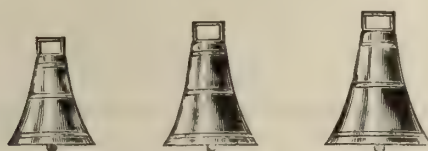
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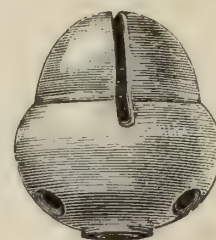
Back Strings

8 to 24



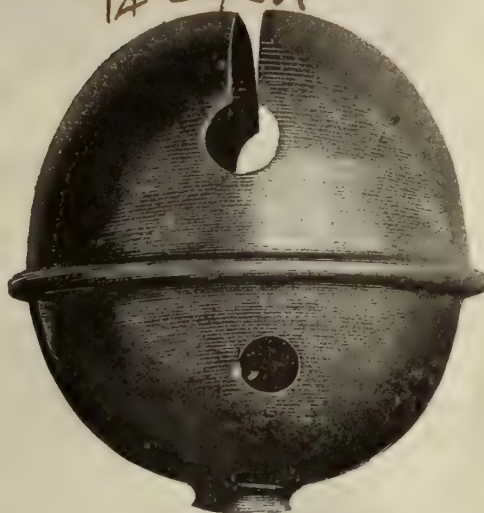
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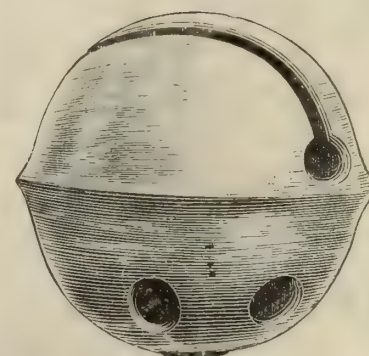


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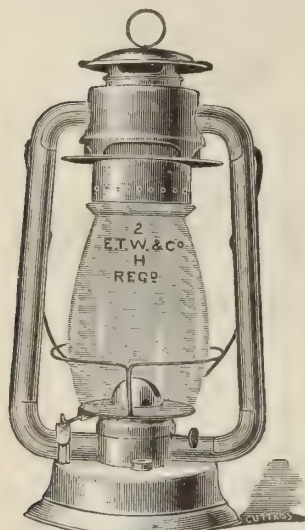
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That's what a shelf bracket is for.
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It is well **Japanned, Strong and Light.**
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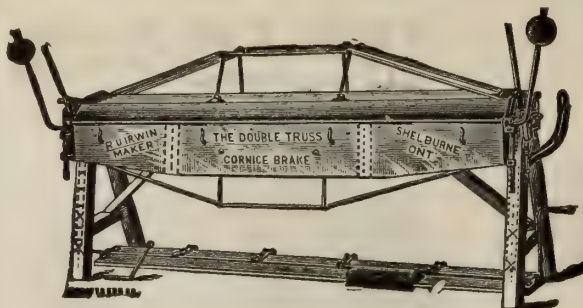
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This eight-foot Brake bends 22-gauge iron
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Very handy beader attachment, \$15 extra
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H. & R. Automatic Ejecting Single Gun.

Steel and Twist Barrels
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12 Gauge.

Model
1900.



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Descriptive Catalogue on request.

We want progressive, hustling dealers to make

...THE...

"London" Fence Machine

a specialty. It is just what the farmers are
looking for.

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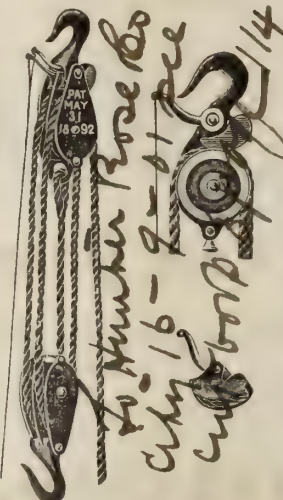
THE LONDON FENCE MACHINE CO.

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High-Grade High Carbon Coiled Spring Wire. "London" Pulley
Stretchers, Reels, Steel Gates, Soft Galvanized Wire, Barb Wire and
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London Fence Machine Co., London, Can.



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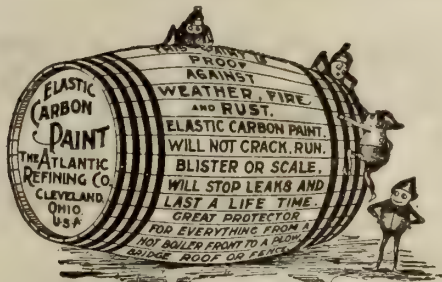
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Everything in all creation
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They take all kinds of dried-up leaves
And brand on the package—" tea,"
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That never crossed the sea ;
They sell you pretty nutmegs
That are made of wood,
They do the same with everything—
Say, " It's just as good."
So if you want the genuine,
The kind that ne'er grows faint,
That'll stick like glue and stand by you,
Get ELASTIC CARBON PAINT.

Pennoline Oil (The best in the world)

Pennoline Oil is free from impurities. Does not char the
wick, smoke or smell. The best people use it and indorse it.

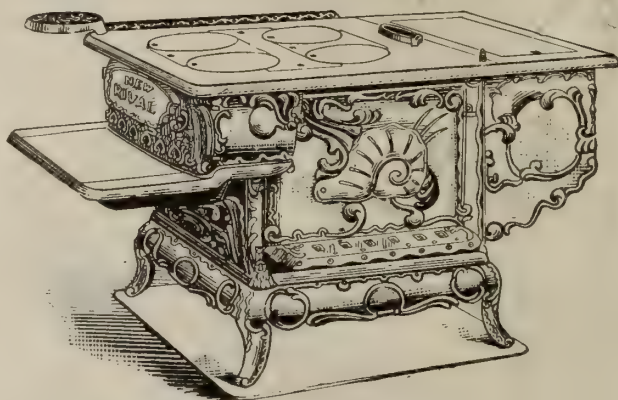
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OUR OXFORD "NEW RIVAL"

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Its big, square oven, and extra long fire-box are points greatly appreciated by customers looking for an all-round serviceable kitchen help, good for a lifetime of comfort.

The "New Rivals" are a pronounced success for country trade—made with or without reservoir.



You'll be wise to send for price list and details.

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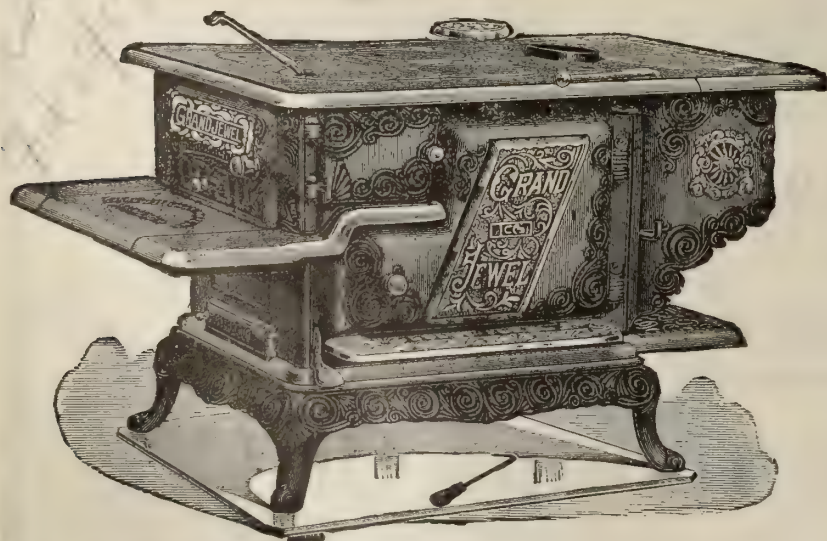
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THE GURNEY-MASSEY CO., LIMITED, MONTREAL.

The Celebrated

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Still Leads



4 sizes, square
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One Piece Sheet Steel Oven.

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Extra wide centres.

Cut long centres.

Top cut in 4 pieces.

3 SMALLER SIZES ARE FITTED FOR COAL IF DESIRED.

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MADE ONLY BY

The Burrow, Stewart & Milne Co., Limited, Hamilton, Ont.

ISLAND CITY PAINT AND VARNISH WORKS

274 to 278 St. Patrick Street, Montreal.

Manufacturers of:

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 Dry Chrome Yellow
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Island City Pure White Lead,

Pure Decorators' Lead.

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 two coats cover as much
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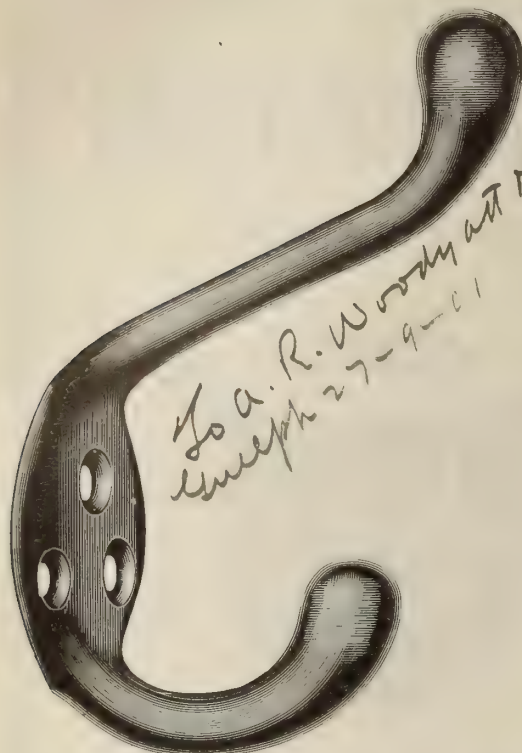
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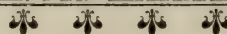
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Hat and Coat Hooks.

THREE SIZES: _____

Nos. 102, 103, 104.



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WITH SCREWS TO MATCH.

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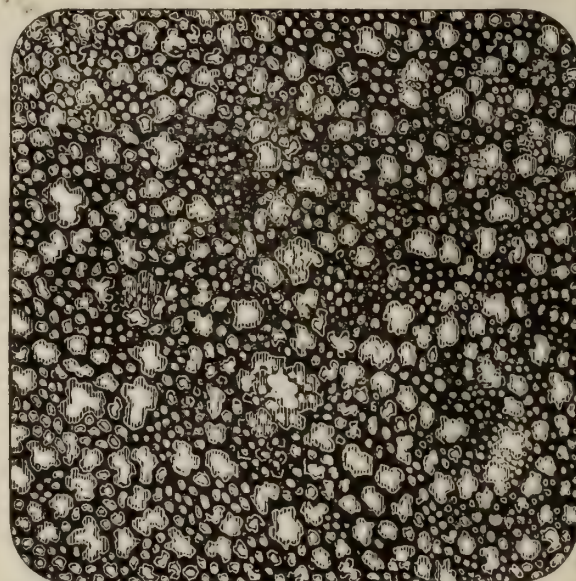
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The demand for

Onyx Stove Boards



has steadily increased ever since they were first offered
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They are attractive in design and are finished in six different colors.

Made of one piece and wood-lined.

All sizes always in stock.

For a cheaper grade we have the embossed wood lined, and the embossed paper lined.

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Kemp Manufacturing Co.,

Toronto, Ont.



VOL. XIII.

MONTREAL AND TORONTO, SEPTEMBER 14, 1901.

NO. 37.

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JOHN BAYNE MacLEAN,
Montreal.

THE MacLEAN PUBLISHING CO. Limited.

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WHEN WRITING ADVERTISERS
PLEASE MENTION THAT YOU SAW
THEIR ADVERTISEMENT IN THIS PAPER

WEAK MARKET IN LINSEED OIL.

LAST week we had to report declines in linseed oil, and this week we again report a reduction of 2c. in Montreal quotations, making boiled, in single barrel lots, 82c. and raw 79c.

This decline is caused by the very rapid slump that has been going on in the United States during the past month, large lots now being offered at 39c. in Chicago per wine gallon, which would mean not more than 62c. f.o.b. Montreal per Imperial gallon. Last week the price in Chicago was 45c.; so that there has been a decline of 6c. on the week. Within the last few days there has been a slight improvement

in the United States markets, but whether it will be maintained remains to be seen.

The new crop of flax is turning out to be much heavier than was expected, and now it is reckoned fully 25,000,000 bushels of flax seed will be threshed in the United States this year, which will leave 6,000,000 bushels for export. No doubt this is one cause of the heavy decline. But there are others. There is a growth of independents in the United States, that is firms outside of the Trust, and the war on between the opposing forces is having a depressing influence on oil. The Trust also has an object in depressing the price of oil and seed just now whereby it may make its purchases of seed at a low figure. From what we can gather all these influences are at work to hammer down the price of oil.

Meanwhile the English quotation is unchanged at £30. Evidently the English crushers do not believe that they will be able to procure any seed from the United States; such has been their experience in the past. The other sources of supply for the Old Country market, India and Russia, seem to be about exhausted. Consequently, the English market is not experiencing any relief. Nor unless the United States can export a good quantity of seed will the English quotations be affected. In such a case the American values will regulate our market, something which they have not done for some time.

Needless to say, concessions are being offered on large lots in the Canadian market.

The merchant who has not the courage of his own conviction is not likely to make much of a mark in the commercial world.

CANADIANS AND MR. McKINLEY.

CANADIANS have not pleasant recollections of Mr. William McKinley as a politician. The United States tariff of 1890 which bears his name had some of its armament directly and designedly pointed against Canada. And although the results were more to our good than to our injury, on account of the energy it caused us to develop in regard to British trade, it has not by any means caused us to fall down and worship the tariff which Mr. McKinley and his fellow Congressmen set up in 1890.

But when the hand of the assassin laid him low the hearts of Canadians were scarcely less deeply touched than those of President McKinley's own people. Nowhere was indignation more pronounced than in Canada, and nowhere was there a more unanimous wish expressed that lynch law had not settled with the cowardly assassin before the recognized law of the United States had taken possession of him.

The people of the United States and Canada may not, perhaps, be brothers, but they are cousins, and a crisis like the present reveals it.

Whatever Mr. McKinley was in 1890, his course as President of the United States has greatly softened the feelings of Canadians toward him. He never acted the part of a Grover Cleveland, and in his two Presidential election campaigns the sympathy of the great majority of the people in this country has been with him. Now, when his life is in grave danger, and the nation stands trembling, Canadians feel almost as deeply as if they were direct sharers in the trouble which overshadows the neighboring republic.

WILL THERE BE RECIPROCITY ?

IT was significant that the day before President McKinley was shot he should have made a speech that attracted world-wide attention. We have reference to his speech on reciprocity.

The importance of the speech lay in its strong advocacy of the principle of reciprocal trade with the outside world.

"In these times of marvellous business energy and gain," he said, "we ought to be looking to the future, strengthening the weak places in our industrial and commercial systems, that we may be ready for any storm or strain. * * * We must not repose in fancied security that we can forever sell everything and buy little or nothing. * * * The period of exclusiveness is past. * * * Reciprocity treaties are in harmony with the spirit of the times ; measures of retaliation are not."

For some months the commercial world has had an inkling now and then that the views of Mr. McKinley in regard to the commercial policy of the United States had become greatly modified since he, 11 years ago, launched the famous tariff bill which bears his name. And his utterance on Friday last more than confirmed these ink-lings.

Mr. McKinley, although President of the United States, is still a politician. And not only that but he is the high priest of the system of national trade exclusiveness which he himself acknowledges has served its day. Coming then from such an authority, it is folly to attempt to attach no importance to Mr. McKinley's new profession of faith.

It should also be remembered that Mr. McKinley is not alone in this matter. As we pointed out the other day the Chambers of Commerce of Boston, Chicago and other places ; the National Manufacturers' Association and the Business Men's Association of New York have all recently passed strong resolutions in favor of reciprocity. Only the day before the President made his speech the Executive Committee of the National Association of Manufacturers, at a meeting held in Philadelphia, passed a resolution calling for a national conference on reciprocity and appointing the officers of the association, with others, to be a com-

mittee to make arrangements for the same. Then the platform of Mr. McKinley's own party in Iowa contains a plank favoring "such changes in the tariff from time to time as became advisable through the progress of our industries and their changing relations to the commerce of the world."

A strong sentiment in favor of reciprocal trade with foreign countries is undoubtedly developing in the United States. And the recent speech of President McKinley is a reflex of it.

We do not believe that this conversion to reciprocity is born of sorrow for the sin of exclusiveness, which has been so strongly characteristic of the United States during the past decade. What it is more probably born of, is the threatened danger of retaliation by the foreign countries whose markets they desire to possess. "The period of exclusiveness is past," simply because the business men of the United States are awakening to the fact that it does not pay to perpetuate it.

To be convinced, however, "that the period of exclusiveness is past," and to be at the same time seized of the true underlying principles of reciprocity are two different things. To be candid, we do not believe that the people of the United States have yet become sufficiently educated in this particular. At any rate, if they have they must have made wonderful progress since the days when reciprocity with the United States was a desideratum which Canada sought with more earnestness than wisdom.

We fear that the reciprocity the majority of those in the United States are craving for is still somewhat of the jug-handled description. Until fruits more meet for repentance are shown than those yet exhibited, we do not look for many practical results from the new policy of President McKinley and others who are pulling with him in the same boat.

The subject is made all the more interesting to Canada from the fact that the Industrial Commission, which has for a year or more been investigating the trust question in the United States, has just made public the text of a statement on the subject of reciprocity with this country, in

which it is asserted that Canada, considering her population, is the best customer the United States has in the world, but "that we are in danger of losing this important market because of our indifference and short-sighted independence. Last year," continues the text, "Canada purchased American goods to the value of \$17.50 per capita of her population, while the United Kingdom, which is our next largest purchaser, took but \$13.25. Germany took \$3.60 ; Argentina, \$3 ; Mexico, \$2.65 ; France, \$2.15 ; Italy, \$1.10 ; Japan, 70c. ; and Brazil, 60c. The 6,000,000 people of Canada purchased of us last year more than the 60,000,000 people who live on the American Continent south of the Rio Grande."

LOOKING AFTER WEST-INDIAN TRADE.

PICKFORD & BLACK, Halifax, advise **HARDWARE AND METAL** by letter that they have recently established a bureau on each of their ships running to Bermuda, Barbadoes, Trinidad and Demerara for the distribution of literature about Canadian industries.

Manufacturers who have any printed matter relating to their products would do well to send a few hundred copies to Pickford & Black. There is a large trade to be done in such lines as flour, butter, cheese, oats, hay and other farm produce, biscuits, confectionery, boots and shoes, lumber and other manufactured goods, and with the steamship connection now established between Canada and the countries to the south, our people should avail themselves of the opportunities to enlarge their export trade.

THE WIRE TRUST AND THE CANADIAN MARKET.

Representatives of the United States Steel Co. are in Canada looking for a suitable site for establishing a factory of the wire branch of its business.

The tariff may have some influence in the matter ; but it is probably not the greatest influence, for barb wire and Nos. 9, 12 and 13-gauge are free, and on other wire fencing the duty is only 15 per cent.

The chief influence is possibly the patents which the company holds on certain descriptions of fence wire which it is now making in the United States, but which will

necessarily have to be made in this country within a certain period if the Canadian patent is to be retained.

The use of wire fencing, at any rate, is greatly on the increase in Canada, and the patents on some of the patterns is steadily increasing in value. It is only natural, therefore, that the big corporation should be desirous of maintaining its rights.

A LESSON TO CANADA.

A BRITISH paper recently published an article from a correspondent in regard to the progress which has been made on the United States side of the Niagara River in utilizing the enormous water-power over there. Commercial Intelligence, London, in referring to the article, endeavors to draw from it a lesson for the benefit of British manufacturers. "We have," it says, "no Niagaras to harness, but we have a lot of power running to waste in one part of the country and another."

If Commercial Intelligence can draw a lesson for the benefit of Englishmen from what has been done on the south side of the Niagara River, what kind of lesson would it read to Canadians if it were conversant with the conditions obtaining on the Canadian side?

We, to our everlasting shame, have practically done nothing. We have given a monopoly to a company to utilize the water-power, but it has dilly-dallied until a good many people believe that it never was the intention of the company to utilize the water-power on the Canadian side. In other words, that it was playing into the hands of the company on the United States side of the river.

And, while all this power is going to waste on the Canadian side, that on the opposite side is turning the wheels of scores of manufacturing industries.

The company on the United States side of the river has machinery laid to develop 50,000 horse-power, while that for a capacity still greater is being put into position. And even then it will only be producing 50 per cent. of the power it is authorized to develop.

One would almost imagine, to view the disproportion of the factories on the two sides of the river, that the gods had forbidden Canada to utilize what is undoubtedly the greatest water-power in the world. But the fault is not with the gods; it is with ourselves. Hence, it is not prayer, but action that we want.

FREIGHT CHARGES AND BACK ORDERS.

MANY merchants doing a business of moderate extent do not give to freight matters the attention they deserve. The cost of getting in stock is one of the very important items in doing business, and one where judgment and watchfulness are needed and are paid for in the dollars saved. Each individual item in the freight account is small, but the year's total is a goodly sum, even where every care has been exercised. One of the small leaks in business comes from "back orders," or the inability of the house to whom the order is sent to ship it complete. Such items as are short are put on what is called the "back order book," to be forwarded later, when new stock is received.

Perhaps the freight cost of these back orders is the smallest part of the annoyance they cause. They probably are inevitable, but they are always irritatingly unwelcome. Very often, altogether too often, when an invoice is received the dealer finds everything there that he was in no hurry for, while the one item most wanted has been put on the back order book. But, in addition to the annoyance the back order causes, it adds a great many small items to the freight account. It is not improbable that the day may come when a house that sends goods on a back order will be expected to pay the carriage charges on such shipment. In every way this would seem fair.—Metal Worker.

BRITISH FINISHED IRON TRADE.

Inquiries from the colonies for various descriptions of finished material have had a good effect on the general condition of the finished iron trade. Makers of bars, plates and channels reported good orders, whilst black sheets and hoops have been largely dealt in. Galvanized roofing and rods have met with a steady demand.—Iron and Steel Trades Journal, August 31.

NO NECESSITY FOR LARGE STOCKS

The merchant whose business policy is based on conservatism does not carry a large stock, says Stoves and Hardware Reporter. He draws the line of safety at a point where, in his estimation, the demand will cause him to buy more goods to replace those already sold. He very seldom goes beyond this line and only in extreme cases, such as are apt to come up at intervals. There is really no necessity for carrying large stocks, nor is there any reason for misunderstanding the meaning of the term large. A stock is of the right size when it contains enough goods to meet the varying wants of the trade in all lines carried without leaving it bare in any one of these lines. It

is true that certain articles may be all sold out in a day, creating a temporary shortage, but they can be quickly replenished under ordinary conditions and the main point is always to have just enough on hand and not a dollar's worth more or less. The difficulty in determining the "just enough" qualification may be relieved by knowing what was sold in previous seasons and then estimating the greater or less quantity that the trade may be expected to want.

STATISTICAL POSITION OF PIG IRON.

Rogers, Brown & Co. make the following comment on the statistics of pig iron stocks and their bearing on the market: "The statistical situation is impressing the trade, and the sentiment of weakness is yielding to the conditions prevailing, which justify a stronger market. A retrospect is always interesting, if not instructive or a guide for action. Two years ago this day, Southern No. 2 foundry was \$15 to \$15.50 Birmingham, and total furnace stocks of the country were 133,283 tons. One year ago, Southern No. 2 foundry was \$11 to \$11.50 Birmingham, and the total stocks of the country were 706,632 tons. To-day, Southern No. 2 foundry is \$10.25 to \$10.50 Birmingham, and the total stocks, August 1, 399,553 tons."

A RETURNED TRAVELLER.

Mr. W. H. Evans, of The Canada Paint Co., Montreal, accompanied by Mrs. Evans, has returned from his trip abroad, and was seen at his desk on Monday for the first time in a couple of months. Their time was spent in England, Paris and Switzerland. (How anyone connected with The Canada Paint Co. can cross the Atlantic and not visit Scotland is past comprehension.) Mr. Evans returns with his Cockney and French accents much improved, and with a fund of yarns that will not be unexpected from his humorous tongue. Altogether, they had a very pleasant outing.

PERSONAL MENTION.

Duncan Gunn, hardware merchant, Manitou, Man., left last Saturday for a trip to Minneapolis, Buffalo, Toronto and other points. It is reported that he will take a bride home with him when he returns.

SHARP ADVANCE IN TUBE PRICES.

The Pittsburgh Commercial-Gazette, in its weekly review of the iron markets, September 5, says: "The leading producer of steel and wrought iron pipe has advanced prices nearly 50 per cent. Where the old discounts on the list to the heavy buyers averaged about 70, 5, 5 and 2½ per cent. off the list prior to and for some time since the strike, the discount now to this trade is 50 per cent. The consequent net advance is about 50 per cent."

TRADE IN COUNTRIES OTHER THAN OUR OWN.

AT the monthly meeting of the Cut Nail Association an advance of 5c. per keg was made in the price of cut nails, to take effect at once. It is hard to determine just what the prevailing opinion at the meeting was regarding this action. Some members of the association, it is reported, favored an advance of 25c. per keg, while others are of the opinion that the measure was a half-hearted one, as some mills have not notified their customers of any change in price. The trade express different opinions regarding the advance. Some consider it ill-advised, because the association had not been successful in maintaining former prices. The advance should have been at least 10c. per keg, according to the views of others. Some of the mills have little plate from which to cut nails, and they believe that if the strike was to end at once it would take 60 days to get even a fairly good start. Difficulty is experienced in getting prompt shipments of cut nails, while 8 and 10d. nails are particularly scarce.—Iron Age, September 5.

HEAVY HARDWARE IN THE UNITED STATES.

In several lines the difficulty of obtaining material is causing the withdrawal of prices or the announcement of higher ones. In this way screw and strap hinges have recently been advanced about $\frac{1}{4}$ c. per lb. Manufacturers of vises and many other goods are also troubled in the same way. Goods into the manufacture of which sheet steel enters are generally scarce and show a marked tendency towards higher prices.—Iron Age.

BRITISH PIG IRON TRADE.

The pig iron market has undergone no very marked change during the past week. There has been little increase in the amount of business passing, and only a moderate general inquiry is reported. Expectations have been somewhat disappointed in this respect, for it was thought that the recent improvement would not only be continued, but accentuated. It is satisfactory to note, however, that there is no noteworthy retrograde movement, and that in most districts the market conditions remain in favor of producers. In the Cleveland district, the fluctuations in the warrant market have, no doubt, had some influence in restricting the operations of buyers, although it is difficult to explain the cause of these movements, which are certainly not justified by anything in the regular course of trade. But there can be no doubt the No. 3 is somewhat weaker, 45s. 6d. having been about the price during the week, while 45s. 3d. has

been taken, as compared with 46s. last week in the Glasgow market. There has not been much doing in warrants except in Cleveland, in which a fairly large business has been done, closing at 45s., being a drop of about 7d. per ton on the week. Hematite irons are in good demand, both in Middlesbrough and Barrow. The following is a statement of the stocks of pig iron in public stores:

	Tons.
Connal's at Glasgow	58,610
Connal's at Middlesbrough	116,000
Railway stores, Middlesbrough	8,424
Connal's at Middlesbrough, hematite	3,282
Cumberland and Barrow stores	20,000

—Iron and Coal Trades Review, August 30.

THE BRITISH TINPLATE TRADE.

The market has been featureless during the past week; and, although the inquiry all round has been very fair, only a small business has been done. Inquiries from the United States are very frequent, but purchases only seem to be made of plates offered for quick shipment. Further second-hand lots have changed hands at full prices for early delivery. Most makers are now fairly well booked over the next three months, and quotations for all descriptions of plates are very firm; 15s. to 15s. 3d. per box f.o.b. Wales is generally quoted for common 14 by 20 112 sheets 108 lb. Bessemer cokes; Siemens steel, 1½d. to 3d. extra, with 100 lb. substance at 3d. to 4½d. reduction. Transactions have taken place at slightly under these figures for reasonable delivery. It is almost impossible to name a figure for spot plates or for plates required for early delivery, as sellers can practically make their own prices.

The Continental market has been rather quiet. The inquiry has been principally for equares and odd sizes, and sales have taken place at from 15s. to 15s. 6d. common basis for Bessemer cokes f.o.b. Wales; Siemens cokes, 3d. advance, according to specification, with lighter substances generally at the usual reductions, and heavies at the customary extras. Makers' quotations for squares and odd sizes range from 15s. 1½d. to 15s. 9d. basis common for Bessemer cokes, and 15s. 3d. to 16s. basis for Siemens steel f.o.b. Welsh port, according to sizes and delivery required.

The Canadian market keeps quiet, and little or no business has been done during the week. Makers quote from 15s. 3d. to 15s. 9d. per box f.o.b. Liverpool for common 14 by 20 112 sheets 108 lb. Bessemer cokes delivery towards the end of the year.

The home trade has been pretty brisk. Wasters for prompt delivery are at a premium. For say October delivery sellers

ask from 15s. to 15s. 3d. per box for common waste, 14 by 20 112 sheets 108 lb. Bessemer cokes f.o.b. Liverpool. For forward delivery quotations run from 14s. 3d. to 14s. 6d. per box for common 14 by 20 112 sheets 108 lb. Bessemer cokes, Siemens cokes commanding a shade more money, and common waste 14 by 18¾ 124 sheets 110 lb. are quoted at about the same figures.—Iron and Coal Trades Review, August 30.

NEW YORK METAL MARKET.

PIG TIN—The weakness in the pig tin market becomes more marked. There is no speculative interest whatever, and, while there is some inquiry from the country, it is almost wholly for future deliveries. Spot prices continue to decline and are on a par with those quoted for early futures. To-day the bid price for spot, September and October, was 24.75c., while the asking figure was 25.25c., or 10 points below that of yesterday on spot tin. November delivery continues to offer at 25c. and December at 24.75c. Under the influence of the depression here the London spot market is weak and lower, to-day's closing price being 17s. 6d. below that of yesterday. While spot was comparatively neglected in the English market, there was more doing in three months' tin, but nevertheless prices went off 10s. from yesterday's closing figure.

COPPER—Nothing of particular interest was found in this market, which closed dull, with prices nominal at 16½ to 17c. for Lake Superior ingot; 16¾ to 16¾c. for electrolytic, and 16 to 16¾c. for casting. London stiffened up this afternoon on moderate trading, closing 3s. 9d. higher than last night on spot and 6s. 3d. higher on futures.

PIG LEAD—There was no further change in the English market and nothing particularly new came to the surface here or in St. Louis. The New York quotations are still based on 4.37½c. for lots of 50 tons or more, while in St. Louis the prices remain 4.25 to 4.27½c. for soft Missouri and 4.35 to 4.40c. for chemical hard.

SPELTER—There is little doing in this

WIRE NAILS TACKS WIRE

Prompt Shipments

The ONTARIO TACK CO.
Limited
HAMILTON, ONT.

metal and prices are nominal at 4c. for spot and 3.92½ to 3.97½c. for futures. In St. Louis the market was dull at 3.80 to 3.85c. There was no change in London.

ANTIMONY REGULUS—A moderate jobbing demand is supplied at 10¼c. for Cookson's, 8½ to 8¾c. for Hallett's and 8¼ to 8½c. for other brands.

OLD METALS—Prices are maintained, though there is not much demand.

IRON—While the strike is gradually disintegrating and little doubt as to what the ultimate result will be seems to be entertained it still has sufficient influence to check trade. The market is, therefore, still in a state of waiting for a final settlement of the labor trouble, but meanwhile much confidence as to the future is expressed and prices rest on an apparently firm basis.

TINPLATE—No change in the situation is noted. The demand is slack and prices remain about as heretofore.—N. Y. Journal of Commerce, Sept. 11.

CATALOGUES, BOOKLETS, ETC.

ENSILAGE CUTTERS, ETC.

STRIKING evidence of the tendency toward the combining of artistic appearance and practical effectiveness in a catalogue is shown in a brochure issued by D. Bell & Son, manufacturers of ensilage cutters, etc., St. George, Ont., and printed in the printing establishment in that village. The cover of this booklet is unique, an egg-shaped space being cut out, showing underneath an extremely handsome photogravure. Inside are cuts showing their ensilage cutters and carriers, power saws, grain grinders, etc., in operation as well as showing in detail the designs of the various machines made by this firm. As they have been studying the needs of farmers for such machines for years and have been thoroughly up-to-date in the production of new goods, the variety of machines offered by them is so large that every hardwareman who handles these goods should secure a copy of this catalogue. Any of the trade mentioning **HARDWARE AND METAL** may secure a copy.

AMERICAN SHEET STEEL COMPANY.

The above company have just issued one of the most interesting booklets that has been received by **HARDWARE AND METAL** for some time. In addition to cuts of the various lines of metals handled by them, and new tables convenient for hardware dealers, the catalogue contains cuts of a score of the large mills owned by this concern. Another feature is a series of finely engraved cuts showing the various processes in the manufacture of sheet steel, etc. Among the processes shown are charcoal

Always Valuable.

A Sherwin-Williams Agency is always valuable, in paint season and out of paint season.

The methods which we apply to the building of your paint business help you in every other line you carry—they increase the sales of your entire store.

Here's a portion of a letter recently received from one of our Canadian Agencies :

Lucknow, Ont., July 18, 1901.

THE SHERWIN-WILLIAMS CO., Montreal.

Gentlemen,—S.-W.P. mixed well with The Sherwin-Williams Methods has made us money and we are well pleased. Our customers are more in number and are better satisfied than ever before.

In every line of hardware that we handle our trade has been increased fully 25 per cent. as a consequence of The S.-W. Co. and their pointers.

Wishing you abundant success, I am,

Yours very respectfully,

D. C. TAYLOR.

If you want to increase your **whole** business 25 per cent. let us tell you in detail what we did and are still doing to help Mr. Taylor. Write to-day.



THE SHERWIN-WILLIAMS CO.

PAINT AND VARNISH MAKERS.

CHICAGO,
NEW YORK,

NEWARK,
MONTREAL,

CLEVELAND,
BOSTON,
TORONTO,

SAN FRANCISCO,
KANSAS CITY



burning and loading, sheet rolling, assorting, weighing, trimming, tapping, casting, charging, blooming, shearing bars, cold and hot rolling, annealing, bundling and stencilling. The work is one that would interest any person, but has special attraction for he user or seller of sheet steel or other metals. Persons wishing to secure a copy should send for one to the advertising department of the company, Battery Park Building, New York.

The Toronto Globe has issued a folder on "How to See Toronto in a Day." The front page shows a section of the city hall and its tall tower, and throughout the folder is prettily illustrated with views of places of interest. A map of the city, a street index and a street railway time table are features which greatly increase its usefulness. Merchants visiting the "Queen City" will find the folder helpful, and they should try and secure a copy.

INQUIRIES REGARDING CANADIAN TRADE.

The following were among the recent inquiries relating to Canadian trade received at the High Commissioner's Office in London, Eng.

1. Inquiry has been received from a correspondent in

Rome for quotations of Canadian oak, unsawn; presumably oak logs.

2. A gentleman who is about to proceed to Canada with a commission to purchase butter in the centres of production, asks for information respecting the situation of factories, creameries, etc., and particulars concerning same.

3. Several business men who are shortly starting business in South Africa as general merchants, with departments for hardware, fancy goods, crockery, groceries, etc., are desirous of hearing from Canadian manufacturers requiring representation.

[The names of the firms making the above inquiries, can be obtained on application to the editor of **HARDWARE AND METAL**.]

Inquiries received at the Canadian Section of the Imperial Institute :

4. A firm of manufacturing chemists asks for names of Canadian shippers of molybdenite.

5. Another inquiry has been received for the names of Canadian shippers of hay.

6. An Anglo-Australian house wishes to obtain a few Canadian agencies for Australia in soft goods, etc.

7. Information regarding the copper resources of Canada is desired by persons who might be willing to acquire a well-developed property of quality suitable to their requirements.

8. An inquiry has been made for the addresses of Canadian manufacturers of chair stock.

9. A Canadian wood working company wishes to hear from United Kingdom house prepared to contract for regular supply of hardwood flooring, stocks of best quality.

James Jarrett, dealer in stoves, tinware, etc., Guelph, Ont., has sold out his stock to A. Rumford, and will retire from business.

ENCOURAGE THE YOUNG MEN.

THE following, signed by "Canadian," appeared in Monday's issue of The Ottawa Journal :

"For 20 years I have been looking out for some one to explain adequately the causes of the emigration of our young men. The quantity of humbug I have been forced to read on the subject during that time accounts for at least half of my grey hairs.

"Mr. J. W. Patterson's article in Saturday's Journal is the first honest attempt to gain insight into the mystery that has come my way. I could give you a number of instances which corroborate Mr. Patterson's argument. Mindful of your space, let two suffice. Let us name the persons A and B. A was in business in New York. He had gone there after failures to get capital for an enterprise in Canada. (This enterprise, by the way, was subsequently carried out by rich men and has succeeded.) A had an interest in the New York concern acquired by his ability and industry. Family reasons necessitated removal west. The head of the concern, after vainly urging him to stay, consented to buy him out. A was let to name a fair price for his share. Next day he got a cheque for double the amount. He was given a letter of introduction to a western capitalist in the locality of his new home. The western man at once acted on the letter and intrusted him with an important mission. He carried this out so well that within a year he cleared, as his share of the profits, \$15,000.

"Consider B's case. Like a prudent man, he left Canada without first trying to get capital for any enterprise. When I knew him in Chicago, 10 years ago, he made a modest living as a teacher. He did some casual work for a railway magnate. His energy obtained him more. He was given opportunity to work for himself as well as his employer. There are not to-day in Ottawa 10 men as rich as he. Neither A nor B is yet 40 years of age. Neither is what you would call an exceptionally brilliant man; just possessed of average sense, honesty and industry. Without the 'leg up' which they got from perfect strangers they would be in the United States what they were in Canada, obscure clerks on a pittance. I know a considerable number of young employes of rich men in Canada. Not one, to my knowledge, is encouraged to do well for himself outside his employment. In fact, if any tried to do so they would be dismissed.

"Let Mr. Patterson continue his researches. He is on the right track. This persistent talk of our small market, our colonial status, our climate, our politics, etc.,

to account for emigration, is overdone. A more potent cause is the timidity and the selfishness of a large majority of our moneyed men."

Fire did about \$8,000 damage to Copp Bros' foundry at Hamilton, Ont., the other night.

The development of The Dominion Iron and Steel Co., Limited, Sydney, N.S., is proving about as rapid as was anticipated. Over 2,300 men are now employed, and the average production of iron ore is over 1,000 tons per day. The new coke ovens were started the other day.

The Welding Compound Co., Paterson, N. J., have decided to start a Canadian branch in Hamilton. The Welding Co. manufacture a powder used in foundries and blacksmith shops everywhere for making easy the welding of steel and iron, and the feature of the invention is that by it a perfect and invisible join is made without the quality of the different metals being injured. Screw-filings are largely used in the manufacture of the compound, and this fact was a considerable factor in the selection of that city for the foundry, 'as this material can be secured very cheaply at the screw works in Hamilton.

IVER JOHNSON



SINGLE GUNS

established a mark for quality that others aim at, but shoot wide in the attempt.

LEADING FEATURES:

Semi-Hammerless. Trigger Action (neither Side nor Top Snap). Automatic Ejector or Non Ejector (at option of user). Flush Head Locking Bolt. Absolutely Safe (Accidental Discharge Impossible). Metal-Tipped Fore End.

Sold by Leading Dealers Everywhere.

Send for Catalogue.

Iver Johnson's Arms & Cycle Works,

Branches—New York—99 Chambers St.
Boston—165 Washington St.
Worcester—364 Main St.

FITCHBURG, Mass.



SKY LIGHT



THE
SAFE
LOCK
SHINGLE



BABY
SHINGLE
MAILED
FREE



CORNICE

Do you solicit orders for metal building goods, or do you let this business (which properly belongs to you) go through other hands?

We can help you to control this trade in your locality.
Write us if you desire our services.
Have you examined our Metal Pump?
Have you tried our improved Trough and Conductor?
Have you our Catalogue on file?



SIDING



CEILING



WINDOW
CAP



FINIAL



SIDING



CEILING



O.K. THIMBLE



METAL
PUMP



ELBOWS



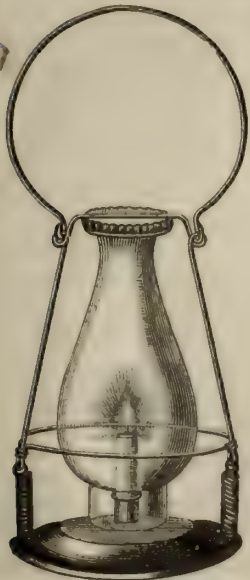
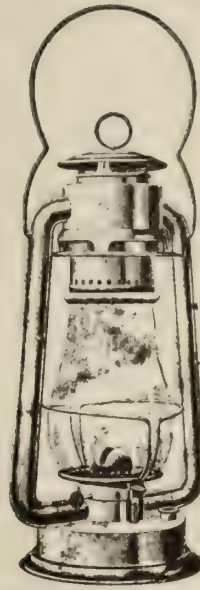
CRIMPED
SHEET

METAL SHINGLE & SIDING CO. LIMITED PRESTON, ONT.

H. S. HOWLAND, SONS & CO.

ONLY
WHOLESALE37-39 Front Street West, **Toronto.**WHOLESALE
ONLY

LANTERNS

CANDLE LANTERNS
with and without glassesNo. 0— $\frac{1}{2}$ -inch wick"COLD BLAST"
No. 2— $\frac{1}{2}$ -inch wick"RAILROAD"
No. 39— $\frac{1}{2}$ -inch wick
No. 39—1-inch wick

Lantern Globes

"Gem"
"Cadet"Common
Green
Blue
Ruby

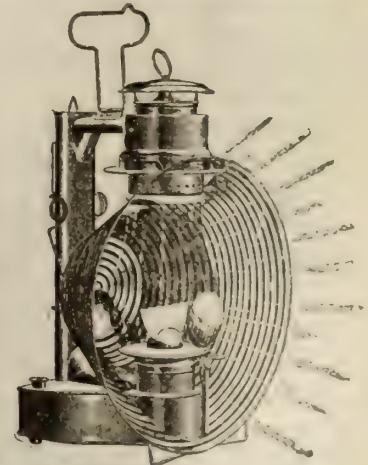
"Railroad"



"Cold Blast"



"Bull's Eye"

"GEM"
Brass, $\frac{1}{2}$ -inch wick
Nickel, $\frac{1}{2}$ -inch wick"CADET"
Brass, $\frac{1}{2}$ -inch wick"SEARCH LIGHT"
No. 20—Japanned

H. S. HOWLAND, SONS & CO., Toronto.

WE SHIP
PROMPTLY

Graham Wire and Cut Nails are the Best.

Factory: Dufferin Street, Toronto.

OUR PRICES
ARE RIGHT

BUSINESS CHANGES.**DIFFICULTIES, ASSIGNMENTS, COMPROMISES.**

JOSEPH HARVEY, general merchant, L'anse au Foin, Que., has assigned, and V. E. Paradis has been appointed provisional guardian.

A. Riendeau, foundryman, Montreal, is offering 10c. on the dollar, cash.

Frechette & Frere, general merchants, East Angus, Que., have assigned.

James M. Meikle, general merchant, Cardinal, Ont., has assigned to George A. Dana, Brockville.

Felix Moineau, blacksmith, Montreal, has assigned to Alex. Desmarteau, and is offering 25c. on the dollar.

The creditors of Mrs. Beaudet, general merchant, St. Pierre le Brequets, Que., meet to-day (Friday) to appoint a curator.

The creditors of J. H. Cummings, general merchant, St. Prime, Que., meet to-morrow (Saturday) to appoint a curator.

E. T. Miller, tinsmith, Deseronto, Ont., has assigned to Henry R. Bedford, and a meeting of his creditors will be held on September 26.

PARTNERSHIPS FORMED AND DISSOLVED.

Palmer & Smith, general merchants, Maple Creek, Man., have dissolved.

James F. Putman has been admitted into the coal firm, R. Bauld & Co., Halifax.

Durand Bros., commission dealers in grocers' sundries, Vancouver, have dissolved.

Sigurdson Bros., general merchants, Hnausa, Man., have dissolved. S. Sigurdson continues.

F. Mouille & Co., locksmiths, Montreal, have dissolved, and Mrs. Florent Mouille has registered as proprietress.

The Columbia Handle Co., London, Ont., have dissolved; Chas. J. New retiring. The business will be continued under unchanged style, however.

SALES MADE AND PENDING.

J. D. Little, general merchant, Jemsey, N.B., has sold out.

Charles Couturier, general merchant, St. Mathieu, Que., has sold out.

The stock and fixtures of the estate of John Cars, general merchant, Port Haney, B.C., have been sold.

The assets of J. L. Hould, general merchant, Gentilly, Ont., have been sold.

R. Maynard, general merchant, Kirkwell, Ont., is advertising his business for sale.

The business of J. Taylor, sawmiller, etc., Chatsworth, Ont., is advertised for sale.

W. H. Williams, blacksmith, Bowmanville, Ont., is advertising his business for sale.

The assets of E. A. Stanley, bicycle

dealer, etc., Winnipeg, have been sold by bailiff.

The assets of the estate of J. E. Verret, general merchant, Becancour, Que., are to be sold.

The machine shop of the estate of James H. Whitney, Prescott, Ont., is advertised for sale.

Thomas Dobie, general merchant, Mooresburg, Ont., is advertising his business for sale.

The stock of the estate of W. T. Beadles, general merchant, Erie and Salmo, B.C., has been sold.

The stock of George T. Potvin, general merchant, St. Gedeon, Que., has been sold at 34c. on the dollar.

W. H. Rumball, hardware dealer, etc., South Woodslee, Ont., is advertising his tin department for sale.

CHANGES.

Demers & Larose have registered as general merchants in Thedford, Ont.

The Peerless Hand Laundry, St. John, N.B., has been sold to Wm. A. Nelson.

Knowlton & Pibus have registered as flour and grain dealers in Knowlton, Que.

Gagnon & Frere have registered as general merchants in Ste. Anne du Sault, Que.

Moore & Hall have bought out the Farmers' Exchange, general store, Olds, N.W.T.

N. B. & D. Howden, hardware dealers, etc., Watford, Ont., have sold out to N. B. Howden & Son.

Morris & Taylor, hardware dealers, etc., Lacombe, N.W.T., have been succeeded by C. E. Morris & Co.

LaBarre & Hodgson, painters, etc., Grand Forks, B.C., have been succeeded by LaBarre & Hall.

W. R. Ridington, dealer in lumber and agricultural implements, Foxwarren, Man., has given up business.

The style of the Robertson, Taylor Manufacturing Co., Limited, manufacturers of cream separators, etc., Guelph, Ont., has been changed to the Petrie-Taylor Manufacturing Co., Limited.

FIRES.

Smith & McLeod, sawmillers, Enderby, B.C., have suffered loss by fire.

The Copp Bros. Co., Limited, manufacturers of stoves, etc., Hamilton, Ont., have suffered loss by fire; insured.

The stave and hoop mill of Steinhoff & Gordon, manufacturers of staves, etc., Wallaceburg, Ont., has been burned; partially insured.

DEATHS.

L. A. Estey, general merchant, Grand Falls, N.B., is dead.

John Clark, general merchant, Tatamagouche, N.S., is dead.

The American Steel and Wire Co. is considering the question of establishing a branch wire mill in Canada. Sites have been visited in Toronto, Hamilton and Brantford, and it is said that the question will soon be settled by the directors in New York. The representatives of the company who visited these centres stated that 15 acres would be needed, and that probably 2,000 men would be employed.

HENDERSON & POTTS**HALIFAX AND MONTREAL.**

Sole Manufacturers in Canada of

**Brandram Bros.
& Co., London, Eng.****B.B.****Genuine White Lead**

Brandram's Genuine B.B. is the best White Lead made. It is unequalled for whiteness, and fineness and body, and will cover more surface than any other White Lead Paint. It is the favorite White Lead in England, Canada, United States, Australia, Russia, etc. Made by a special process, and is superior to all other White Lead for durability.

SEND FOR QUOTATIONS.

MANITOBA MARKETS.

WINNIPEG, September 9, 1901.

HARDWARE AND PAINTS, OILS
AND GLASS.

THE weather has been fine all week, with a few local showers, but nothing to hinder the finishing of harvesting or threshing operations. Wheat is being delivered at country elevators at the rate of 100,000 bushels per day, but in a day or so these receipts will be double. Sufficient threshing has been done to settle the question of the amount of crop, and grain men are now confidently figuring on 50,000,000 bushels. The price is also good, being 67c. at closing to-day for number 1 hard. Nearly two-thirds of the wheat already marketed has gone No. 1 hard. There is a marked contrast between the tone of business to day and that of a corresponding date last year, when almost every mail brought cancellation of orders or curtailments. Now repeat orders are coming in every day and wholesale houses are working overtime to fill orders. The large number of cattle being shipped is also putting a lot of money in circulation.

There is a very active demand for all classes of building hardware, stoves and furnaces. There is likewise a good demand for shot and shell with which to demolish ducks. The history of the first week of duck shooting records more cartridges expended than ducks shot, the average apparently being about 10 cartridges per duck.

Paints and oils present no new features for the week.

The only change in our list price to note is the advance of 10c. per keg on cut nails. The price list for the week is as follows:

Barbed wire, 100 lb.	\$3 45
Plain twist	3 45
Staples	3 95
Oiled annealed wire	10 3 95
"	11 4 00
"	12 4 05
"	13 4 20
"	14 4 35
"	15 4 45
Wire nails, 30 to 60 dy, keg.	3 50
" 16 and 20	3 60
" 10	3 60
" 8	3 70
" 6	3 75
" 4	3 90
" 3	4 15
Cut nails, 30 to 60 dy.	3 20
" 20 to 40	3 25
" 10 to 16	3 30
" 8	3 35
" 6	3 40
" 4	3 50
" 3	3 85
Horsenails, 45 per cent. discount.	
Horseshoes, iron, No. 0 to No. 1	4 05
" No. 2 and larger	4 40
Snow shoes, No. 0 to No. 1	4 90
" No. 2 and larger	4 40
Steel, No. 0 to No. 1	4 95
" No. 2 and larger	4 70
Bar iron, \$2.60 basis.	
Swedish iron, \$5.00 basis.	
Sleigh shoe steel	3 25
Spring steel	3 25
Machinery steel	3 75
Tool steel, Black Diamond, 100 lb.	8 50
Jessop	13 00
Sheet iron, black, 10 to 20 gauge, 100 lb.	3 50
" 20 to 26 gauge	3 75
" 28 gauge	4 00
Galvanized American, 16 gauge	2 79
" 18 to 22 gauge	4 75

24 gauge	5 60
26 gauge	5 25
28 gauge	5 50
Genuine Russian, lb.	12
Imitation "	8
Tinned, 24 gauge, 100 lb.	7 75
26 gauge	8 00
28 gauge	8 50
Tinplate, 1C charcoal, 20 x 28, box	11 00
" IX	13 00
" IXX	15 00
Ingot tin	33
Canada plate, 18 x 21 and 18 x 24	3 50
Sheet zinc, cask lots, 100 lb	7 60
Broken lots	7 50
Pig lead, 100 lb.	6 00
Wrought pipe, black up to 2 inch	50 an 10 p.c.
" Over 2 inch	50 p.c.
Rope, sisal, 7-16 and larger	\$11 00
" 3/4	11 50
" 1/2 and 5-16	12 25
Manila, 7-16 and larger	14 00
" 3/4	14 50
" 1/2 and 5-16	15 00
Solder	20
Cotton Rope, all sizes, lb.	17
Axes, chopping	\$ 7 50 to 12 00
" double bits	12 00 to 18 00
Screws, flat head, iron, bright	87 1/2
Round "	82 1/2
Flat " brass	80
Round "	75
Coach	57 1/2 p.c.
Bolts, carriage	55 p.c.
Machine	55 p.c.
Tire	60 p.c.
Sleigh shoe	65 p.c.
Plough	40 p.c.
Rivets, iron	50 p.c.
Copper, No. 8	35
Spades and shovels	40 p.c.
Harvest tools	50, and 10 p.c.
Axe handles, turned, s. g. hickory, doz.	\$2 50
No. 1	1 50
No. 2	1 25
Octagon extra	1 75
No. 1	1 25
Files common	70, and 10 p.c.
Diamond	60
Ammunition, cartridges, Dominion R.F.	50 p.c.
Dominion, C.F., pistol	30 p.c.
" military	15 p.c.
American R.F.	30 p.c.
C.F. pistol	5 p.c.
C.F. military	10 p.c. advance.
Loaded shells:	
Eley's soft, 12 gauge black	16 50
chilled, 12 gauge	18 00
soft, 10 gauge	21 00
chilled, 10 gauge	23 00
Shot, Ordinary, per 100 lb	6 25
Chilled	6 75
Powder, F.F., keg	4 75
F.F.G.	5 00
Tinware, pressed, retinned	75 and 2 1/2 p.c.
" plain	70 and 15 p.c.
Graniteware, according to quality	50 p.c.

PETROLEUM.

Water white American	25 1/2 c.
Prime white American	24c.
Water white Canadian	22c.
Prime white Canadian	21c.

PAINTS, OILS AND GLASS.

Turpentine, pure, in barrels	\$ 61
Less than barrel lots	66
Linseed oil, raw	90
Boiled	93
Lubricating oils, Eldorado castor	25 1/2
Eldorado engine	24 1/2
Atlantic red	27 1/2
Renown engine	41
Black oil	23 1/2 to 25
Cylinder oil (according to grade)	55 to 74
Harness oil	61
Neatsfoot oil	\$ 1 00
Steam refined oil	85
Sperm oil	1 50
Castor oil	11 1/2
Glass, single glass, first break, 16 to 25	
untinted inches	2 25
26 to 40	per 50 ft. 2 50
41 to 50	" 100 ft. 5 50
51 to 60	" " 6 00
61 to 70	per 100-ft. boxes 6 50
Putty, in bladders, barrel lots	per lb. 2 1/2
kegs	2 1/4
White lead, pure	per cwt. 7 00
No. 1	6 75
Prepared paints, pure liquid colors, according to shade and color, per gal.	\$1.30 to \$1.90

THE
PAINTERS
PERFECT
WHITE
LEAD

is

More Economical
More Finely Ground
More Popular
More Saleable
More Satisfactory
More Durable
More Reliable

Than
Any
Other

The "Painters Perfect"
has no equal and has never
been equalled.

THE
CANADA
PAINT
COMPANY
LIMITED

Montreal and Toronto.

MARKETS AND MARKET NOTES

QUEBEC MARKETS.

Montreal, September 13, 1901.

HARDWARE.

BUSINESS is fairly good in most lines and decidedly active in a few. Sporting goods are still moving freely and builders' hardware, of all kinds, is as active as ever. Winter supplies are also in moderate request now, orders growing more numerous every day. The market is rather bare of changes this week, shelf goods not varying a great deal. Iron pipe is a little higher on a firm market and sheet metals show no declining tendency from their high point; in fact, black sheets, Canada plate and tinplates are tending higher.

BARB WIRE—A very fair business is being done in barb wire, a few orders being received from country points. Prices are unchanged at \$3.05 per 100 lb. f.o.b. Montreal.

GALVANIZED WIRE—A few inquiries have been received this week for small lots. We quote as follows: No. 5, \$4.25; Nos.

6, 7 and 8 gauge, \$3.55; No. 9, \$3.10; No. 10, \$3.75; No. 11, \$3.85; No. 12, \$3.25; No. 13, \$3.35; No. 14, \$4.25; No. 15, \$4.75; No. 16, \$5.

SMOOTH STEEL WIRE—Hay-baling wire is in good demand, but other sizes are not much inquired for. We quote oiled and annealed: No. 9, \$2.80; No. 10, \$2.87; No. 11, \$2.90; No. 12, \$2.95; No. 13, \$3.15 per 100 lb. f.o.b. Montreal, Toronto, Hamilton, London, St. John and Halifax.

FINE STEEL WIRE—The market rules unchanged at 17½ per cent.

BRASS AND COPPER WIRE—The regular trade is being done. The discounts are still 55 and 2½ per cent. on brass, and 50 and 2½ per cent. on copper.

FENCE STAPLES—A fair inquiry is reported. We quote: \$3.25 for bright, and \$3.75 for galvanized, per keg of 100 lb.

WIRE NAILS—A good trade is again to be reported this week. Prices are unchanged. We quote as follows: \$2.85 for small lots and \$2.77½ for carlots, f.o.b. Montreal, London, Toronto, Hamilton and Gananoque.

CUT NAILS—Business is unchanged. Fair quantities are moving. We quote: \$2.55 per keg for small and \$2.45 for carlots; flour barrel nails, 25 per cent. discount; coopers' nails, 30 per cent. discount.

HORSE NAILS—A nice business has been done this week. "C" brand is held at a discount of 50 and 7½ per cent. off the new list. "M" brand is quoted at 60 per cent off old list on oval and city head and 66⅔ per cent. off countersunk head. Monarch's discount is 66⅔ per cent., and 70 per cent. in 25-box lots.

HORSESHOES—Fair orders have been received this week. Prices are unchanged. We quote as follows: Iron shoes, light and medium pattern, No. 2 and larger, \$3.50; No. 1 and smaller, \$3.75; snow shoes, No. 2 and larger, \$3.75; No. 1 and smaller, \$4.00; X L steel shoes, all sizes, 1 to 5, No. 2 and larger, \$3.60; No. 1 and smaller, \$3.85; feather-weight, all sizes, \$4.85; toe weight-steel shoes, all sizes, \$5.95 f.o.b. Montreal; f.o.b. Hamilton, London and Guelph, 10c. extra.

POULTRY NETTING—There is still a little

KITCHENER RANGE.

Burns coal, coke or wood equally well.

Made in eight sizes, and each size can be fitted with reservoir, high shelf and high closet.

Its beautiful nickel dress makes it an ornament to any kitchen.

The Kitchener is an improved, up-to-date range and is sold at a moderate price.

Write for new pocket price list just issued; also for supplementary catalogues covering our various lines of stoves.

With Reservoir and High Closet.

THE McCLARY MFG. CO.

LONDON, TORONTO, MONTREAL, WINNIPEG, VANCOUVER AND ST. JOHN, N.B.

"Everything for the Tinsmith."

Oct 17 1901

THE PAGE-HERSEY IRON & TUBE CO.

Limited

MONTREAL

Manufacturers of

Wrought Iron Pipe

For Water, Gas, Steam, Oil,
Ammonia and Machinery.

**DRAIN PIPES,
PORTLAND CEMENTS,
FIRE BRICKS AND CLAY
SILICA AND MAGNESIA
BRICKS,**

with specially prepared mortar.

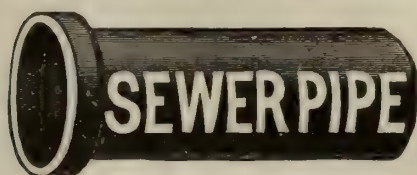
Contractors' and Founders'
Supplies.

F. HYDE & CO.

31 WELLINGTON ST., MONTREAL

... FULL STOCK ...

Salt Glazed Vitrified



Double Strength Culvert Pipe
a Specialty.

THE CANADIAN SEWER PIPE CO.

HAMILTON, ONT. TORONTO, ONT.
ST. JOHNS, QUE.

Deseronto Iron Co.

LIMITED

DESERONTO, ONT.

Manufacturers of

Charcoal Pig Iron

BRAND "DESERONTO."

Especially adapted for Car Wheels, Malleable Castings, Boiler Tubes, Engine Cylinders, Hydraulic and other Machinery where great strength is required; Strong, High Silicon Iron, for Foundry Purposes.

business being done in this line. The discount is 55 per cent.

SCREWS—The demand is good, and during the week large shipments have been made. Discounts are as follows: Flat head bright, 87½ and 10 per cent. off list; round head bright, 82½ and 10 per cent.; flat head brass, 80 and 10 per cent.; round head brass, 75 and 10 per cent.

BOLTS—A brisk trade is again reported. Discounts are as follows: Norway carriage bolts, 65 per cent.; common, 60 per cent.; machine bolts, 60 per cent.; coach screws, 70 per cent.; sleigh shoe bolts, 72½ per cent.; blank bolts, 70 per cent.; bolt ends, 62½ per cent.; plough bolts, 60 per cent.; tire bolts, 67½ per cent.; stove bolts, 67½ per cent. To any retailer an extra discount of 5 per cent. is allowed. Nuts, square, 4c. per lb. off list; hexagon nuts, 4¼c. per lb. off list. To all retailers an extra discount of ¼c. per lb. is allowed.

BUILDING PAPER—Sales have been rather numerous. We quote as follows: Tarred felt, \$1.70 per 100 lb.; 2-ply ready roofing, 80c. per roll; 3-ply, \$1.05 per roll; carpet felt, \$2.25 per 100 lb.; dry sheathing, 30c. per roll; tar sheathing, 40c. per roll; dry fibre, 50c. per roll; tarred fibre, 60c. per roll; O.K. and I.X.L., 65c. per roll; heavy straw sheathing, \$28 per ton; slaters' felt, 50c. per roll.

RIVETS AND BURRS—Fair quantities are moving. Discounts on best iron rivets, section, carriage, and wagon box, black rivets, tinned do., coopers' rivets and tinned swedes rivets, 60 and 10 per cent.; swedes iron burrs are quoted at 55 per cent. off; copper rivets, 35 and 5 percent. off; and coppered iron rivets and burrs, in 5-lb. carton boxes, are quoted at 60 and 10 per cent. off list.

BINDER TWINE—The inquiry has fallen off. We quote: Blue Ribbon, 11½c.; Red Cap, 9¾c.; Tiger, 8¾c.; Golden Crown, 8c.; Sisal, 8¼c.

CORDAGE—The market is firm and active. Manila is worth 13½c. per lb. for 7-16 and larger; sisal brings 10½c. and lathyrn, 10¼c.

HARVEST TOOLS—Some lines for fall use are active. The discount is still 50, 10 and 5 per cent.

SPADES AND SHOVELS—The inquiry has rather improved during the week. The discount is still 40 and 5 per cent.

FIREBRICKS—A better business has been done lately in firebricks. Prices are unchanged. We quote: Scotch at \$17.50 to \$22 and English at \$17 to \$21 per 1,000 ex wharf.

CEMENT—The demand for cement is good and prices are being fairly well maintained. We quote as follows: German cement \$2.25 to \$2.40; English, \$2.20 to

A. C. LESLIE & CO.

Merchants Bank Building,

MONTREAL.

HEADQUARTERS FOR

IRON, STEEL, and METALS.

IRON AND
BRASS

Pumps

Force, Lift and Cistern
Hand and Power.

For all duties. We can supply your wants with—quality the best and prices right. Catalogues and full information for a request.



THE R. McDUGALL CO., Limited
Manufacturers, Galt, Canada.

ADAM HOPE & CO.

Hamilton, Ont.

We offer from stock

Coke Tin Plates 1 C 14 x 20,

" " 1 C 20 x 28,

Galvanized Sheet Iron,

"Comet" and American Brands.

L. and F. Ingot Tin,

Straits Tin,

Ingot Copper,

Pig Lead, Spelter and Antimony.

NOVA SCOTIA STEEL CO.

Limited

NEW GLASGOW, N.S.

Manufacturers of

Ferrona Pig Iron

And SIEMENS MARTIN

Open Hearth Steel

ARE YOU COMING TO

TORONTO, LONDON and OTTAWA EXHIBITIONS ?

We are going to be at the three, so let us meet you at Toronto between the west end door of the Carriage Building, opposite main entrance to the grounds. Also in the Carriage Building at London and Ottawa, and we will show our display of Elastilite Varnish and other lines.

Arrange to meet your friends at our exhibit, where you can wait on one another in comfort, and at the same time see and learn while you wait.

The Imperial Varnish & Color Co.
LIMITED
TORONTO, ONT., CANADA.

\$2.35 ; Belgian, \$1.65 to \$1.95 per bbl. ex wharf, and American, \$2.15 to \$2.30, ex cars.

METALS.

Black sheets are almost unobtainable ; Canada plates are scarce and prices are advancing ; the supply of tinplates is short and terne plates are wanted. Iron pipe is firmer and prices are rising. Coil chain is also firm.

BAR IRON—The market is firm and stocks are rather light. Dealers are asking \$1.90 for merchants' bar and \$2.15 for horse-shoe.

PIG IRON—Business is rather slow, but values are fully maintained. No. 1 Sumnerlee is worth \$20 to \$20.50 and Canadian pig, \$18 to \$19.

BLACK SHEETS—Supplies are almost unprocurable and quotations are irregular. We hear that one holder wants \$3.25 for his 28 gauge. We quote : 28 gauge, \$2.85 to \$2.95 ; 26 gauge, \$2.75 to \$2.85 ; 22 to 24 gauge, \$2.65 to \$2.75, and 8 to 20 gauge, \$2.55 to \$2.65.

GALVANIZED IRON—The market is firm and no concessions are allowed. We quote : No. 28 Queen's Head, \$4.50 ; Apollo, 10 3/4 oz., \$4.50 ; Comet, \$4.25, with 25c. extra in less than case lots.

COPPER—Is in fair inquiry at 17 3/4 to 18c.

INGOT TIN—Lamb and Flag is worth 32 1/2 c.

LEAD PIPE—The demand is good at unchanged prices. We quote as follows : 7c. for ordinary and 7 1/2 c. for composition waste, with 30 per cent. off.

IRON PIPE—The iron pipe market is quite firm and prices are advancing. We quote as follows : Black pipe, 1/4, \$2.90 per 100 ft. ; 3/8, \$2.80 ; 1/2, \$3 ; 3/4, \$3.30 ; 1-in., \$4.75 ; 1 1/4, \$6.75 ; 1 1/2, \$8.10 ; 2-in. \$10.80. Galvanized, 1/2, \$4.20 ; 3/4, \$4.75 ; 1-in., \$6.80 ; 1 1/4, \$9.50 ; 1 1/2, \$11.40 ; 2-in., \$15.20.

TINPLATES—Some supplies are expected to reach this port this week, but they will certainly not go into stock. The continuation of the American strike has added further strength to the market. We quote : Coke plates, \$4.50 to \$4.75 ; charcoal, \$5.00 to \$5.25.

CANADA PLATE—The market is firm, and it is difficult to get any goods under our quotations. We quote : 52's, \$2.75 to \$2.80 ; 60's, \$2.85 to \$2.90 ; 75's, \$2.85 to \$2.95 ; full polished, \$3.75, and galvanized, \$4.25 to \$4.50.

STEEL—Unchanged. We quote : Sleigh shoe, \$2 ; tire, \$2.05 ; bar, \$2 ; spring, \$2.75 ; machinery, \$2.75, and toe-calk, \$2.50.

Binder Twine Binder Twine

The John Bowman Hardware & Coal Co., London, Ont.

We can supply for immediate shipment :

Peoria Standard Twine, 500 feet.

Consumers Cordage Co.'s Red Cap, 600 feet.

Consumers Cordage Co.'s Blue Ribbon, 650 feet.

Shipment guaranteed day order is received.

Binder Twine Binder Twine

SHEET STEEL—We quote : Nos. 10 to 20, \$2.50.

TOOL STEEL—Black Diamond, 8c. and Jessop's, 13c.

TERNE PLATES—The market is firm but quiet. We quote \$8.20 to \$8.25.

COIL CHAIN—The market is firm and fairly active. We quote as follows : No. 6, 12 1/2 c. ; No. 5, 10 1/2 c. ; No. 4, 10c. ; No. 3, 9 1/2 c. ; 1/4-in., 7 1/4 c. per lb. ; 5-16, \$4.80 ; 5-16 exact, \$5.25 ; 3/8, \$4.25 ; 7-16, \$4.05 ; 1/2, \$3.85 ; 9-16, \$3.75 ; 5/8, \$3.55 ; 3/4, \$3.50 ; 7/8, \$3.45 ; 1-in., \$3.45. In carload lots an allowance of 10c. is made.

SHEET ZINC—Is quoted at \$6.

ANTIMONY—Quiet at 10c.

ZINC SPELTER—Steady at 5c.

SOLDER—We quote : Bar solder, 18 1/2 c. ; wire solder, 20c.

PAINTS AND OILS.

The feature of the paint and oil market is the slump in the price of American oil, which is being offered on the Chicago market at 39c., a decline of 6 to 7c. on the week. This has directly affected prices here to the extent of 2c. per gallon. A lower market is looked for across the border.

WHITE LEAD—Best brands, Government standard, \$6.00 ; No. 1, \$5.62 1/2 ; No. 2, \$5.25 ; No. 3, \$4.87 1/2, and No. 4, \$4.50.

all f.o.b. Montreal. Terms, 3 per cent. cash or four months.

DRY WHITE LEAD—\$5.25 in casks; kegs, \$5.50.

RED LEAD—Casks, \$5.00; in kegs, \$5.25.

DRY WHITE ZINC—Pure, dry, 6¼c.; No. 1, 5¼c.; in oil, pure, 7¼c.; No. 1, 6¼c.; No. 2, 5¼c.

PUTTY—We quote: Bulk, in barrels, \$1.90 per 100 lb.; bulk, in less quantity, \$2.05; bladders, in barrels, \$2.10; bladders, in 100 or 200-lb. kegs or boxes, \$2.25; in tins, \$2.55 to \$2.65; in less than 100-lb. lots, \$3 f.o.b. Montreal, Ottawa, Toronto, Hamilton, London and Guelph. Maritime Provinces 10c. higher, f.o.b. St. John and Halifax.

LINSEED OIL—Raw, 79c.; boiled, 82c. in 5 to 9 bbls., 1c. less, 10 to 20 bbl. lots, open, net cash, plus 2c. for 4 months. Delivered anywhere in Ontario between Montreal and Oshawa at 2c. per gal. advance and freight allowed.

TURPENTINE—Single bbls., 54c.; 2 to 4 bbls., 53c.; 5 bbls. and over, open terms, the same terms as linseed oil.

MIXED PAINTS—\$1.20 to \$1.45 per gal.

CASTOR OIL—8¼ to 9¼c. in wholesale lots, and ½c. additional for small lots.

SEAL OIL—47½ to 49c.

COD OIL—32½ to 35c.

NAVAL STORES—We quote: Resins, \$2.75 to \$4.50, as to brand; coal tar, \$3.25 to \$3.75; cotton waste, 4¼ to 5¼c. for colored, and 6 to 7¼c. for white; oakum, 5¼ to 6¼c., and cotton oakum, 10 to 11c.

SCRAP METALS.

The market continues quiet and featureless. Dealers are now paying the following prices in the country: Heavy copper and wire, 13½ to 4c. per lb.; light copper, 12 to 12½c.; heavy brass, 12 to 12½c.; heavy yellow, 9½ to 10c.; light brass, 6½ to 7c.; lead, 2½ to 2¾c. per lb.; zinc, 2¼ to 2½c.; iron, No. 1 wrought, \$14 to \$15 per gross ton f.o.b. Montreal; stove plate, \$8 to \$9; machinery scrap, \$15; light iron, No. 2, \$4 a ton; malleable and steel, \$4; rags, country, 60 to 70c. per 100 lb.; old rubbers, 7 to 7½c. per lb.

HIDES.

The market is in good shape, with receipts large and tanners buying freely. Lambskins are 5c. higher, and calfskins 1c. lower. We quote: Light hides, 7¼c. for No. 1, 6¼c. for No. 2, and 5¼c. for No. 3; lambskins, 30c.; sheepskins, \$1; calfskins, 9c. for No. 1 and 7c. for No. 2.

MONTREAL NOTES.

The Canada Hardware Co., Montreal, received a single order for 100 tons of steel this week.

ONTARIO MARKETS.

TORONTO, Sept. 13, 1901.

HARDWARE.

THE wholesale hardware trade does not exhibit as much activity as it did a week ago. At the same time, however, a good business is being done, and the prospects for fall trade have lost none of their brightness. Payments are fair. Probably the most active line at the moment is sporting goods. Cutlery is also going out well. Wire nails are still going out briskly in small quantities. There is quite a good movement in files, axes, crosscut saws, lanterns and certain seasonable lines of tinware. The demand for building paper is being well maintained. The movement in stoves and furnaces keeps heavy. There have been but few quotable changes in prices during the week; in fact, about the only one is an advance of 10c. per keg in the price of blasting powder.

BARB WIRE—There has been a little business both from stock and for shipment from factory. We quote: \$3.05 per 100 lb. from stock Toronto; and \$2.82½ f.o.b. Cleveland for less than carlots, and \$2.70 for carlots.

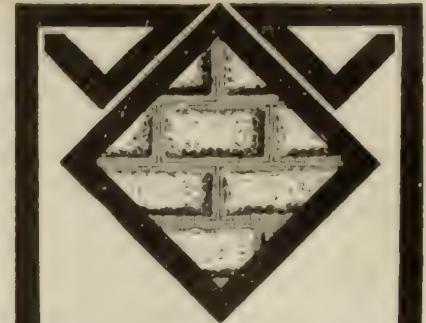
GALVANIZED WIRE—Very little is being done. We quote: Nos. 6, 7 and 8, \$3.50 to \$3.85 per 100 lb., according to quantity; No. 9, \$2.85 to \$3.15; No. 10, \$3.60 to \$3.95; No. 11, \$3.70 to \$4.10; No. 12, \$3 to \$3.30; No. 13, \$3.10 to \$3.40; No. 14, \$4.10 to \$4.50; No. 15, \$4.60 to \$5.05; No. 16, \$4.85 to \$5.35. Nos. 6 to 9 base f.o.b. Cleveland are quoted at \$2.57½ in less than carlots and 12c. less for carlots of 15 tons.

SMOOTH STEEL WIRE—Business in this line is still nearly altogether confined to hay-baling wire, which is in fair demand. Net selling prices are: Nos. 6 to 8, \$2.90; 9, \$2.80; 10, \$2.87; 11, \$2.90; 12, \$2.95; 13, \$3.15; 14, \$3.37; 15, \$3.50; 16, \$3.65. Delivery points Toronto, Hamilton, London and Montreal, with freights equalized on those points.

WIRE NAILS—Orders are small, but they are numerous, and trade in the aggregate is of fairly good volume. The base price is \$2.85 for less than carlots, and \$2.77½ for carlots. Delivery points Toronto, Hamilton, London, Gananoque and Montreal.

CUT NAILS—Only a very small business is still being done. Prices have been advanced 5c. per keg in the United States owing to the dearth of nail stock and the activity of the demand. Locally we still quote as before, namely, \$2.55 base with 10c. per keg allowance on carlots.

HORSE NAILS—The demand for horse nails is good. Discount on "C" brand, oval head, 50 and 7½ per cent. off new list, and on "M" and other brands, 50,



A handsome steel siding for all kinds of building purposes; supplied either Galvanized or Painted.

OUR ROCK FACED STONE

is fire and damp proof—resists all weather conditions—is very reasonably priced—and can be so easily applied it gives universal satisfaction.

Find further facts about it in our catalog.

Metallic Roofing Co., Limited,
Wholesale Manufacturers,
Toronto, - - - Canada

10 and 5 per cent. off the old list. Countersunk head 60 per cent.

HORSESHOES—A fair trade for the season is being done. We quote f.o.b. Toronto: Iron shoes, No. 2 and larger, light, medium and heavy, \$3.60; snow shoes, \$3.85; light steel shoes, \$3.70; featherweight (all sizes), \$4.95; iron shoes, No. 1 and smaller, light, medium and heavy (all sizes), \$3.85; snow shoes, \$4; light steel shoes, \$3.95; featherweight (all sizes), \$4.95.

SCREWS—Business continues fairly good, with prices steady and unchanged. Discounts are: Flat head bright, 87½ and 10 per cent.; round head bright, 82½ and 10 per cent.; flat head brass, 80 and 10 per cent.; round head brass, 75 and 10 per cent.; round head bronze, 65 per cent., and flat head bronze at 70 per cent.

RIVETS AND BURRS—Trade in this line is being well maintained, with prices as before. We quote as follows: Iron rivets, 60 and 10 per cent.; iron burrs, 55 per cent.; copper rivets and burrs, 25 and 5 per cent.

BOLTS AND NUTS—The activity which has been characteristic of this market for some time is still being maintained and the manufacturers are finding difficulty in filling orders. We quote: Carriage bolts (Norway), full square, 65 per cent.; carriage bolts full square, 65 per cent.; common carriage bolts, all sizes, 60 per cent.; machine bolts, all sizes, 60 per cent.; coach screws, 70 per cent.; sleighshoe bolts, 72½ per cent.; blank bolts, 60 per cent.; bolt ends, 62½ per cent.; nuts, square, 4c. off; nuts, hexagon, 4½c. off; tire bolts, 67½ per cent.; stove bolts, 67½; plough bolts, 60 per cent.; stove rods, 6 to 8c.

ROPE—Trade in this line is quiet, with prices as before. The base price of manila is $13\frac{1}{2}$ c. per lb. and sisal, $10\frac{1}{2}$ c. per lb.

SPORTING GOODS — This is one of the most active lines in the wholesale trade just now, the demand being particularly active for guns and ammunition. Blasting powder has been advanced 10c. per keg.

CUTLERY—The movement in this line is quite brisk.

BUILDING PAPER—There is quite a good movement in building paper. Our quotation on tarred roofing has been wrong during the past week, and should be \$1.70, instead of \$1.65. We quote building paper, 30c., and tarred paper, 40c.

SPADES AND SHOVELS — Very little is being done, and the discount is unchanged at 40 and 5 per cent.

STOVES AND FURNACES—The demand for both these lines is good and shipments are heavy. Compared with a year ago the movement is much heavier, and the probability of dealers being unable to get supplies to fill their requirements later in the season is becoming more evident.

ENAMELLED WARE AND TINWARE—Trade is fairly good in some lines of enameled ware, and there is a good movement in such lines as stove boards, coal hods, lanterns, stovepipes and elbows. In fact, in the two last named, the demand seems to exceed the supply.

CEMENT—The demand continues excellent for this time of the year. Prices are steady. We quote barrel lots as follows: Canadian portland, first grade, \$2.35 to \$2.75; German, \$3 to \$3.15; English, \$3; Belgian, \$2.50 to \$2.75; Canadian hydraulic, \$1.25 to \$1.50.

SKATES—Skates of German manufacture are beginning to arrive at the wholesale warehouses, but delivery to the retail trade is not yet being made.

METALS.

There has not been much change in the situation as compared with a week ago. There is still a good demand for sheet metals, and only a small business being done in ingot metals. Our prices on lead are $\frac{1}{4}$ c. lower and tin is cheaper in sympathy with the outside markets.

PIG IRON—The demand is light and prices fairly steady. The ruling price for Canadian iron is \$17 to \$17.50 for No. 2 on track Toronto.

BAR IRON — There is still an active demand for bar iron, and the mills, as before, are supplied with more orders than they can promptly fill. The ruling base price is \$1.90 to \$1.95 per 100 lb.

STEEL—A good trade is still being done, and prices rule firm. There has been another slight advance in the price of steel

billets in the United States, where prices are about \$9 per ton higher than a year ago.

GALVANIZED SHEETS—Trade is active, both from stock and on importation account. Prices are firmer in both Great Britain and the United States, and local dealers have put their prices up 10c. this week. The price of galvanized sheets of British manufacture is now \$4.60 in case lots and \$4.75 in smaller quantities. American sheets are now practically out of this market, on account of the difficulty of getting delivery.

BLACK SHEETS—A good business is still to be noted in black sheets. We quote: Common, \$3.15 for 28 gauge and dead flat \$3.50 for 26 gauge.

CANADA PLATES—These are moving freely, but stocks are becoming light. We quote all dull, \$2.90; half polished, \$3; and all bright, \$3.50.

TIN—The market in both London and New York has shown a good deal of irregularity during the week, particularly in regard to spot tin. But at the moment a steadier tone has developed. On the local market business has been confined to small lots, and the ruling price is now 31c., a decline of $\frac{1}{4}$ c. per lb.

TINPLATES—The condition of the market is much the same as it was a week ago, stocks being light and prices firm. For immediate shipment high prices are being paid.

TINNED SHEETS—Some forward orders for January shipment are being made, but orders for present requirements are only moderate. The ruling price for 28-gauge is still 8 $\frac{1}{2}$ c.

COPPER—There has been some business in ingot copper in small lots at 17 $\frac{3}{4}$ c. per lb. A good business is being done in sheet copper at 23 to 25c.

BRASS—Trade is fair, and the discount unchanged at 10 per cent. on rod and sheet.

SOLDER—A good trade is still being experienced in solder. We quote: Half-and-half, guaranteed, 19 $\frac{1}{2}$ c.; ditto, commercial, 19c.; refined, 18 $\frac{1}{2}$ c., and wiping, 17c.

IRON PIPE—The demand continues good, and prices rule firm in both Canada and the United States. One-inch black pipe is quoted at \$5.40, and 1-inch galvanized at \$7.95 per 100 ft.

LEAD—Our quotations on lead are $\frac{1}{4}$ c. lower this week, now being 4 to 4 $\frac{1}{4}$ c. per lb. Some business is being done in small lots.

ZINC SPelter—There is a fair demand for small lots at 5 $\frac{1}{2}$ to 6c.

SHEET ZINC—Trade is also fair in this line at 6c. for cask lots, and 6 $\frac{1}{4}$ c. for part casks.

ANTIMONY — Some improvement has taken place in business during the past

Oakey's

The original and only Genuine Preparation for Cleaning Cutlery. 6d. and 1s. Canisters.

'WELLINGTON' KNIFE POLISH

JOHN OAKEY & SONS, LIMITED

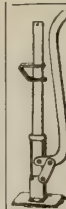
MANUFACTURERS OF

Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England.

Agent:

JOHN FORMAN, 644 Craig Street MONTREAL



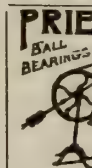
COVERT MFG. CO.

West Troy, N.Y.

Steel Carriage and Wagon Jacks,

Harness Snaps, Chain, Rope and Web Goods, etc.

FOR SALE BY JOBBERS AT MFRS. PRICES.



PRIEST'S CLIPPERS

Largest Variety. Toilet, Hand, Electric Power ARE THE BEST. Highest Quality Grooming and Sheep-Shearing Machines. WE MAKE THEM.

SEND FOR CATALOGUE TO American Shearer Mfg. Co., Nashua, N.H., USA



NEWMAN'S PATENT INVINCIBLE FLOOR SPRINGS

Combine all the qualities desirable in a Door Closer. They work silently and effectually, and never get out of order. In use in many of the public buildings throughout Great Britain and the Colonies. MADE SOLELY BY

W. NEWMAN & SONS, Birmingham.

Oneida Community Goods

HALTERS, COW TIES, SNAPS, etc., etc.,

in all sizes and styles. May be had of all jobbers throughout Canada.

Factory—NIAGARA FALLS, ONT.

MACKENZIE BROS.

HARDWARE

MANUFACTURERS' AGENTS,

Travellers covering Manitoba, Northwest Territories and British Columbia.

WINNIPEG MAN.

CORRESPONDENCE SOLICITED.

THE PULLMAN PNEUMATIC

Combined

Door Check and Spring.



for Screen Doors. Small, Simple, Strong, Perfect and Ornamental. Low in Price.

PULLMAN SASH BALANCE CO., ROCHESTER, N.Y., U.S.A.

week, and the movement is now fairly brisk at 10½ to 11c. per lb.

PAINTS AND OILS.

Fall business is starting, and the indications point to an active sorting trade. Gum shellac is the stiffest article on the list. Owing to a scarcity of stielac, from which this product is made, quotations for delivery in January and February have been withdrawn at primary points. Turpentine keeps steady at Savannah and other producing centres. White and red lead are rather easy. Linseed oil is not selling briskly, as buyers are holding off for further reductions. Whether these will come or not it is difficult to state, as, apart altogether from crop conditions, the speculative demand for seed may, on one hand, stiffen prices in the United States, while, on the other hand, the competition between the independent refiners and the Trust may cause a reduction in the price of oil. As the English market continues too high to make the competition of English oil on this market a serious matter, the price here is likely to be dominated by the price of both seed and oil in the United States. At the moment seed is stiffening in Chicago, an advance of 8c. being reported in No. 1 flaxseed in the past week. We quote as follows:

WHITE LEAD—Ex Toronto; pure white lead, \$6.12½; No. 1, \$5.75; No. 2, \$5.37½; No. 3, \$5.00; No. 4, \$4.62½; genuine dry white lead in casks, \$5.12½.

RED LEAD—Genuine, in casks of 560 lb., \$5.25; ditto, in kegs of 100 lb., \$5.50; No. 1, in casks of 560 lb., \$4.50; ditto, kegs of 100 lb., \$4.75.

LITHARGE—Genuine, 6¼ to 6½c.

ORANGE MINERAL—Genuine, 7½ to 8c.

WHITE ZINC—Genuine, French V.M., in casks, \$7 to \$7.25; Lehigh, in casks, \$6.

PARIS WHITE—90c. to \$1 per 100 lb.

WHITING—65c. per 100 lb.; Gilders' whiting, 80c.

GUM SHELLAC—In cases, 22c.; in less than cases, 25c.

PUTTY—Bladders, in bbls., \$2.10; bladders, in 100 lb. kegs, \$2.25; bulk in bbls., \$1.90; bulk, less than bbls. and up to 100 lb., \$2.05; bladders, bulk or tins, less than 100 lb., \$2.90.

PLASTER PARIS—New Brunswick, \$1.90 per bbl.

PUMICE STONE—Powdered, \$2.50 per cwt. in bbls., and 4 to 5c. per lb. in small quantity; lump, 10c. in small lots, and 8c. in bbls.

LIQUID PAINTS—Pure, \$1.20 to \$1.30 per gal.

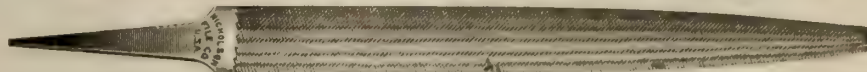
CASTOR OIL—English, in cases, 9½ to 10c. per lb. and 10 to 10½c. for single tins.

LINSEED OIL—Raw, 1 to 4 barrels, 82c.; boiled, 85c.; 5 to 9 barrels, raw, 81c.;

FILES

7 FACTORIES
10 BRANDS

RASPS



NICHOLSON FILE CO., Providence, R.I., U.S.A.

FOR SALE—(As Good as New.)

RE-LAYING RAILS

1,200 tons 56. rail and fastenings.
120 tons 65. " " "
20 tons 14. " " "

Prompt Deliveries.

Also a Complete Stock of Track Supplies

SESSENWEIN BROS., 101 Shannon Street, MONTREAL.



Canadian Representative: ALEXANDER GIBB, 13 St. John St., MONTREAL.

boiled, 84c., delivered. To Toronto, Hamilton, Guelph and London, 2c. less.

TURPENTINE—Single barrels, 55c.; 2 to 4 barrels, 54c., delivered. Toronto, Hamilton and London 1c. less. For less quantities than barrels, 5c. per gallon extra will be added, and for 5-gallon packages, 50c., and 10 gallon packages, 80c. will be charged.

GLASS.

A big demand is reported, but the movement is curtailed by the scarcity of several sizes. "We could have sold," said one jobber this week, "fully 1,000 boxes if we had had the goods during the past month." Shipments are coming to hand steadily, though in moderate sized lots. We quote as follows: Under 26 in., \$4.15; 26 to 40 in., \$4.45; 41 to 50 in., \$4.85; 51 to 60 in., \$5.15; 61 to 70 in., \$5.50; double diamond, under 26 in., \$6; 26 to 40 in., \$6.65; 41 to 50 in., \$7.50; 51 to 60 in., \$8.50; 61 to 70 in., \$9.50, Toronto, Hamilton and London. Terms, 4 months or 3 per cent. 30 days.

OLD MATERIAL.

There is little doing. Scrap heavy copper is ½c. higher. Scrap lead is ¼c. lower. Otherwise there is no change. We quote jobbers' prices as follows: Agricultural scrap, 60c. per cwt.; machinery cast, 60c. per cwt.; stove cast, 40c.; No. 1 wrought 50c. per 100 lb.; new light

scrap copper, 12c. per lb.; bottoms, 11c.; heavy copper, 13c.; coil wire scrap, 12½c.; light brass, 7c.; heavy yellow brass, 10c. heavy red brass, 10½c.; scrap lead, 2½c.; zinc, 2c.; scrap rubber, 6½c.; good country mixed rags, 65 to 75c.; clean dry bones, 40 to 50c. per 100 lb.

PETROLEUM.

There is no change in prices. The demand continues to improve. We quote: Pratt's Astral 16½ to 17c. in bulk (barrels, \$1 extra); American water white, 17 to 17½c. in barrels; Photogene, 16 to 16½c.; Sarnia water white, 15½ to 16c. in barrels; Sarnia prime white, 14½ to 15c. in barrels.

COAL.

The demand continues good. Prices are unchanged. We quote at international bridges: Grate, \$4.75 per gross ton; egg, stove and nut, \$5 per gross ton.

MARKET NOTES.

Pig tin is quoted ½c. per lb. lower.

A decline of ¼c. per lb. is to be noted in pig lead.

The annual meeting of the Wholesale Hardware Association of Canada is being held in Toronto as we go to press.

A VISIT FROM MR. SMAIL.

Mr. W. Smail, of the Canada Horse Nail Co., Montreal, was in Toronto on Thursday. Mr. Smail was on his annual trip west, and before he returns home will visit Buffalo. Mr. Smail reports business good, his firm's volume of trade being much larger than that of last year up to this time.

COURTESY TO CUSTOMERS.

IN this boasted and boastful age when by-products of every sort are being converted into cold cash, a man ought to investigate himself occasionally to see if anything is going to waste which might be utilized. Courtesy has a commercial value as much recognized and sought after as capital, and yet some men are not cultivating it but let the opportunity go to waste, while they are growling at fortune's scanty favors. In fact, courtesy has a value above cash, for you cannot go into the market and buy it with money or its equivalent. If the commercial agencies rated men correctly they would invoice their moral and mental qualities just as much as their stock, fixtures and accounts.

The entries might appear something like this in the scale of 100:

Honesty, 75 per cent.

Executive ability, 90 per cent.

Courtesy, 95 per cent.

And so on through the list of attributes which make up a man's character.

It is a fact that a man's reputation for honesty and ability enters largely into his rating, and justly so, and yet I know men with a fair amount of both and a stack of dollars on top of them, who failed because they were cranky, or crabbed, or unpleasant to deal with.

Courtesy in business ought to be regarded as much of an asset as honesty, and among employes it ought and does in many places command a premium in the shape of higher salary or advancement in position.

I know of a popular restaurant, made so not because they serve better or more appetizing dishes than others, but the proprietor is a brisk, genial man, welcoming his guests with an appreciative word, and his waiters are polite and pleasant and really seem to belong to the same race of people as yourself, while the cashier is so affable that all through the meal you anticipate the pleasure of paying her.

It is evidently no accident that these people are associated in business together, but the proprietor knows that people come again to a place made pleasant and attractive by courteous treatment. The general public will even go to considerable personal inconvenience and overlook many objectionable features for the sake of dealing with one who succeeds in pleasing them. I knew a man whose business did not seem to suffer in the least because of his sharp practices because he had such a frank, friendly manner that people would rather be swindled by him than treated fairly by his less courteous competitors. Now, this is not an argument for winning manners and dishonest practices, but an illustration

of what can be done notwithstanding a known reputation for trickery. Add to the courteous treatment the most unimpeachable honesty and the combination is doubly strong.

As an illustration of how much the ladies are influenced by the bearing of those who serve them, two women sitting near me in a railroad car were telling their troubles. The older lady was complaining, apparently with some cause, of the treatment she had received from the ticket agent and the inconvenience it had caused her. On account of that the entire system from section hands to general manager was condemned, a boycott declared, and when she reached the home of her friend, who was an official of the road, it was promised that the offending ticket agent should be punished in a manner befitting his offence! And the younger woman opined that such employes ought to lose their positions. It is a "dead" certainty that the railroad or the store which allows its employes to be disobliging to its patrons is going to lose its patronage and the lady patrons will be the first to go.

It may be that a railway company can exist without its lady patrons, I don't know about that, but I do know that a merchant who loses his lady customers may as well close his doors. The women are the principal buyers of merchandise, whether they hold the purse or not.

I have often seen that demonstrated. A

man may look at goods and partially select what he thinks necessary, but if he does, he will usually say, "I will have my wife call and look at them before you send them up," and when he comes with her to show her what he has selected, she will say with the utmost unconcern, "O, that isn't what I want at all," and calmly proceed to make her own selections. It is because ladies are the largest patrons of the store and because they are easily attracted or repelled by the manner of the salesman, that no merchant can afford to ignore the business value of courtesy.—Uncle Reuben in Furniture Journal.

CUMULATIVE RESULTS OF ADVERTISING.

The advertising of to day or to-morrow cannot be fully accounted for by the sales of the day or the week, remarks an exchange. Returns often come in long after the appearance of any one advertisement. It is these belated returns which make up what in advertising parlance is known as the cumulative results. In the course of time they grow to such proportions as the after circumstances warrant. Thus, the mail-order advertiser who makes his advertising pay from the time his business is well launched—or started—may expect future returns to increase gradually as the cumulative effects of his advertising begin to appear.

American Sheet Steel Company

Battery Park Building
New York

Manufacturers of all varieties of
Iron and Steel Sheets
Black and Galvanized
Plain and Painted
Flat, Corrugated and
"V" Crimped

Apollo Best Bloom Galvanized
W. Dewees Wood Company's
Patent Planished Iron
W. Dewees Wood Company's
Refined Smooth Sheets
Wellsville Polished Steel Sheets

Representatives for Canada
B. & S. H. Thompson & Company
26 St. Sulpice Street
Montreal

PORTLAND CEMENTS

Best German, Belgian and English Brands.

Fire Bricks, Fire Clay,
Flue Linings,
Drain Pipes,
Calcined Plaster,
Granite Hard Wall Plaster,
Wheelbarrows,
Mortar Stains.

A full stock of Builders' and Contractors' Supplies. Write for Quotations.

W. McNally & Co.,
MONTREAL.

DAVID PHILIP
MANUFACTURERS' AGENT

362½ Main St., - WINNIPEG.

Correspondence invited from manufacturers of Staple or Heavy Hardware, Iron or Steel Bolts and Nuts, etc., either by carrying stock in Winnipeg or by selling direct from factory.

GOOD REFERENCES.

Special list of low-priced Japanned and Regalvanized Wire Cloth.

24, 30, 36 in. wire, in 50 ft. rolls.

SAMPLES SENT WHEN DESIRED. WRITE FOR PRICES.

The B. GREENING WIRE CO., Limited

Hamilton, Ont., and Montreal, Que.

The words "**DUNDAS AXE**" are stamped on our hand made "Crown Jewel" and "Perfect Jewel" Axes. Knowing the quality of these Axes, we want every one to know who made them. They will hold an edge that will cut their way to SUCCESS.

DUNDAS AXE WORKS
Dundas, Ont.

Montreal Agent: W. L. Haldimand, Jr.

The Robin Hood Powder Company

If you want the best Trap or Game load in the world, buy "Robin Hood Smokeless," in "Robin Hood" Shells. It is quick, safe, and reliable. Try it for pattern and penetration from forty to seventy yards against any powder on the market. We make the powder, we make the shells, and we load them. Write for our booklet, "Powder Facts."

The Robin Hood Powder Company

SWANTON, VT.

TRADE

C

MARK

**Canada
Horse
Nail
Company**

Montreal

Established 1865.

Horse Nails

with the "**C**" brand and our name on the box, have our absolute guarantee that every nail is perfect.

They are hot forged from the best Swedish Charcoal Steel Nail Rods, combining the best process and the best material known for making a horse nail.

They will wear longest, as they are the toughest, and drive easier than any other, by reason of their faultless design and perfect hardened points.

Every dealer in horse nails will find it to his advantage to sell our "**C**" brand in preference to any other, as they are the best known to the Farrier trade, and conceded by them whenever used, to be the most satisfactory nail to use.

They are to be obtained from nearly all the leading wholesale dealers in Canada. If you cannot get our "**C**" brand on order from them, do not accept substitutes, but apply direct to us.

*sent to R.W. Buchanan Publisher
Winnipeg 1-10-01*

M'CLARY'S NEW MAMMOTH PRESS.

THE McClary Manufacturing Co. have given another striking proof of their enterprise by the installation in their works of possibly the largest piece of machinery of its kind in America, a drawing press, which transforms flat metal blanks into the shapes required before receiving the enamel coating.

This machine, which was made in Goffinger, Germany, where enamelled ware is said to have originated, weighs 90,000 lb., and will make everything that is used in the enamel trade, from a small mug 2½ in. in diameter to a tub 2 ft. across, and will draw sheet steel ranging from the light 25-gauge to the heavy 10-gauge, such as is required for sinks and other heavy articles.

Considerable difficulty was experienced in shipping and installing this press. Owing to its great bulk and weight, the New York wharf authorities added a considerable extra charge for handling it. One single piece weighed more than 15 tons, and great mechanical skill was required to set it up, and it took practically one month to have it in such condition that it is ready for use. It was necessary first of all to tear a large opening in the rear wall so as to admit the bulkier pieces, and to build a concrete foundation 21 ft. square by 8 ft. deep. The whole foundation is 12 ft. below the surface, and the top of the press rises through the ceiling into the apartment above. A larger and more powerful engine than the one formerly in use had to be installed. A new spinning lathe was also required.

The installation of this enormous piece of machinery will put the McClary Company in even better position than formerly to compete with German manufacturers. It has already been demonstrated that Canadian workmen can produce as fine an article as any of the imported, and, with the possession of the latest machinery, will make it possible to produce all lines as economically as is done in any country whose competition Canadian manufacturers have to meet.

IRON ORE MOVEMENT—LAKE FREIGHTS.

WITH September 1, iron ore shippers have finally equalled in round numbers the output up to the same date a year ago. On September 1, a year ago, the shipments aggregated 12,366,022 gross tons. Figures from one shipping dock are missing at this writing, but the information at hand shows conclusively that the shipments to September 1, of this year, are within about 100,000 tons of the total for last year just noted. The movement during August was not equal to the July movement, but very much in excess of

August a year ago. Ore shippers are still taking all the vessel capacity that is offered to them at rates the same as were paid on the first cargoes moved last spring (80c. from the head of Lake Superior, 70c. from Marquette, and 60c. from Escanaba), as they realize that there is little hope of relief from delays to vessels unloading at Lake Erie ports, and they are still anxious to move their ore to the limit of dock and railway capacity in advance of October and November grain shipments. Everything still points to a grain movement from the head of the lakes sufficient to cause some advance in freights later on, as Duluth grain shippers are now offering 2¼c. to Buffalo for next week's loading, and the shortage in coal shipments, both anthracite and bituminous, is such as to require ship capacity for all the coal that the railroads can haul to Lake Erie ports up to the close of the season.—Marine Review.

ST. JOHN'S WINTER PORT TRADE.

Mr. W. S. Fisher, of the wholesale hardware firm of Emerson & Fisher, St. John, N.B., was in Toronto a few days ago, accompanied by Miss Fisher, en route to the Pan-American.

Mr. Fisher said the outlook for the winter port trade of St. John was bright. "The Allans, who have the mail subsidy," he said, "will run their boats between St. John and Liverpool.

"Then there will be the Donaldson Line for Glasgow, the Head Line for Belfast and Dublin; the Furniss Line for London and the Manchester Line. It is also likely that the Elder-Dempster people will run a freight service. They are considering the matter, at any rate, and, in view of the connection they have worked up in past years, it is natural they desire to retain it."

CUTTING THREADS OF ALUMINUM

A correspondent of The Aluminum World gives a useful hint on cutting screw-threads on aluminum. He writes as follows:—"One of my latest jobs was to cut eight threads to the inch on aluminum hose-couplings, and when I had finished the work the threads were just as clear cut as any that I have ever seen cut on brass. The knack lies in giving the tool the right shear and then running the lathe at the right speed. I find that the lathe should not be run as fast as in tooling brass, and that water is the best lubricant for cutting threads on aluminum."

A five-barrel petroleum well was discovered near Tilsonburg, Ont., some days ago, and a much stronger one has since been dynamited.

Sir W. C. Van Horne, R. B. Angus, C. R. Hosmer, Montreal; E. B. Osler, M.P., and W. D. Matthews, Toronto, have been incorporated as The Pacific Coal Co., with a capital stock of \$1,000,000.

WANTED, A CORN HUSKER.

"The man who invents a really practical corn husker which will husk standing corn is assured of a fortune," says American Agriculturist. "As in the case of the trying work of picking cotton, but little help has been given to the farmer by the inventor. Numerous attempts have been made, but none of the machines constructed has proved practical. One of the latest is a combination of the corn binder and the husker and shredder, which is attached to the ordinary farm wagon. The fingers of the husker collect the stalks and convey them to the rollers of the shredder, where the husks are removed and the ears elevated to the wagon box. The principle seems to be all right, but the practicability of the machine is yet to be demonstrated."

WANTED.

IMPORTANT ANNOUNCEMENT—Wanted, a manufacturer in Canada for a very payable novelty. See Canadian patent No. 63047. Large orders given. Apply C. H. Underwood, Bairnsdale, Victoria, Australia. (37)

WANTED to purchase, a Hardware Stock and trade. Address P.O. Box 45, Aylmer East, Que. (38)

Are You Satisfied

with the amount of business you are doing? Is your advertising bringing the results you would like? Then put new life, energy and business-bringing attractiveness in your space!

Advertising pays. That's why all successful business men believe in it.

I will conduct your advertising—any line of trade—and make you a successful business man too. I conduct the advertising department for a million dollar company, the largest up-to-date concern of its kind in the world.

Write for Terms.

"My Ad-Writer"

33 Clinton Street, TORONTO.

Booklets and circulars
a specialty.

THE OAKVILLE BASKET CO.,

Manufacturers of

1, 2, 3 Bushel

Grain

AND

Root

BASKETS

THE OAKVILLE
BASKET CO.



BURMAN & SONS' CLIPPERS

Established 1871.

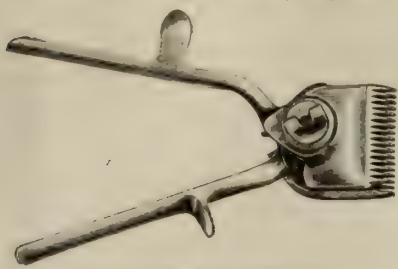
BIRMINGHAM, ENG.

for Horsemen
and Barbers.

NO. 297.



NO. 3—POWER CLIPPER, [with "Wrist Joint."]

As supplied to:
(The Czar of Russia,
The King of Denmark,
Earl Roberts, Etc., Etc.)

THE "LEOPOLD" TOILET.

THE "WARWICK"
CLIPPER.
Cuts over three teeth.As supplied to
His Majesty's
War Department.

SEND FOR PRICE LIST AND TERMS.

To be obtained from all the principal Jobbers throughout
the Dominion.

BUTLER'S

FAMOUS

Sheffield Cutlery.

Fish and Dessert Knives; Spoons and Forks;
Cabinets and Cases of Cutlery and Plate."BUTLER" was registered as a
Trade Mark, A.D. 1768.Sole Makers of the celebrated
"KEEN" Razors, "CAVENDISH"
brand of Table Knives and Carvers.

HIGHEST AWARDS.

SPECIAL MENTION.

—Full Line of Samples and stock at—

GEORGE BUTLER & Co.'s

LONDON SHOWROOM: 62 HOLBORN VIADUCT, E.C.
(Over Snow Hill Station.)

MANUFACTORY:

Trinity Works, SHEFFIELD, ENG.

Business Chance

The best established
Hardware Business
In Windsor and Walkerville
FOR SALE

The stocks will amount to about \$25,000
and are in first-class condition. Reasons for
disposing of business:—Mr. Christie having
acquired an interest in a wholesale business
in Winnipeg, Mr. Morton wishes to retire.

Sealed tenders will be received for the
above up to Oct. 1st.

Stock and Inventory can be seen at any
time after Sept. 15th. No tender necessarily
accepted.

MORTON & CHRISTIE,
Windsor and Walkerville.

Watch our ad. in next issue, or write to us for
particulars on our patented

Automatic Door Strip and Weather Strip

Specially adapted for cold climates and takes
the place of the inner window.
HELMS & HELMS, 148-50 Willow St.
PHILADELPHIA.

ADVERTISING in WESTERN CANADA

will be Carefully Efficiently, and Promptly
attended to, by

The Roberts Advertising Agency,
WINNIPEG CANADA.

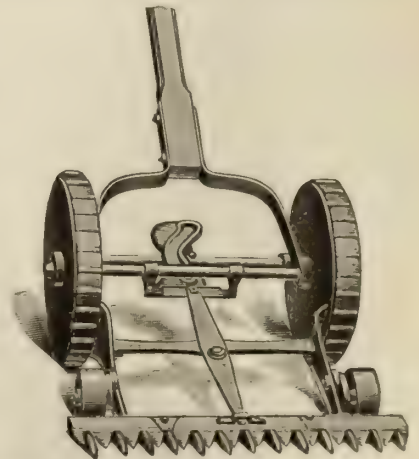
The Mower

THAT WILL KILL ALL THE
WEEDS IN YOUR LAWNS

If you keep the weeds cut so
they do not go to seed, and cut
your grass without breaking the
small feeders of roots, the grass
will become thick and weeds will
disappear. The Clipper will do
it.

JAN 24 1902
76

CANADIAN PATENT FOR SALE.
SEND FOR CATALOGUE AND PRICES.



CLIPPER LAWN MOWER CO.,
NORRISTOWN, Pa.

Every Description
Shape and Colors
LABELS

Stock Labels for Hardware trade
LEVY & CO., 19 Leader Le., TORONTO

JONES BROS. Manufacturers
of

STOVE BRICKS, OPEN GRATE BACKS,

"Maple Leaf" Brand.

Furnace Bricks and Range Bricks

Estimates furnished
on application.

Bracondale P.O., Ont

HEATING AND PLUMBING

TROUBLES WITH STEAM APPARATUS.

ALTHOUGH not a steam fitter nor engineer, I have had two troublesome experiences with steam apparatus which convince me that most of the troubles reported are not due so much to the appliances as to the misuse of them. My first experience came when I was a boy about 11 years old. I was employed in a factory where silk handkerchiefs were made. They were made in strips, and a part of the finishing process was to dry these strips, the method being to pass them over and under tin cylinders about 18 inches in diameter. These cylinders were supplied with steam, and revolved on an axle which was hollow so as to allow the steam to enter and keep the cylinders hot. While attending the cylinders and keeping the silk guided in the proper direction, under the superintendence of the engineer, one of the cylinders began to make an unusual noise that scared the engineer, who was afraid that the cylinders, being made of light tin, would burst. He shouted to me to bring a pail of water and pour it on one of the cylinders. This I did quickly, and was much surprised to see the thing cave in.

This accident occurred in the presence of a man of some general learning, and after the engineer had expressed surprise and wonder at the occurrence, this gentleman explained that the cold water put on the surface of the cylinder had caused the steam inside to condense and create a vacuum. Then the atmospheric pressure on the outside was sufficient to cause the cylinder to collapse. This instance was brought to my mind by meeting the same gentleman some time ago, although the accident occurred more than half a century ago.

This experience did not stop me from following a mechanical trade. In future years, when I had become a master hand at mechanics, I was employed at a plant where a large boiler was used to make steam for heating coils, as well as for running steam for the engine. One morning when the ground was covered with snow about a foot deep, and the thermometer was dallying with the zero point, the caretaker of the factory came to my house and asked me to come to the factory at once, as he thought the boiler had burst, for the plant was being flooded. He had come for me because I lived nearer to the factory than any other person that he thought could help him out. It had been his custom to gratify his own ideas of safety by turning on a little more water in the boiler when he came to take charge of the plant at night. This he had forgotten to do until about 12 o'clock. He then turned the water on, and as there was a higher pressure in the street main than in the boiler, the boiler eventually flooded, and what could not find outlet through the safety valve was running out through the leaky valves and other openings, wherever steam was connected, as well as through the engine. Of course, it did not take me long to find that the boiler was flooded, and that the large quantity of water found could not come

from the boiler, but must come from some other source. Seeking the supply cock I found it wide open. It was only necessary to shut this off to stop the further flooding. I then had the pleasant job of assisting the man to get the plant ready for use in the morning, as I knew that in several departments there were important orders to be completed as soon as possible.

These two experiences with steam plants occurred early in my life, and since that time numerous others of like character have come under my notice, although I have not been so closely identified with them. By Z. W. in Metal Worker.

SCARCITY OF ASBESTOS SHEETS.

The scarcity of Canadian asbestos, which forced up prices to a remarkably high point toward the close of last year, has been relieved to a considerable extent by the opening of some of the older mines, and supplies have now become more liberal. In consequence, the prices of goods manufactured from the lower grades of asbestos have receded. Asbestos sheets, such as are used by the furnace trade and the manufacturers of steel ranges, have declined in price from 33 1/3 to 40 per cent, since the beginning of the year. The goods made from higher grades of asbestos, however, are unchanged in price, not having been advanced in the same ratio as those manufactured from the poorer grades. Sheet asbestos is classed among the goods manufactured from the lower grades. Metal Worker.

PLUMBING AND HEATING CONTRACTS.

The Bennett & Wright Co., Limited, Toronto, have contracts for plumbing, heating and lighting the new consumptive sanitarium to be erected near the present institution at Gravenhurst, and for plumbing and heating several large houses in Toronto.

PLUMBING AND HEATING NOTES.

J. R. Goodchild, Harrow, Ont., has sold his electric light plant in that place to R. Hilton.

Dulong & Grignon, plumbers, Montreal, have dissolved.

Julien Legault, contractor, Montreal, is contesting a demand of assignment.

The Toronto Plumbers' Union have again won the cup for the most attractive turnout in the Labor Day parade. The decision in their favor was given by the Demonstration Committee on Wednesday evening.

Tenders were received up to Thursday, for the plumbing in the court house and gaol, Bathurst, N.B. R. C. J. Dunn, St. John, N.B., is the architect.

The Reception Committee of the Toronto Council have decided to recommend that the tender of Bennett & Wright Co., Limited, for illuminating the City Hall during the Duke of York's visit be accepted. This firm's tender was \$2,200; the next lowest being \$2,300. Nearly 2,250 incandescent lamps will be used.

SOME BUILDING NOTES.

CONTRACTOR M. McMillan has the contract for a \$12,000 school building at Sydney Mines, N.S.

W. S. Jones is erecting a residence in Apohaqui, N.S.

Two business blocks are being built in Renfrew, Ont.

A \$7,000 Sunday school building is being built in Brandon, Man.

The authorities are choosing a site for a new armoury in Guelph, Ont.

Work has been started on a \$6,000 wing to the Brandon, Man., Hospital.

The Franciscan nuns in Quebec intend erecting a new convent in that city.

Contractor Eddy, Regina, N.W.T., has started work on a new rectory in that place.

A new building, to cost \$7,800, will be built for the St. Malachi school, St. John, N.B.

Work has been started on a new theatre in Kingston, to seat 1,100 people. It will be 61 x 62 ft.

Rev. Dr. Campbell, of Claremont, Ont., is erecting a store and dwelling at Mount Pleasant, Ont.

The American Bank Note Company will erect a two-storey addition to its premises on Wellington street, Ottawa.

George McArthur intends erecting a block of five houses at St. John, N.B. They are to be heated by hot water.

BUILDING PERMITS ISSUED.

Building permits have been issued in Toronto to H. T. Mara for a \$3,000 residence on Elm avenue; to W. Phillips, for a \$6,000 dwelling near Barnard avenue, on Bedford road; to D. Schwalm, for two \$1,600 houses on Ossington avenue, near College street; to A. E. Henderson, for the erection of two dwellings in Bathurst street, near Ulster, at a cost of \$5,600; to W. R. Griner, for a \$2,500 residence at 21 Beaconsfield avenue, and to Charles Boeckh, for a stable in St. George street, near Harbord, \$1,500; to Dr. Sheard, for a \$10,000 extension to his dwelling on Jarvis street, near Carlton.

PETROLEUM IN NEW BRUNSWICK.

In regard to the recent discovery of petroleum in New Brunswick, the United States commercial agent at Moncton, reports as follows: "For some years past, different parties have been prospecting for petroleum in this Province. Very little success attended their efforts, however, until the present year, when a company operating at Memramcook, about 14 miles distant from Moncton, struck a well which it is thought will yield in paying quantities. It is producing from eight to 10 barrels of oil per day. There is also a good flow of gas. The 0.860 specific gravity oil has been subjected to fractional distillation, according to the Engler method, and was found to yield a very high percentage of good burning oil. The company has placed three more boring rigs in the field, and is extending its operations rapidly."

THE EDINBURGH ROPERIE & SAILCLOTH CO., LIMITED

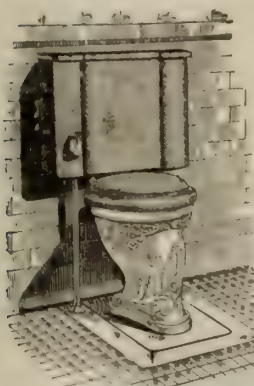
LEITH, SCOTLAND

Manufacturers of

Cordage of all kinds, Flax Sail-cloths, Tarpaulins and Water-Proof Cloths, Sewing Twines, Fishing Twines, Fishing Lines, Tying Twines, Etc., Etc.

Represented by

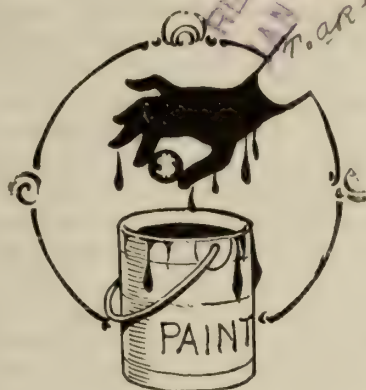
DAVID INGLIS, 9 St. Peter St.,
MONTREAL
Phone Main 4359.



LOW TANK
WATER CLOSET
COMBINATIONS
THE MOST PER-
FECT ON THE
MARKET
NOISELESS IN
ACTION
BEAUTIFUL
DESIGNS.

Write for Catalogue.
The James Morrison
Brass Mfg. Co.
Limited
TORONTO, ONT.

DOLLARS IN PAINT



Every gallon of paint sold from a man's store is an advertisement. This advertisement can be made the biggest asset a man has, big in dollars, big in fame. The mixed Paint business is increasing with enormous strides. Have you a serious eye on this business? Are you satisfied with your paint trade?

RAMSAYS PAINTS

will increase your paint trade. They will advertise your business, because they are pure paints. They are the best paints that can be made, and they can be sold at a fair price. You can't advertise your business now on cheap paint—it means a loss. The demand now is for pure paint. Will you have it?—write us

A. Ramsay & Son

THE PAINTMAKERS,

Est'd. 1842

MONTREAL

ONTARIO SILVER CO.,

Limited,

NIAGARA FALLS, CANADA.

Manufacturers of FLATWARE, CUTLERY and
ELECTRO PLATE.

Ask for our Catalogue and Quotations.



Ontario Nut Works, Paris
BROWN & CO.

Manufacturers of

All sizes of Hot Pressed
Nuts, Square and Hexagon.

CHAIN BLOCKS VERSUS CHAIN BLOCKS.

Why use Out-of-date Chain Blocks?

**The Triplex Block will work from two to four times
as fast as common blocks, and with fewer men.**

Does it pay to operate the old types of blocks under these circumstances? That depends.

Send to us for a catalogue of the **Yale and Towne** Blocks, giving full information regarding the different styles of blocks manufactured by this firm.



TRIPLEX.

1/2 to 20 Tons.

THE FAIRBANKS COMPANY

749 Craig Street

MONTREAL.

THE ART OF WINDOW DRESSING.

BY H. H.

DESIGNS FOR WINDOW DISPLAYS.

THE accompanying illustrations will convey an idea to the hardware trimmer how attractive centrepieces can be constructed from various hardware and tinware articles. These designs are always sure to attract attention and set people talking about your window. These goods are in themselves not very attractive, and they have to be arranged in some special way so as to demand attention.

Illustration No. 1 shows a Chinese dragon. The beast was 4 x 6 ft., and was used as a background for a window display and afterwards on the interior. The dragon was made of goods carried in stock. The body was composed entirely of tin pail ears; the tail, topnot and whiskers were of brass jack chain; legs of bronze sash chain; claws of brass cap hooks. The design was made on a solid frame covered over with black cloth. This idea is one that would not fail to attract special attention, and would amply repay any trimmer for his time in working it out.

Illustration No. 2 is a novel idea, and explains itself.

The rough sketches given illustrate how simple electric wiring is done. In special hardware trims the trimmer should resort to fancy designs studded here and there with incandescent lamps. These are fine in special trims, as at Christmas and other times. The designs submitted may be of aid in wiring different designs on which to show hardware articles.

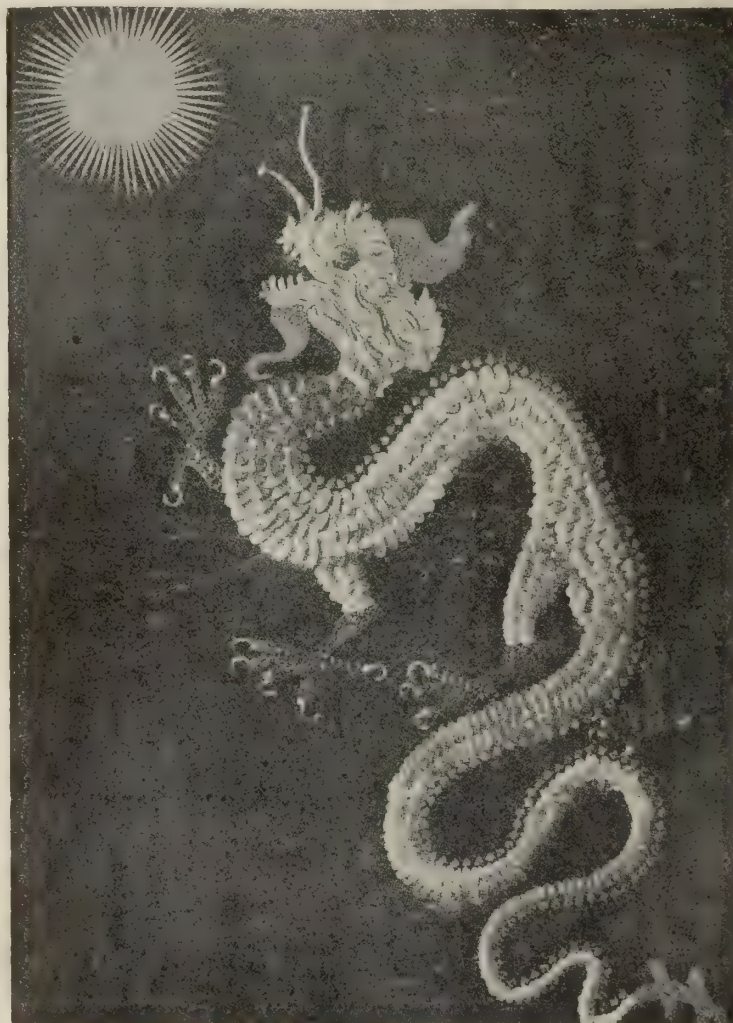
INCOMPLETE HARDWARE TRIMS.

Many merchants exhibit their wares in their windows without a price ticket showing on anything. If there is one thing more than another that will draw a customer into a store it is a desirable article well displayed, bearing the price in plain, unmistakable figures. Nearly one-half the people who buy anything buy through the aid of window trims. A large part of that half will not enter a store, even though they see just what they want from the sidewalk, unless they are assured, in plain figures, that the price of the desired article is not beyond their reach. There are lots of people who are unnecessarily timid. There are many who cannot muster up courage enough to walk into a store and ask the price of something they see in the window.

The writer can recall a special instance in his own case that happened a few weeks ago. As I was going on a vacation to a good fishing resort I naturally wanted to take a good fishing rod and tackle with me. One morning, having decided to purchase such an article, I thought I would look around for a hardware store where they sold such goods and see if there was anything that took my fancy in the window. The first store where I noticed fishing tackle on exhibition had an elegant line of rods, arranged nicely, and there were several among them that took my eye as being just what I required. I was probably one of the above-mentioned timid people who did not like to go in and ask the price of them, and perhaps find that the special rods I fancied were beyond the price that I intended paying for an outfit. The thought

suddenly struck me that they were more than I could pay, and that if I went in to price them, finding that they were expensive, I would have to invent some excuse in order to get out of the place. I strolled on down street towards another dealer's establishment, still thinking that I would like very much to have one of those I saw in the first window. In the second dealer's window was a fairly good display, but not anything as extensive as the former trim I saw. However, nearly every rod was ticketed, and they were in many instances the exact same line of rods I saw in the first window, and the prices were just about what I could afford to pay. I did not hesitate a moment about going into this store, and, after looking over a few lines, I purchased an outfit. I afterwards learned that I could have done much better had I gone into the first place I saw them in.

This is just an instance of what is happening every day. The merchants who are pricing their goods in their windows are the ones who are selling the goods or stand a better chance of making a sale than the merchant who does not ticket his goods. It is a common belief that if a price ticket is



No. 1.

Something New Under The Sun

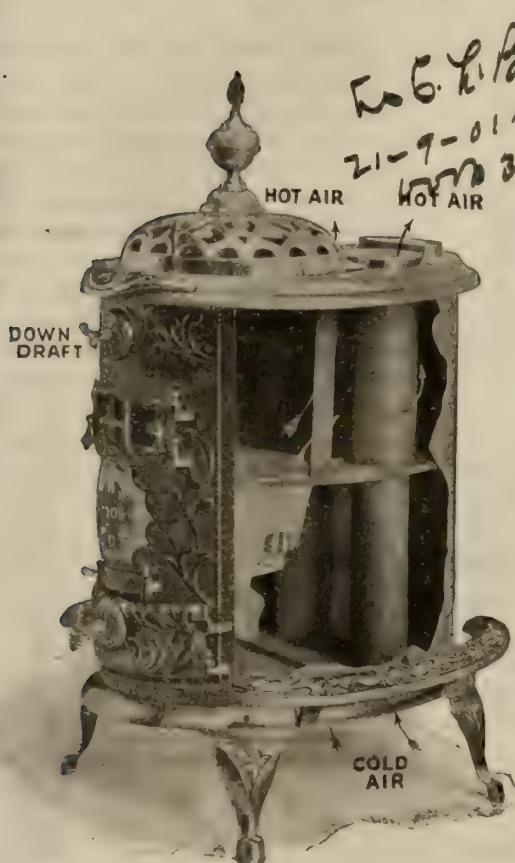
THE SUN HEATER

A New Principle in Down Draft Stoves

A Triple Heating, Self Feeding, Air Tight

THE LATEST AND BEST

FOR COAL AND WOOD



Patented August 24, 1900.



Patented August 24, 1900.

The deflecting plate extends from side to side completely around and above the back of fire-pot, leaving just sufficient space at each side, between it and the jacket, for the escape of the smoke from the burning fuel, which must necessarily pass around the upper portion of the hot air tubes, also against body of stove, before it can reach the outlet at smoke pipe, **thus securing the greatest amount of heat from the fuel used.**

The Dividing plate fits close to jacket all around and even with top of fire-pot. The smoke and gases heat the upper half, and the radiation from fire-pot the lower, the result is that **there is not a cold spot on the whole stove. The heat radiates from every part.**

Another special feature in this stove is that a "feeder" is supplied, thus making it a veritable **Self Feeder**, and ensuring a continuous fire, week in and week out, during severe weather.

Large ask pan, nickeled rails, swing cover and urn and lock dampers at top and in ask pit door.

One size now ready, other sizes to follow.

No. 25—For Coal. No. 125—For Wood.

Manufactured only by

The Jas. Stewart Mfg. Co.

LIMITED

WOODSTOCK, ONT.

Jas. H. Ashdown, Wholesale Representative, Manitoba and N.W.T., Winnipeg, Man.

not seen on an article, the price is so high the merchant is afraid to quote it lest he scare away business, that he prefers to draw people into his store by virtue of the article

do his ticketing free hand. The best brushes are the sable brushes, sizes 4 and 6 (one each). After using them, dip them in turpentine and lay them away for future use.

capacity of 55,000 gallons. The importance of this expansion may be judged when one takes into account that the total capacity hitherto has been 40,000 gallons. Of late The Sherwin-Williams Co. have not been able to fill the varnish requirements of their customers with the speed they wish to show, but now they hope to meet each and every want with due promptitude. They have also lately installed a plant for refining oil.

WON THE BRONZE MEDAL.

A bronze medal was awarded the exhibit of The Wadsworth Howland Co. at the Toronto Industrial Exposition. The exhibit was in charge of Messrs. Williamson and Morrell, of the travelling staff of Rice Lewis & Son, Limited, who are Canadian distributors.

WIRE NAILS IN THE STATES.

Owing to the scarcity of steel and the higher prices, the tone of the wire nail market is firm, but there are still some concessions in prices being made. This is usually done by the mill naming a somewhat lower delivery price than the regular price of nails, plus the actual freight. In some sections established prices are being rigidly held, but to Southern and extreme Western points concessions are still obtainable. The wire nail mills of the Union Steel Co. and the Sharon Steel Co. will be active producers of nails in large quantities this month.—Iron Age.



No. 2.

itself and then leave it to the hypnotic power of his clerks to make a sale. The truth of the matter is, however, that some merchants have a high-toned notion that it detracts from the standing of their store to exhibit the price of their goods. They feel that they are catering to a trade where price is a secondary matter. This is a mistake. Window displays that leave no room for "guessing" with the passer-by will bring the most trade. If you have not been ticketing your window trims, just try it by way of experiment in future, and you will find that if your wares are properly displayed, accompanied by neat price and descriptive tickets, that your sales from such a display will be greatly increased.

TICKET-MAKING.

Any trimmer with a little practice can in a short time become quite proficient in forming letters. The popular tickets and those that are most easily read are done with black paint on white cardboard. Prepared black can be had at any dealer's. The beginner will find it much easier to execute a figure or letter if he sketches his figure out in pencil first and then fills in the lines with the brush. After lots of practice this way, he will become acquainted with the formation of letters and will be able to

Never stand them in the "turps" over night or for any length of time, as it will turn the ends and render them useless.

AMERICAN FIRE BRICK IN ONTARIO.

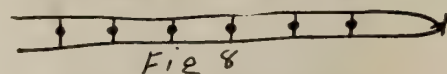
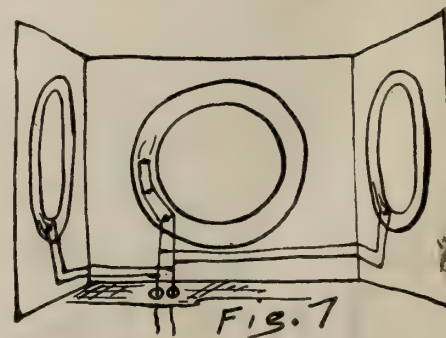
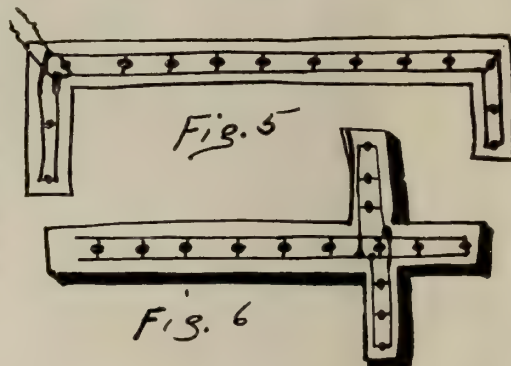
United States Commercial Agent Hamilton reports from Cornwall, August 29, 1901, that there is a great demand for American fire brick in the Province. It is being sold at \$40 per 1,000. Scotch brick is also used, but it is inferior to the American, and only brings \$18 per 1,000.

MR. GEANDRON IN LONDON.

It is now no common experience to find Canadians occupying prominent positions in the large warehouses of London, England. Mr. W. J. Geandron, well known to the hardware trade of Canada, arrived in London a couple of weeks ago, to take charge of the hardware department of The American Importing Co., at 8 Long Lane, London.

TWO ADDITIONS.

The Canadian branch of The Sherwin-Williams Co. at Montreal has been given a considerable increase of capacity lately by the erection of an additional varnish factory, 60 x 48 ft., containing 76 tanks with a ca-



Some Ideas for Electric Wiring.

JAMES HUTTON & CO.

Sole Agents in Canada for

Joseph Rodgers & Sons, Limited,
Steel, Peech & Tozer, Limited,
W. & S. Butcher,

Thomas Goldsworthy & Sons,
Burroughes & Watts, Limited,
Etc., Etc.,

Have reopened their offices in Victoria Chambers,

232 McGill Street,

MONTREAL.

HARDWARE.

Ammunition.

Cartridges.
R. B. Caps Dom. 50 and 5 per cent.
Rim Fire Pistol, dis. 40 p. c., Amer.
Rim Fire Cartridges, Dom., 50 and 5 p. c.
Central Fire Pistol and Rifle, 10 p. c. Amer.
Central Fire Cartridges, pistol sizes, Dom.
30 per cent.
Central Fire Cartridges, Sporting and Military,
Dom., 15 and 5 per cent.
Central Fire, Military and Sporting, Amer.
add 5 p. c. to list. B.B. Caps, discount 40
per cent. Amer.
Loaded and empty Shells, "Trap" and
"Dominion" grades, 25 per cent. Rival
and Nitro, 10 p. c. advance on list.
Brass Shot Shells, 55 per cent.
Primers, Dom., 30 per cent.

Wads

Best thick white felt wadding, in ¼-lb
bags, 1 00
Best thick brown or grey felt wads, in
½-lb. bags, 70
Best thick white card wads, in boxes
of 500 each, 12 and smaller gauges 0 99
Best thick white card wads, in boxes
of 500 each, 10 gauge, 0 35
Best thick white card wads, in boxes
of 500 each, 8 gauge, 0 55
Thin card wads, in boxes of 1,000
each, 12 and smaller gauges, 0 20
Thin card wads, in boxes of 1,000
each, 10 gauge, 0 25
Thin card wads in boxes of 1,000
each, 8 gauge,
Chemically prepared black edge grey
cloth wads, in boxes of 250 each—
11 and smaller gauge, 0 60
9 and 10 gauges, 0 70
7 and 8 gauges, 0 90
5 and 6 gauges, 1 10
Superior chemically prepared pink
edge, best white cloth wads, in
boxes of 250 each—
11 and smaller gauge, 1 15
9 and 10 gauges, 1 40
7 and 8 gauges, 1 65
5 and 6 gauges, 1 90

Axles.

Discount, 20 per cent.
Anvils.
Wright's, 80-lb. and over 0 10 3/4
Hay Budden, 80-lb. and over 0 09 3/4
Brooks, 0 11 3/4

Augers.

Gilmour's, discount 65 and 5 p. c. off list.

Axes.

Chopping Axes
Single bit, per doz 5 50 10 00
Double bit, 11 00 18 00
Bench Axes, 40 p. c.
Broad Axes, 33 1/3 per cent.
Hunters' Axes 5 50 6 00
Boy's Axes 5 75 6 75
Splitting Axes 6 50 12 00
Handled Axes 7 00 10 00

Axle Grease.

Ordinary, per gross, 5 75 6 00
Best quality, 13 00 15 00

Bath Tubs.

Zinc, 6 00
Copper, discount 15 p. c. off revised list

Baths.

Standard Enameled, 25 00
5 1/2-inch rolled rim, 1st quality, 21 00

Anti-Friction Metal.

"Tandem" A, 0 27
B, 0 21
C, 0 11 1/2
Magnolia Anti-Friction Metal, per lb. 0 25
Frictionless metal, per lb. 0 23

SYRACUSE SMELTING WORKS.

Aluminum, genuine, 0 45
Dynamo, 0 29
Special, 0 25
Aluminum, 99 p. c. pure "Syracuse", 0 50

Bells.

Hand.
Brass, 60 per cent.
Nickel, 55 per cent.

American make, discount 66 2/3 per cent.
Canadian, discount 45 and 50 per cent.
Door.
Gongs, Sargent's, 5 50 8 00
"Peterboro", discount 45 per cent.
Farm.
American, each, 1 25 3 00
House.
American, per lb., 0 35 0 40
Bellows.
Hand, per doz, 3 35 4 75
Moulders', per doz, 7 50 10 00
Blacksmiths', discount 40 per cent.
Belting.
Extra, 60, 10 and 5 per cent.
Standard, 70 per cent.
No. 1, 70 and 10 p. c.

Bits.

Auger.
Gilmour's, discount 60 and 5 per cent.
Rockford, 50 and 10 per cent.
Jennings' Gen., net list.

Car.

Gilmour's, 47 1/2 to 50 per cent.
Expansive.
Clark's, 40 per cent.

Gimlet.

Clark's, per doz, 0 65 0 90
Diamond, Shell, per doz, 1 00 1 50
Nail and Spike, per gross, 2 25 5 20

Blind and Bed Staples.

All sizes, per lb., 0 07 1/2 0 12

Bolts and Nuts.

Per cent.
Carriage Bolts, full square, Norway, 65
full square, 65
Common Carriage Bolts, all sizes, 60
Machine Bolts, all sizes, 60
Coach Screws, 70
Sleigh Shoe Bolts, 72 1/2
Blank Bolts, 60
Bolt Ends, 62 1/2
Plough Bolts, 60
Nuts, square, 4 c. off
Nuts, hexagon, 4 1/4 c. off
Tire Bolts, 67 1/2
Stove Bolts, 67 1/2
Stove rods, per lb., 5 1/2 to 60.
Nuts, in 50 lb. lots 1/4 c. per lb extra, in less
than 50 lb. lots, 1/4 c. extra.

Boot Calks.

Small and medium, ball, per M., 4 25
Small heel, per M., 4 50

Bright Wire Goods.

Discount, 62 1/2 per cent.

Broilers.

Light, dis., 65 to 67 1/2 per cent.
Reversible, dis., 65 to 67 1/2 per cent.
Vegetable, per doz., dis. 37 1/2 per cent.
Henis, No. 3, 6 00
Henis, No. 8, 7 00
Queen City, 7 50 0 00

Butchers' Cleavers.

German, per doz., 6 00 11 00
American, per doz., 12 00 20 00

Building Paper, Etc.

Plain building, per roll, 0 30
Tarred lining, per roll, 0 40
Tarred roofing, per 100 lb., 1 65
Coal Tar, per barrel, 3 50
Pitch, per 100-lb., 0 85
Carpet felt, per ton, 45 00

Bull Rings.

Copper, \$2.00 for 2 1/2 in. and \$1.90 for 2 in.

Butts.

Wrought Brass, net revised list

Cast Iron.

Loose Pin, dis., 60 per cent.

Wrought Steel.

Fast Joint, dis. 65, 10 and 2 1/2 per cent.
Loose Pin, dis. 65, 10 and 2 1/2 per cent.

Berlin Bronzed, dis. 70, 70 and 5 per cent.
Gen. Bronzed, per pair, 0 40 0 65

Carpet Stretchers.

American, per doz., 1 00 1 50
Bullard's, per doz., 6 50

Castors.

Bed, new list, dis. 55 to 57 1/2 per cent.
Plate, dis. 52 1/2 to 57 1/2 per cent.

Cattle Leaders.

Nos. 31 and 32, per gross, 8 50 9 50

Cement.

Canadian Portland, 2 25 2 75
English, 3 00 3 15
Belgian, 2 50 2 75
Canadian hydraulic, 1 25 1 50

Chalk.

Carpenters Colored, per gross 0 45 0 75
White lump, per cwt., 0 60 0 65
Red, 0 05 0 06
Crayon, per gross, 0 14 0 18

Chisels.

Socket, Framing and Firmer.
Broad's, dis. 70 per cent.
Warnock's, dis. 70 per cent.
P. S. & W. Extra 80, 10 and 5 p. c.

Churns.

Revolving Churns, metal frames—No. 0, \$2—
No. 1, \$3.50—No. 2, \$3.00—No. 3, \$10.00—
No. 4, \$12.00—No. 5, \$16.00 each. Ditto,
wood frames—20c. each less than above.
Discounts: Delivered from factories, 58
p. c.; from stock in Montreal, 56 p. c.
Terms, 4 months or 3 p. c. cash in 30 days.

Clips.

Axle dis. 65 per cent.

Closets.

Plain Ontario Syphon Jet, \$16 00
Emb. Ontario Syphon Jet, 17 00
Fittings net, 1 00
Plain Teutonic Syphon Washout, 10 00
Emb. Teutonic Syphon Washout, 11 00
Fittings net, 1 25
Low Down Teutonic, plain, 16 00
" " embossed, 17 00
Plain Richelieu net, 3 75
Emb. Richelieu net, 4 00
Fittings net, 1 25
Low Down Out. Sy. Jet, plain net, 19 50
" " emb'd net, 20 50
Closet connection net, 1 25
Basins, round, 14 in., 1 00
" oval, 17 x 14 in., 2 50
" 19 x 15 in., 3 75
Discount 40 p. c., except on net figures.

Compasses, Dividers, Etc.

American, dis. 62 1/2 to 65 per cent.

Cradles, Grain.

Canadian, dis. 25 to 33 1/2 per cent.

Crosscut Saw Handles.

S. & D., No. 3, per pair 17 1/2
" " 5, 22 1/2
" " 6, 15
Boynton pattern, 20

Door Springs.

Torrey's Rod, per doz. (15 p. c.) 2 00
Coil, per doz., 0 88 1 60
English, per doz., 2 00 4 00

Draw Kives.

Coach and Wagon, dis. 50 and 10 per cent.
Carpenters, dis. 70 per cent.

Drills.

Hand and Breast.

DRILL BITS.

Miller's Falls, per doz. net list.
Morse, dis., 37 1/2 to 40 per cent.
Standard dis. 50 and 5 to 55 per cent

Faucets.

Common, cork-lined, dis. 35 per cent.

ELBOWS. (Stovepipe.)

No. 1, per doz., 1 40
No. 2, per doz., 1 20
Bright, 20c. per doz. extra.

ESCUTCHEONS.

Discount, 45 per cent.

ESCUTCHEON PINS.

Iron, discount 40 per cent.

FACTORY MILK CANS.

Discount off revised list, 40 per cent.

FILES AND RASPS.

Great Western, 75 and 5 per cent.
Arcade, 75 " 5 "
Kearney & Foot, 75 " 5 "
American, 75 " 5 "
J. Harton Smith, 75 " 5 "
McClellan, 75 " 5 "
Eagle, 75 " 5 "
Nicholson, 75 " 5 "
Royal, 80
Black Diamond, 60 to 60 and 10 per cent.
Jowitt's, English list, 25 to 27 1/2 per cent.
Nicholson File Co's "Simplicity" file handle,
per gross, 85c. to \$1.50.

FORKS.

Hay, manure, etc., dis., 50 and 10 per cent.
revised list.

GLASS—Window—Box Price.

Size	United	Per	Star	Per	D. Diamond	Per
Inches.	50 ft.	100 ft	50 ft.	100 ft.	100 ft.	
Under 26.....	2 15	4 15	.....	.....	.....	6 00
26 to 40.....	2 30	4 45	.....	.....	.....	6 60
41 to 50.....	4 85	.....	.....	.....	7 50
51 to 60.....	5 15	.....	.....	.....	8 50
61 to 70.....	5 50	.....	.....	.....	9 50
71 to 80.....	6 00	.....	.....	.....	10 50
81 to 85.....	6 50	.....	.....	.....	11 75
86 to 90.....	14 00
91 to 95.....	15 50
99 to 100.....	18 00

GAUGES

Marking, Mortise, Etc.
Stanley's dis. 50 to 55 per cent.

Wire Gauges.

Winn's, Nos. 26 to 33, each, 1 65 2

HALTERS.

Rope, 3/4 per gross, 9 00
" 5/8 to 3/4, 14 00

Leather, 1 in., per doz., \$ 87 1/2 4 00
" 1 1/4 in., " 5 15 5 20

Web, — per doz., 1 87 2 45

HAMMERS.

Nail
Maydole's, dis. 5 to 10 per cent. Can. dis.
25 to 27 1/2 per cent.

Tack.

Magnetic, per doz., 1 10 1 20

Sledge.

Canadian, per lb., 0 07 1/2 0 08 1/2

Ball Pean.

English and Can., per lb., 0 22 0 25

HANDLES.

Axe, per doz. net, 1 50 2 00
Store door, per doz., 1 00 1 50

Fork.

C. & B., dis. 40 per cent. rev. list.
Hoe.

C. & B., dis. 40 per cent. rev. list.
Saw.

American, per doz., 1 00 1 25

Plane.

American, per gross, 3 15 3 75

Hammer and Hatchet.

Canadian, 40 per cent.

Cross-Cut Saws.

Canadian, per pair, 0 13 1/2

HANGERS.

Steel barn door, 5 85 6 00
Stearns, 4 inch, 5 00
" 5 inch, 6 50

Lane's covered—
No. 11, 5-ft. run, 8 40
No. 11 1/2, 10-ft. run, 10 80
No. 12, 10-ft. run, 12 60
No. 14, 15-ft. run, 21 00

Lane's O.N.T. track, per foot, 4 1/2

HARVEST TOOLS.

Discount, 50 and 10 per cent.

HATCHETS.

Canadian, dis. 40 to 42 1/2 per cent.

HINGES.

Blind, Parker's, dis. 50 and 10 to 60 per cent.
Heavy T and strap, 4-in., per lb., 0 06 1/2
" 5-in., " 0 06
" 6-in., " 0 06
" 8-in., " 0 05 1/2
" 10-in., " 0 05 1/2

Light T and strap, dis. 65 and 5 per cent.

Screw hook and hinge—
6 to 10 in., per 100 lbs., 3 90
12 in. up, per 100 lbs., 3 00

Spring, 12 00

HOES.

Garden, Mortar, etc., dis. 50 and 10 p. c.
Planter, per doz., 4 00 4 50

HOLLOW WARE.

Discount, 45 and 5 per cent

HOOKE.

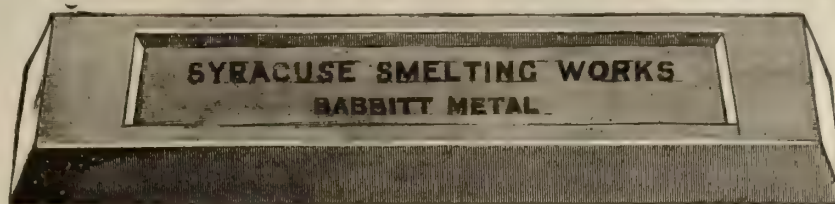
Cast Iron.
Bird Cage, per doz., 0 50 1 10
Clothes Line, per doz., 0 27 0 63
Harness, per doz., 0 72 0 88
Hat and Coat, per gross, 1 00 3 00
Chandelier, per doz., 0 50 1 00

Wrought Iron.

Wrought Hooks and Staples, Can., dis.
47 1/2 per cent.

Use Syracuse Babbitt Metal

IT IS THE
BEST MADE.



For
Paper and Pulp
Mills, Saw and
Wood Working
Machinery, Cotton
and Silk Mills,
Dynamoes, Marine
Engines, and all
kinds of
Machinery
Bearings.

Wire, Triangular and Bar Solder, Pig Tin, Lead, Ingot Copper, Ingot Brass, Antimony, Aluminum, Bismuth, Zinc Spelter,
Phosphor Tin, Phosphor Bronze, Nickle, etc., always in stock.

Factories: { 332 William St., MONTREAL, QUE.
and SYRACUSE, N.Y.

Syracuse Smelting Works

Wire.
Hat and Coat, discount 45 per cent.
Belt, per 1,000, 0 60
Screw, bright, dis. 55 per cent.
HORSE NAILS.
"C" brand 50 and 7½ p.c. off new list } Oval-
"M" brand 50, 10 and 5 per cent. } head
Countersunk 60 per cent.

HORSESHOES
F.O.B. Montreal.
No. 2 No. 1.
and and
larger smaller.
Iron Shoes.
Light, medium, and heavy... 3 50 3 75
Snow shoes... 3 75 4 00
Steel Shoes.
Light... 3 60 3 85
Featherweight (all sizes)... 4 85 4 85
F.O.B. Toronto, Hamilton, London and
Guelph, 10c. per keg additional.
Toe weight steel shoes... 6 70

JAPANNED WARE.
Discount, 45 and 5 p.c. off list, June 1899
ICE PICKS.
Star per doz... 3 00 3 25
Brass spun, 7½ p.c. dis. off new list.
Copper, per lb... 0 30 0 50
American, 60 and 10 to 65 and 5 p.c.

KEYS.
Look, Can., dis., 45 p.c.
Cabinet, trunk, and padlock,
Am. per gross... 60

KNOBS.
Door, japanned and N.P., per
doz... 1 50 2 50
Bronze, Berlin, per doz... 2 75 3 25
Bronze Genuine, per doz... 6 00 9 00
Shutter, porcelain, F. & L.
screw, per gross... 1 30 4 00
White door knobs—per doz... 1 25

HAY KNIVES.
Discount, 50 and 10 per cent.
LAMP WICKS.
Discount, 60 per cent.

LANTERNS.
Cold Blast, per doz... 7 00
No. 3 "Wright's"... 8 50
Ordinary, with O burner... 4 00
Dashboard, cold blast... 9 00
No. 0... 5 75
Japanning, 50c. per doz. extra.

LEMON SQUEEZERS.
Porcelain lined... per doz. 2 20 5 60
Galvanized... 1 87 3 85
King, wood... 2 75 2 90
King, glass... 4 00 4 50
All glass... 1 20 1 30

LINES.
Fish, per gross... 1 05 2 50
Chalk... 1 90 7 40

LOCKS.
Canadian, dis. 45 p.c.
Russell & Erwin, per doz... 3 00 3 25
Cabinet.
Eagle, dis. 30 p.c.

Padlock
English and Am., per doz... 50 6 00
Scandinavian... 1 00 2 40
Eagle, dis. 20 to 25 p.c.

MACHINE SCREWS. Iron and Brass.
Flat head discount 25 p.c.
Round head discount 20 p.c.

MALLETS.
Tinmiths' per doz... 1 25 1 50
Carpenters', hickory, per doz... 1 25 3 75
Lignum Vitae, per doz... 3 85 5 00
Caulking each... 60 2 00

MATTOCKS.
Canadian, per doz... 5 50 6 50

MEAT CUTTERS.
American, dis. 25 to 30 p.c.
German, 15 per cent.

MILK CAN TRIMMINGS.
Discount, 25 per cent.

NAILS.
Quotations are: Out. Wire.
2d and 3d... \$3 55 \$3 85
3d... 3 20 3 52
4d... 2 95 3 25
6d and 7d... 2 85 3 20
8d and 9d... 2 70 3 00
10d and 12d... 2 65 2 95
16 and 20d... 2 60 2 90
30, 40, 50 and 60d. (base)... 2 55 2 85

Wire nails in carlots are \$2.77½
Galvanizing 2c. per lb. net extra.
Steel Cut Nails 10c. extra.
Miscellaneous wire nails, dis. 70 and 10 p.c.
Coopers' nails, dis. 30 per cent.
Flour barrel nails, dis. 25 per cent.
NAIL PULLERS.
German and American... 1 85 3 50

NAIL SETS
Square, round, and octagon
per gross... 3 38 4 00
Diamond... 12 00 15 00

NETTING.
Poultry, 55 per cent for McMullen's
OAKUM. Per 100 lb.
Navy... 6 00
U. S. Navy... 7 25

OIL.
Water White (U.S.)... 0 16½
Prime White (U.S.)... 0 15½
Water White (Can.)... 0 15
Prime White (Can.)... 0 14

OILERS.
McClary's Model galvan. oil
can, with pump, 5 gal.,
per doz... 10 00
Zinc and tin, dis. 50, 50 and 10.
Copper, per doz... 1 25 3 50
Brass... 1 50 3 50
Malleable, dis. 25 per cent.

GALVANIZED PAIRS.
Dufferin pattern pairs, dis. 45 p.c.
Flaring pattern, discount 45 per cent.
Galvanized wash tubs discount 45 per cent.

PIEDWARE.
Discount 40 per cent. off list, June, 1899.
10-qt. flaring sap buckets, dis. 40 p.c.
6, 10 and 14-qt. flaring pails, dis. 40 p.c.
Creamer cans, dis. 40 p.c.

PICKS.
Per doz... 6 00 9 00

PICTURE NAILS.
Porcelain head, per gross... 1 75 3 00
Brass head... 0 40 1 00

PICTURE WIRE.
Tin and gilt, discount 75 p.c.

PLANES.
Wood, bench, Canadian dis. 50 per cent.
American dis. 50.
Wood, fancy Canadian or American 7½
to 40 per cent.

PLANE IRONS.
English, per doz... 2 00 6 00

PLIERS AND NIPPERS.
Button's Genuine per doz pairs, dis. 37½
40 p.c.
Button's Imitation, per doz... 5 00 9 00
German, per doz... 0 60 2 60

PLUMBERS BRASS GOODS.
Compression work, discount, 60 per cent.
Fuller's work, discount 65 per cent.
Rough stops and stop and waste cocks, dis-
count, 60 per cent.
Jenkins disk globe and angle valves, dis-
count, 55 per cent.

Standard valves, discount, 60 per cent.
Jenkins radiator valves, discount 55 per cent.
Jenkins standard, dis., 60 p.c.

Quick opening valves discount, 60 p.c.
No. 1 compression bath cock... 2 00
No. 4... 2 00
No. 7, Fuller's... 2 50
No. 4½... 3 00

POWDER.
Velox Smokeless Shotgun Powder.
100 lb. or less... 0 85
1,000 lb. or more... 0 80

Net 30 days.
PRESSED SPIKES.
Discount 22½ per cent.

PULLEYS.
Hothouse, per doz... 0 55 1 00
Axle... 0 22 0 33
Screw... 0 27 1 00
Awning... 0 35 2 50

PUMPS.
Canadian... 1 80 3 60
Canadian pitcher spout... 1 40 2 10

PUNCHES.
Saddlers', per doz... 1 00 1 85
Conductors'... 0 00 15 00
Tinner's solid, per set... 0 00 0 72
" hollow, per set... 0 00 1 00

RANGE BOILERS.
Galvanized, 3 gallons... 7 60
" 35 " 8 25
" 40 " 9 50
Copper, 30 " 22 00
" 35 " 26 00
" 40 " 30 00

Discount off Copper Boilers 10 per cent.
RAKES.
Cast steel and malleable, 50, 10 and 5 p.c.
Wood, 25 per cent.

RAZORS.
per doz.
Elliot's... 4 00 18 00
Geo. Butler & Co.'s... 4 00 18 00
Boker's... 7 50 11 00
" King Cutter... 12 50 50 00
Wade & Butcher's... 3 60 10 00
Theile & Quack's... 7 00 12 00

REAPING HOOKS.
Discount, 50 and 10 per cent.

REGISTERS.
Discount... 40 per cent.

RIVETS AND BURRS.
Iron Rivets, black and tinned, discount 60
and 10 per cent.
Iron Burrs, discount 55 per cent.

Extras on Iron Rivets in 1-lb. cartons, ½ c.
per lb.
Extras on Iron Rivets in ½-lb. cartons, 1c.
per lb.

Copper Rivets & Burrs, 35 and 5 p.c. dis.
and cartons, 1c. per lb. extra, net.
Extras on Tinned or Coppered Rivets
½-lb. cartons, 1c. per lb.

RIVET SETS
Canadian, dis. 35 to 37½ per cent.

ROPE ETC.
Sisal. Manila.
7-16 in. and larger, per lb 10½ 13½
½ in. 11½ 14½
¾ and 5-16 in. 15½ 16
Cotton, 3-16 inch and larger
" 5-32 inch... 21
" ¼ inch... 22½
Russia Deep Sea... 15½
Jute... 8½
Lath Yarn... 9½
New Zealand Rope... 10

RULES.
Boxwood, dis. 75 and 10 p.c.
Ivory, dis. 37½ to 40 p.c.

SAD IRONS.
Mrs. Potts, No. 55, polished, per set... 62½
" No. 50, nickel-plated... 67½

SAND AND EMERY PAPER.
Dominion Flint Paper, 47½ p.c.
B & A. sand, 40 and 5 per cent.
Emery, 40 per cent.

Garnet (Rutons'), 5 to 10 p.c. advance on list.

SAP SPOUTS.
Bronzed iron with hooks, per doz... 9 50

SAWS.
Hand Disston's, dis. 12½ p.c.
S. & D., 40 per cent.
Crosscut, Disston's, per ft... 35
S. & D., dis. 35 p.c. on Nos. 2 and 3.

Hack, complete, each... 0 75 2 75
" frame only... 0 75

SASH WEIGHTS.
Sectional, per 100 lbs... 2 75 3 00
Solid... 2 00 2 25

SASH CORD.
Per lb... 0 23 0 30
" Lincoln and Whiting, per doz... 6 60
Hand Sets, No. 1 Woodyatt (Morrill) 4 25
X-cut sets, No. 3 Woodyatt (Morrill) 9 50

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Standard, 45 p.c.
Champion, 65 p.c.
Spring Balances, 10 p.c.
Fairbanks Standard, 35 p.c.
" Dominion, 55 p.c.
" Richelieu, 55 p.c.

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Sargent's per doz... 0 65 1 00

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Wood, R. H., " dis. 75 and 10 p.c.
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" R. H., " 70 p.c.
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Bench, wood, per doz... 3 25 4 00
" iron... 4 25 5 75
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Hexagon Cap, 45 per cent.

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Per doz, net... 9 01

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Canadian, dis. 45 p.c.

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Seymour's, dis. 50 and 10 p.c.

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Canadian, dis. 40 and 5 per cent.

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Steel and galvanized, discount 45 per cent.

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Lock, Andrews... 4 50 11 50

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2 lb. or over, per lb... 0 34

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" Mo. 494... 3 25 3 40
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Coopers', discount 45 per cent.
Poultry netting staples, 40 per cent.

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Washita... 0 28 0 60
Hindostan... 0 06 0 07
" slip... 0 09 0 09
Labrador... 0 13
Turkey... 0 15
Arkansas... 0 50
Water-of-Ayr... 0 00 1 50
Scythe, per gross... 3 50 5 00
Grind, 2 in, 40 to 200 lb. per ton... 25 00
under 40 lb. " 28 00
Grind, under 2 in. thick " 29 00

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5 and 6 inch Per 100 lengths... 7 00
7 inch " 7 50

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Trunk tacks, black and tinned... 85
Carpet tacks, blued... 80 & 15
" " tinned... 80 & 20
" " (in kegs)... 40
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½ weights... 60
Swedes cut tacks, blued and tinned—
in bulk... 80 & 10
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Leather carpet tacks... 55
Copper tacks... 50
Copper nails... 50½
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" " solid heads, in bulk	75
Saddle nails in papers	10
" " in bulk	15
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Tin capped trunk nails	15
Zinc glazier's points	5
Double pointed tacks, papers	90 and 10
bulk	40

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English, ass skin, per doz	2 75	5 00
English, Patent Leather	5 50	9 75
Chesterman's each	0 90	2 85
steel, each	0 80	8 00

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Game, H. & N., P. S. & W., 65 p.c.	
Game, steel, 72 1/2, 75 p.c.	

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Disston's discount 10 per cent.	
German, per doz	4 75 6 00
S. & D., discount 35 per cent.	

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Wrapping, cotton, 3-ply	0 18 1/2
" 4-ply	0 23 1/2
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Staging, "	0 27 0 35

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Brooks	0 12 1/4
Pipe Vise, Hinge, No. 1	3 50
No. 2	5 50
Saw Vise	4 52 9 00

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Brass wire, 50 to 50 and 2 1/2 per cent. off the list.

Copper wire, 45 and 10 per cent. net cash 30 days, f.o.b. factory.

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No. 6 to 8 gauge	\$2 90
" 9	2 80
" 10	2 87
" 11	2 90
" 12	2 95
" 13	3 15
" 14	3 37
" 15	3 50
" 16	3 65

Other sizes of plain wire outside of Nos. 9, 10, 11, 12 and 13, and other varieties of plain wire remain at \$2.80 base with

extras as before. The prices for Nos. 9 to 13 include the charge of 10c. for oiling. Extras net per 100 lb.: Coppered wire, 60c.—tinned wire, \$2—oiling, 10c.—special hay-baling wire, 30c.—spring wire, \$1—best steel wire, 75c.—bright soft drawn, 15c.—in 50 and 100-lb. bundles net, 10c.—in 25-lb. bundles net 15c.—packed in casks or cases, 15c.—bagging or papering, 10c.

Fine Steel Wire, dis. 17 1/2 per cent. List of extras: In 100-lb. lots: No. 17, \$5—No. 18, \$5.50—No. 19, \$6—No. 20, \$6.65—No. 21, \$7—No. 22, \$7.30—No. 23, 7.65—No. 24, \$8—No. 25, \$9—No. 26, \$9.50—No. 27, \$10—No. 28, \$11—No. 29, \$12—No. 30, \$13—No. 31, \$14—No. 32, \$15—No. 33, \$16—No. 34, \$17. Extras net-tinned wire, Nos. 17-25, \$2—Nos. 26-31 \$4—Nos. 32-34, \$5. Coppered, 5c.—oiling, 10c.—in 25-lb. bundles, 15c.—in 5 and 10-lb. bundles, 25c.—in 1-lb. hanks, 50c.—in 1/2-lb. hanks, 75c.—in 1/4-lb. hanks, \$1—packed in casks or cases, 15c.—bagging or papering, 10c.

Galvanized Wire, per 100 lb.—Nos. 6, 7, 8, \$3.50 to \$3.85—No. 9, \$2.85 to \$3.15—No. 10, \$3.60 to \$3.95—No. 11, \$3.70 to \$4.10—No. 12, \$3 to \$3.30—No. 13, \$3.10 to \$3.40—No. 14, \$4.10 to \$4.50—No. 15, \$4.60 to \$5.05—No. 16, \$4.85 to \$5.35. Base sizes, Nos. 6 to 9, \$2.57 1/2 f.o.b. Cleveland. Clothes Line Wire, solid 7 strand, No. 17,

\$4.25; No. 18, \$2.65; No. 19, \$2.35, f.o.b. Hamilton, Toronto, Montreal.

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Galvanized, plain twist	3 05
Galvanized barb, f.o.b. Cleveland, \$2.82 1/2 in less than carlots, and \$2.70 in carlots.	

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Towers' Engineer, each	2 00 7 00
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G. & K.'s Pipe, per doz	3 40
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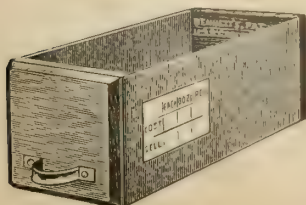
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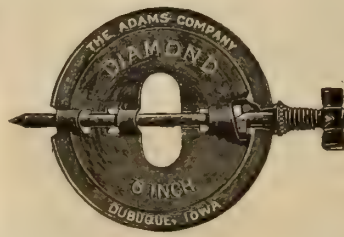


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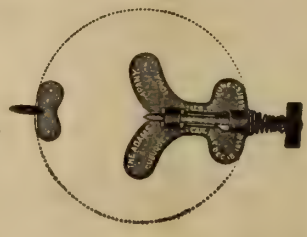


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Canadian Pat. Dec. 13th, 1894.

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VOL. XIII.

MONTREAL AND TORONTO, SEPTEMBER 21, 1901.

NO. 38

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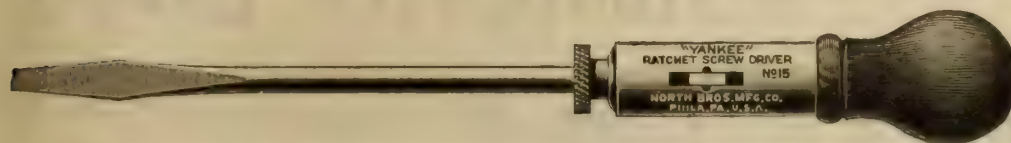
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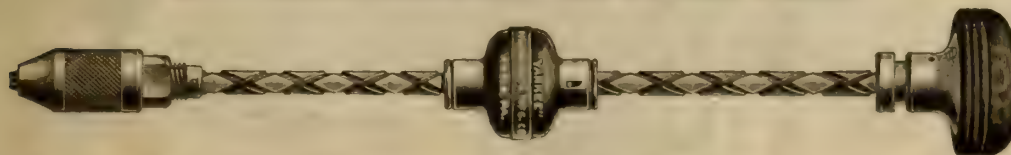
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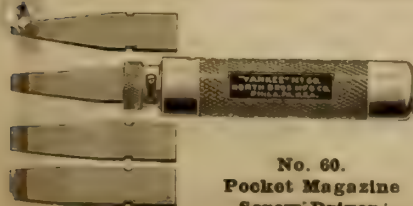
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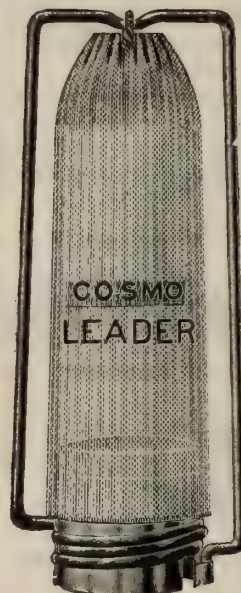
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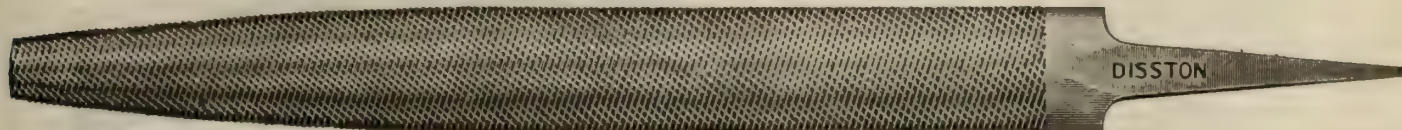
Henry Disston & Sons Great American Saw File.



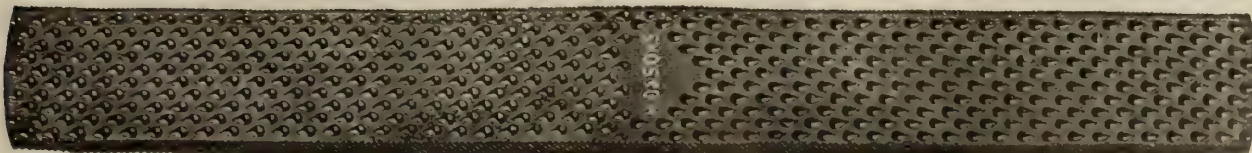
Henry Disston & Sons Mill Saw Files.



Henry Disston & Sons Flat Bastard Files.



Henry Disston & Sons Half-Round Bastard Files.



Henry Disston & Sons Horse Rasps.

Mail Orders Shipped Same Day as Received.

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AGENTS
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(INCORPORATED)
PHILADELPHIA, PA., U.S.A.

HENRY ROGERS, SONS & CO.,

SHEFFIELD, ENGLAND

Manufacturers of the celebrated



HRS & CO

UNION JACK CUTLERY

We make a specialty of

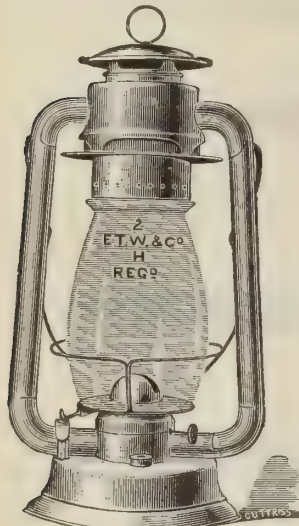
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FRUIT KNIVES, ETC.**

Our Canadian Representative carries a full line of samples,

Canadian Office:

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F. A. YORK, Manager.



GET THE ORIGINAL.

We lead, others imitate.

E. T. WRIGHT & CO.

Manufacturers, HAMILTON, ONT.

If you want the BEST
COLD BLAST LANTERN
in the world, get WRIGHT'S,

KNOX HENRY

Heavy Hardware and Metal Broker
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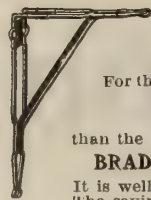


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HORSE NAILS—"C" Brand Horse - Nails
Canada Horse Nail Co.

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Limited, Birmingham, Eng.

McLaskill, Dougall & Co
Fine Varnish & Japan
Manufacturers.
Montreal
Price Lists on application



Will Hold Up a Shelf!

That's what a shelf bracket is for.

For this purpose there can be

**NOTHING BETTER
NOTHING CHEAPER**

than the . . .

BRADLEY STEEL SHELF BRACKET

It is well **Japanned, Strong and Light.**
The saving in freight is a good profit, aside from the **lower price** at which the goods are sold. Order direct or through your jobber.

ATLAS MFG. CO., New Haven, Conn. U.S.A.

CANADIAN ADVERTISING is best done by THE
E. DESBARATS ADVERTISING AGENCY
MONTREAL.

ALEXANDER GIBB

Manufacturers' Agent and Metal Broker,

13 St. John Street, Montreal

Representing British and American Manufacturers. Correspondence invited from firms wishing to be represented in Canada.

STEVENS SINGLE BARREL SHOT GUN.

LATEST AND
BEST SINGLE
GUN ON THE
MARKET.

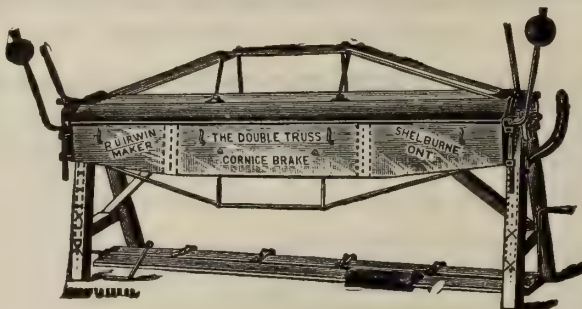


MADE IN
THREE STYLES
THREE GAUGES
UP-TO-DATE.

FINEST SINGLE GUN YET PRODUCED.

Our Goods are Handled by the Leading Jobbers.

J. Stevens Arms & Tool Co., P.O. Box 217 Chicopee Falls, Mass., U.S.A.



This eight-foot Brake bends 22-gauge iron and lighter, straight and true.

Price, \$60

Very handy beader attachment, \$15 extra if required.

Send for circulars and testimonials to

**The Double Truss Cornice
Brake Co. SHELBURNE, ONT.**

The Latest and Best.

H. & R. Automatic Ejecting Single Gun.

Model
1900.



Harrington & Richardson Arms Co.

Worcester, Mass., U.S.A.

Descriptive Catalogue on request.

Steel and Twist Barrels
in 30 and 32-inch.
12 Gauge.

We want progressive, hustling dealers to make

...THE...

"London" Fence Machine

a specialty. It is just what the farmers are looking for.

WOODSTOCK, ONT., July 27th, 1901.

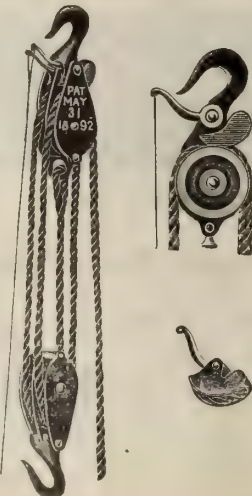
THE LONDON FENCE MACHINE CO.

Gentlemen,—We beg to report that the "London" Fence Machine seems to be exactly what the farmers have been looking for, for some considerable time. It appears to do most excellent work and has given our customers universal satisfaction. We are very much of the opinion that the sales of your machine must necessarily grow to large proportions.

Yours very truly,
J. H. BUCHANAN & CO.

High-Grade High Carbon Coiled Spring Wire. "London" Pulley Stretchers, Reels, Steel Gates, Soft Galvanized Wire, Barb Wire and Plain Twist. Special prices on cars of wire f.o.b. London or Cleveland.

London Fence Machine Co., London, Can.



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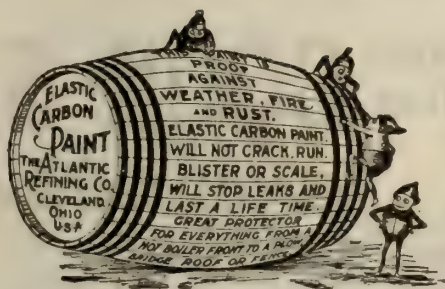
Made in great variety of
design and finish.

Catalogues and price list mailed on
application.

THE LARGEST MAKERS
IN THE DOMINION.



The Gurney-Tilden Co., Limited, - Hamilton, Canada.



ELASTIC CARBON PAINT

IT IS MADE ONLY BY

THE ATLANTIC REFINING CO.

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Head Office:—TORONTO.

Branches:—WINNIPEG, MAN.
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The Real Thing !

IN THIS AGE of imitation
Everything in all creation
Is inclined to substitution ;
They sell you Jersey butter
That never saw a cow,
There's lots in a bag of flour
That never felt the plow ;
They take all kinds of dried-up leaves
And brand on the package—" tea,"
They sell you high-grade Java
That never crossed the sea ;
They sell you pretty nutmegs
That are made of wood,
They do the same with everything—
Say, " It's just as good."
So if you want the genuine,
The kind that ne'er grows faint,
That'll stick like glue and stand by you,
Get ELASTIC CARBON PAINT.

Pennoline Oil (The best in the world)

Pennoline Oil is free from impurities. Does not char the
wick, smoke or smell. The best people use it and indorse it.

The Atlantic Refining Co., Esplanade and Jarvis Streets, Toronto

SUPREMACY IN WARM AIR HEATING.**OUR LITTLE OX Furnaces for Wood**

—and—

“Oxford 400 Series” for Coal

Cover a range of capacities
to suit all requirements.

The “Little Ox” Wood Furnaces are the most powerful of their class on the market—they are supplied either portable, as shown, or stationary for brick setting.

Their double, or triple, as shown, return flue radiators afford an immense fire travel—in addition to which they are smoke and dust proof, and will take 3-ft. rough wood.

As they are very easy to manage, and have a capacity of from 15,000 to 50,000 cubic feet, they sell readily in every locality.

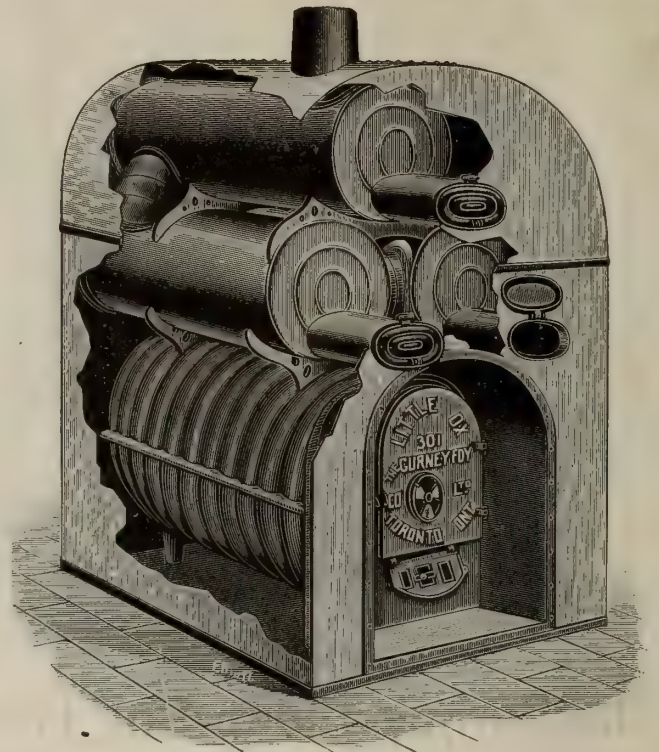
Full particulars and price list on application.

The Gurney Foundry Co.,

Limited

TORONTO. WINNIPEG. VANCOUVER.

THE GURNEY-MASSEY CO., LIMITED, MONTREAL.



The Celebrated

“GRAND JEWEL” Steel Oven COOK STOVE

Still Leads

**4 sizes, square
4 sizes, tank**

One Piece Sheet Steel Oven.

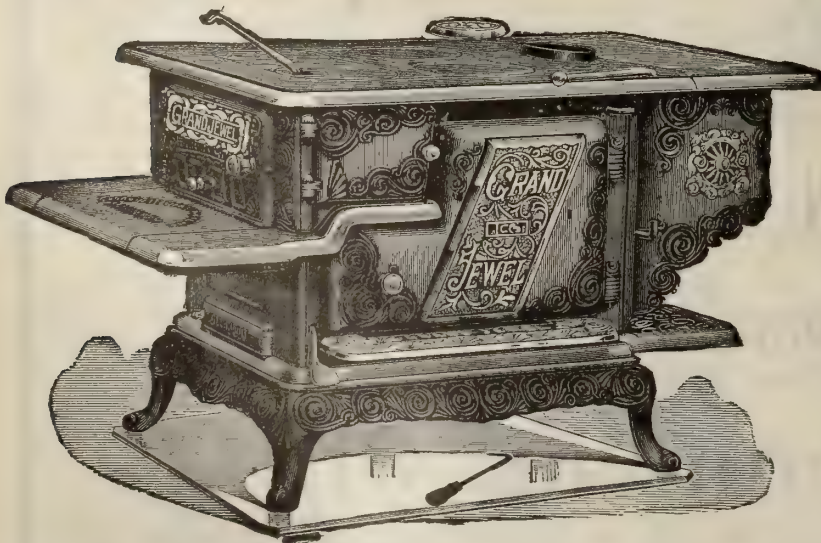
Flue in Front of Oven.

Extra wide centres.

Cut long centres.

Top cut in 4 pieces.

**3 SMALLER SIZES ARE FITTED FOR COAL IF
DESIRED.**



That there are 25,000 “Grand Jewels” in successful operation is sufficient proof that they are what you need to make your Cook Stove trade grow.

MADE ONLY BY

The Burrow, Stewart & Milne Co., Limited, Hamilton, Ont.

THE NEWEST BASE BURNER

—on the Canadian Market is the—

Elegant Peninsular

illustrations of which we show herewith. It has all the latest and best features of Base Burner construction, such as: Draw-out Fire Pot; Ventilating Flues; Duplex Shaking Grate; Circular Draft Register; Large Ash Pit and Ash Pan; Large Magazine, etc.

It is a stove of great beauty, and its handsome appearance and bright nickeling is sure to make it a favorite. Made in two sizes, with and without oven:

No. 28—Fire Pot 12 inches.

No. 32—Fire Pot 14 inches.



This completes our line of Base Burners, giving us

The "Regal Peninsular"

The "Elegant Peninsular"

The "Sunlight Peninsular"

This line will meet the dealer's every requirement, and if they are not handled in your town you should secure the agency.

Write for our booklets.

Clare Bros & Co.

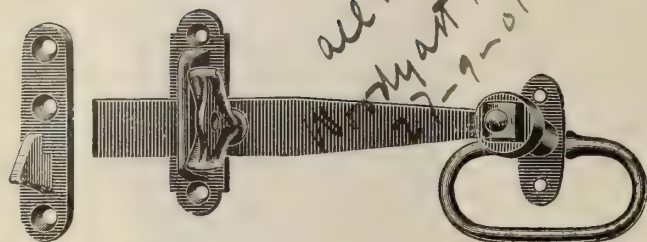
PRESTON and
WINNIPEG.

Have you tried any of our _____

Unbreakable Latches

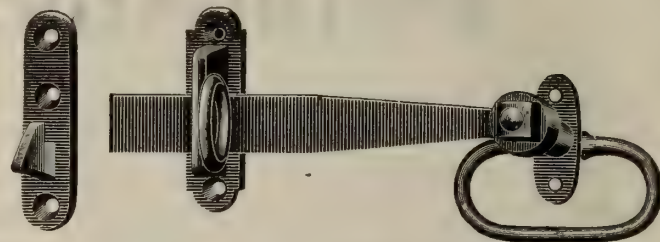
FOR STABLE OR BARN DOORS?

If not, it will pay you to put some in your next order.



No. 9.

Japanned.



No. 90.

Made from Malleable Iron as tough as steel.

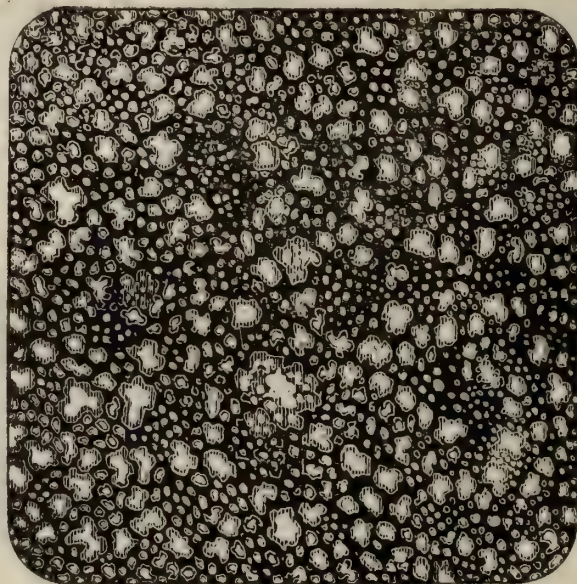
Manufactured by _____

A. R. WOODYATT & CO., GUELPH, CANADA.

SOLD ONLY THROUGH THE WHOLESALE TRADE.

The demand for

Onyx Stove Boards



has steadily increased ever since they were first offered to the trade.

They are attractive in design and are finished in six different colors.

Made of one piece and wood-lined.

All sizes always in stock.

For a cheaper grade we have the embossed wood-lined, and the embossed paper lined.

PRICES ON APPLICATION.

Kemp Manufacturing Co., Toronto, Ont.



President,
JOHN BAYNE MacLEAN,
Montreal.

THE MacLEAN PUBLISHING CO. Limited.

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, North-West Territories, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, P.E. Island and Newfoundland.

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Great Britain and elsewhere 12s.

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Cable Address { Adscript, London.
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**WHEN WRITING ADVERTISERS
PLEASE MENTION THAT YOU SAW
THEIR ADVERTISEMENT IN THIS PAPER**

THE SANCTITY OF THE CONTRACT.

WE have had drawn to our attention this week a case of wilful backing down from a contract, on account of an adverse turn of the market subsequent to the making of the bargain. Of course, the man was called a "wretch" and an "irresponsible, despicable coward," on whom must be exercised the force of the law before he will transact business squarely. To all this we might add a little of our own vituperation, were it of any use, but, as everybody knows everybody else's opinion of such a "quitter," we will refrain. Perhaps a

little reason may appeal to members of such a class.

Speaking generally, the "contract" is so sacred that, either in its verbal or written form, it is recognized by law. It is illegal to steal; it is illegal to break a contract; from which men deduce that he who breaks a contract will steal. Let him who thinks of violating his contract then consider whether it would not profit him more to drop a little money than to lose his reputation. That should be the primary consideration. Men will work and advertise for years to acquire a reputation, and that man is a fool, nothing less, who will damage what assets of this kind he has for the sake of earning, in a mean way, a few paltry dollars.

He wrecks not only his own personal standing, but also that of his country. In these days of international commerce there is such a thing as national credit, as our importers well know, and it is one of the tenderest, and most easily injured properties we have to guard. What then must our Canadian reputation suffer when one day a Canadian merchant cables an order, and 24 hours afterwards refuses the goods because the market has gone slightly contrary to his expectations? What excuse can be offered for his conduct? Simply his meanness of spirit, and, somehow or other, the whole group of importers will be stigmatized, more or less, with the false character. It's a drop of ink in a bottle of distilled water.

The sanctity of the contract is one of the fundamental principles of business, and every man of affairs, however ignorant or unbusinesslike he may be, should know

enough to respect it. The contract represents a decision arrived at, and when put into this tangible form it is as irrevocable as the Roman decree. By entering into an engagement, he leads the second party to do the same and it upsets all the other's arrangements should one fail to come to the mark. It's a case of mutual confidence in which each acts as the other's keeper.

Reason, then, as well as honesty dictates the rigid observance of the contract, and we trust that any delinquent we may have on our Canadian market will see the error of his ways.

SCARCITY OF BOILER TUBES.

Quite a scarcity is being experienced in Canada in boiler tubes. As a result it is difficult to get accurate quotations, as dealers are largely confining their quotations to specifications. In boiler plates, the conditions are little, if any, better.

SITUATION IN IRON PIPE.

If the present firm conditions in the outside markets continue it is quite probable that higher prices on wrought iron pipe will be seen in Canada before a great while.

We understand that galvanized pipe is being sold in Chicago at \$9.78 for $\frac{3}{4}$ inch and \$10.72 for 1 inch.

How this compares with the figures ruling in Canada may be gathered from a reference to our prices current. The conditions are much the same in regard to black iron pipe.

At the prices now ruling in Canada the demand is good, and dealers, in view of the possibility of an advance, would do well to keep their stocks well assorted.

TRADE CONDITIONS IN CANADA.

THERE is very little in the trade conditions in Canada that is not of an assuring character, and nothing that need cause alarm. That which is unsatisfactory is rather local than national in its influence.

The wheat crop of Manitoba, with its size and quality, imparts to the trade conditions in that Province a brightness particularly gratifying.

From the poor crop of 1900 Manitoba emerged in a manner more gratifying than the most optimistic could have expected. A repetition of 1900, however, would have been a blow which would have done a great deal of harm to not only the "Prairie Province," but to the commercial interests of the Dominion as a whole.

It is probable that the wheat crop is very little short of 50,000,000 bushels. This alone is expected to yield the farmers at least \$25,000,000 to \$30,000,000. This is a large sum for one Province, with a population such as that of Manitoba, to put in circulation. But then there is besides the oat and barley crops, the latter being in the neighborhood of 6,400,000 bushels, and the former 30,200,000 bushels.

As our Manitoba correspondent pointed out last week, new wheat is coming into the country elevators at the rate of 100,000 bushels per day, while nearly two-thirds of the wheat so far marketed grades No. 1 hard, which was quoted at 69c. on Wednesday at Fort William. On the Toronto market it is quoted at 81c. at the time of writing.

In Ontario, both the cereal and the fruit crops are rather light, but, taking it all around, the agricultural conditions in Ontario are by no means discouraging. The hay and clover crops are enormous, something much to be desired in view of the heavy demand there is for live stock at highly remunerative prices.

The mining industry in British Columbia is in an unsatisfactory condition, largely on account of the labor trouble. This is having a depressing effect on trade, particularly in the Kootenay country, where the mines are practically shut down. But in spite of this, the shipments of ore from Rossland during the first six months of the year were double

those of the same period in 1900, the largest previous year.

But, while the mining industry in British Columbia is unsatisfactory, there is some compensation to be found in the enormous pack of salmon that has been put up in that Province this season. At a moderate estimate the pack is worth \$4,500,000.

The coal-mining industry of Canada is in a good condition, particularly in Nova Scotia. The home, to say nothing of the foreign, demand is greater than a year ago on account of the increasing requirement of our iron industries. The increase in the export trade of coal last year was \$839,300, the total being \$5,438,903, against \$4,599,602.

Lumber is in good demand on home account, and the quietness and low prices ruling on the British market naturally have a depressing influence upon the trade here. The imports into the United Kingdom during August from all countries showed a marked falling off. From British North America the arrivals were nearly one-half less than during the same month last year. Fearnworth & Jardine, Liverpool, in their letter of September 2, say that while stocks of lumber are reduced to a moderate compass, but little change in values is to be reported.

The various manufacturing industries throughout the Dominion are busily employed, and in many of the staple lines the demand exceeds the supply. With the manufacturers busy the merchants are in a like condition as a rule.

One of the best evidences of the activity in trade in Canada is to be found in the earnings of the railways and in the clearances of the banks. These are most gratifying. The gross earnings of the Grand Trunk during the first six months of the year were larger by \$724,140 than the same period a year ago, and those of the Canadian Pacific showed an increase of \$402,362. That the earnings are being well maintained is evident from the returns for August, the increases compared with the same month last year being \$488,000 for the Canadian Pacific and \$207,295 for the Grand Trunk.

Turning to the bank clearings we find that for August they were \$147,435,177, against \$125,548,592 the same month in 1900. For the eight months they were \$1,204,874,362, against \$1,025,449,539. The latest returns we have are for the week ending September 12, and they show, compared with the same week last year, an increase of 40.5 per cent.

The export trade is still brisk. Although the total for the two first months of the fiscal year is slightly below that of the same period in 1900 in the products of the forest, agricultural products and in manufactured goods, there is an increase. The following shows at a glance the increases and decreases in the exports for the two months ending August 31:

	1900.	1901.
The mine.....	\$9,611,227	\$8,015,934
The fisheries.....	1,759,035	1,608,460
The forest.....	6,735,208	8,112,148
Animals and their produce.....	10,438,723	10,101,234
Agriculture.....	2,496,836	2,609,793
Manufactures.....	1,885,759	2,380,715
Miscellaneous.....	29,062	5,989

Total merchandise....\$32,955,850 \$32,834,273

The increase in the imports of dutiable goods was nearly \$1,000,000 for the two months, the figures being \$31,409,414 and \$30,485,747, respectively.

SYDNEY IRON EXPORTS.

Recent advices from Sydney, N. S., mark the second step in the new era for Canada as an iron-producing country. A few months ago, when the first shipments of iron were sent from Sydney to Glasgow, this country practically started in the business of iron exporting. Shipments have now been made to two United States ports, Boston, Mass., and Hoboken, N.J. These shipments, it seems, were so satisfactory that they are likely to be followed by others. This sale of Canadian iron at United States ports is the more remarkable because of the high duty imposed on iron entering that country.

If Canadian iron can, despite this duty, be laid down at United States ports to compete with the products of Pittsburg smelters, there seems to be a good reason for believing that Canada should have a considerable advantage in her own and in European markets over the United States, which has been, of late, so freely spoken of as the coming giant in the iron and steel business of the world.

Canadian Wholesale Hardware Association.

The Third Annual Convention in Toronto.

It is not yet three years since a number of wholesale hardwaremen representing the leading houses of Ontario and Quebec assembled at Hamilton, Ont., and launched what is now known as the Canadian Wholesale Hardware Association. Although all were known to each other by name; an intimate acquaintanceship was what but very few of them had with each other. They had jostled each other for business, but had not rubbed shoulders in social intercourse. Since that day a gradual change has taken place. They have rubbed shoulders. As a result they understand each other better. And the feelings that competition developed have largely given place to the feelings which friendships create. This was evident from the nature of the annual convention which was held in Toronto on Friday last, September 13.

The president of the association, Mr. Peleg Howland, of H. S. Howland, Sons & Co., Toronto, presided.

DELEGATES PRESENT.

The number of delegates present was scarcely as large as at the convention in Quebec last year, but exactly the same number of firms were represented. Those present and the firms they represented were:

Thomas Birkett, of Thomas Birkett & Son Co., Limited, Ottawa.

John Bowman, of The J. Bowman Hardware and Coal Co., London.

E. Panneton, of The Canada Hardware Co., Montreal.

T. H. Newman, of Caverhill, Learmont & Co., Montreal.

E. Dupre, of The Clinic Hardware Co., Montreal.

A. Jeannotte, of L. H. Hebert, Montreal.

W. R. Hobbs, of The Hobbs Hardware Co., London.

C. A. Whitwam, of The Hobbs Hardware Co., London.

W. Starke, of Howden, Starke & Co., Montreal.

Peleg Howland, of H. S. Howland, Sons & Co., Toronto.

Thomas G. Dexter, of H. S. Howland, Sons & Co., Toronto.

Fred O. Lewis, of Lewis Bros. & Co., Montreal.

Thomas B. Lee, Rice Lewis & Son, Limited, Toronto.

A. G. Macpherson, of A. Macpherson & Son, Montreal.

W. Vallance, of Wood, Vallance & Co., Hamilton.

Joseph Lemieux, of N. Lemieux & Fils, Quebec.

until the end of this year, with, it is hoped, a satisfactory result to all of you.

TRADE CONDITIONS.

The country would appear to be in a prosperous state—reasonably good crops have been secured in the older Provinces, while Manitoba and the Northwest Territories have been favored with extraordinary ones. Cattle and hog raising are profitable, as is dairying. The fisheries, lumbering, nearly all classes of manufacturing, and mining (in all sections of the country, with the exception, perhaps, of British Columbia), are all active. It

seems reasonable, therefore, to hope that the era of good demand, so necessary to healthy business, will continue for another 12 months at least. It is imperative, however, that we should be on the lookout for the signs of the return of a period of dullness, which, in the natural course of things, cannot be far off. Already the turn would seem to have come in Great Britain and Germany.

THE CENSUS.

The returns of the census recently published cannot but be disappointing to all merchants, growth being almost essential to their success. The older Provinces would seem to be supplying, not only a large proportion of the increase in the newer ones, but also a great many enterprising citizens to the United States. There is some small measure of consolation in the trade and financial statistics, which indicate much increased activity and wealth per individual, and consequent increased consuming power.

The great steel strike, the consequence of which might have been very serious, would appear to be on the eve of collapse—the result being, so far, rather beneficial than otherwise to the merchant on this side of the line.

A RETROSPECT.

In looking back over the year's work of the association, I

think we have reason to congratulate ourselves on what has been accomplished. Not only have we not lost ground with manufacturers who already have shown a friendly disposition towards us, but we have succeeded in obtaining increased differentials on, and have arranged for, the more legitimate distribution of several other lines.

VALUE OF COOPERATION.

As each year passes, I am more strongly impressed with the necessity of cooperation. We are mutually dependent on one another. Nearly all the benefits which come from our civilization come because of concerted action and united effort. We



Mr. W. Starke, Montreal, President of the Canadian Wholesale Hardware Association.

PRESIDENT HOWLAND'S ADDRESS.

President Howland, in his annual address, spoke in part as follows:

It is with much pleasure that I greet you on this, the occasion of our third annual meeting. I desire to congratulate you on the satisfactory condition of business which has prevailed for the greater portion of this year. The first three months were rather gloomy, prices tending downward, and the demand, in consequence, being comparatively light. After that period, however, matters improved, and the improvement gives promise of being maintained

cannot, in trade matters, help others without helping ourselves. If we remain loyal to one another, the value of our organization in times of depression will be incalculable.

There is much that could be done by our Association, by, in the future, even more vigorous action than in the past. I would that we were financially strong enough to command the services exclusively of our worthy secretary, for he could be fully employed, but that is doubtless out of the question. It would be well though, during the coming year, to consider the advisability of employing someone under Mr. Hardy's supervision, whose sole time would be given to our interests.

UNIFORM TREATMENT OF RETAILERS.

No effort should be spared to convince the manufacturers of the necessity of treating retail merchants with uniformity, and of allowing us

expense of doing business, causing loss from accumulation of odds and ends, besides the destruction of goods, and making a strong inducement to sell goods at retail.

We are paying exchange on practically all our collections. This should not be, and can be overcome if it is thought advisable to make the effort.

I am happy to say that we have lost no members by death and none from financial shipwreck.

THE UNITED STATES ASSOCIATION.

We remain on the friendliest terms with the National Hardware Association of the United States, but I regret that we shall have no representative from that organization at our meeting this year. We are urged to appoint delegates to their convention, to be held in Cleveland, October 9. No doubt this will be done.

were received and read from President J. Bindley, Vice-President Shepley and Secretary T. James Fernley, of the National Wholesale Hardware Association of the United States. A telegram was also received from the last named extending fraternal greetings from the officers of the National Association.

Secretary Hardy was instructed to acknowledge the telegram and to express the regret of the Canadian Association at the lamentable shooting of President McKinley.

CONFERENCE WITH MANUFACTURERS.

One of the features of the convention was a conference with several manufacturers as to the outlook for their goods.

Some discussion took place in regard to shovels and foreign competition on the same.

THE NEW OFFICERS.

The election of officers for the ensuing year resulted as follows:

President—Mr. W. Starke, of Howden, Starke & Co., Montreal.

Vice-President—Mr. Thomas B. Lee, of Rice Lewis & Son, Limited, Toronto.

Secretary - Treasurer—Mr. James Hardy, of Jenkins & Hardy, Toronto.

Executive Committee—Messrs. John Bowman, of the John Bowman Hardware and Coal Co., London; Thomas Birkett, M.P., of T. Birkett & Son, Co., Limited, Ottawa; Joseph Lemieux, of N. Lemieux & Fils, Quebec; Frank O. Lewis, of Lewis Bros & Co., Montreal; Alfred Jeannotte, of L. H. Hebert, Montreal, and Secretary-Treasurer Hardy.

DELEGATES TO THE U. S. CONVENTION.

An invitation to send delegates to the annual convention of the National Hardware Association of the United States, to be held at Cleveland, O., October 9 to 11 was read. The invitation was accepted, and President W. Starke, Vice-president Thomas B. Lee and Secretary Hardy were appointed delegates to represent the Canadian organization at the said convention.

PRESIDENT HOWLAND'S COMPLIMENTARY DINNER.

On Friday evening Mr. Peleg Howland, the retiring president of the association, entertained the delegates and a number of others at dinner at the National Club. Nearly 50 were present as Mr. Howland's guests, and among them were noticed the following:

J. T. Steedman, of the Gurney Scale Co., Hamilton.

W. Vallance, of Wood, Vallance & Co., Hamilton.

George Vallance, of Wood, Vallance & Co., Hamilton.

John Bowman, of the J. Bowman Hardware and Coal Co., London.



Mr. Thomas B. Lee, Toronto, Vice-President of the Canadian Wholesale Hardware Association.

sufficient margin to return something beyond the bare cost of doing business.

RETAIL HARDWARE ASSOCIATION.

We should consider, too, the advisability of encouraging throughout the country the formation of retail hardware associations, with a view to obtaining their cooperation in overcoming those inequalities which are so largely the cause of demoralization of prices.

BROKEN PACKAGES.

It is worth while also to discuss the wisdom of some joint action on the question of supplying customers with broken packages of goods without an extra charge. It is a marked evil in the business, the overcoming of which would be largely in the interest of the legitimate retail merchant. It is a very expensive practice, largely increasing the

I desire to thank the members of the executive for their attention to the interests of the association—the secretary who has neglected nothing, and the vice-president who has been very active and efficient.

I need not say, gentlemen, that I have appreciated your confidence in electing me your president for the past year.

The report of the secretary-treasurer was read by Mr. James Hardy, of Jenkins & Hardy, and showed a satisfactory balance to the credit of the association.

REMEMBERED BY THE OFFICERS OF THE UNITED STATES ASSOCIATION.

Letters of regret at being unable to accept the invitation of the Canadian Association

W. R. Hobbs, of the Hobbs Hardware Co., London.

C. A. Whitman, of the Hobbs Hardware Co., London.

E. Panneton, Canada Hardware Co., Montreal.

T. H. Newman, of Caverhill, Learmont & Co., Montreal.

A. Jeannotte, of L. H. Hebert, Montreal.

W. Starke, of Howden, Starke & Co., Montreal.

F. O. Lewis, of Lewis Bros. & Co., Montreal.

A. G. McPherson, of McPherson & Co., Montreal.

Edmond Dupre, of the Chic Hardware Co., Quebec.

Joseph Lemieux, of N. Lemieux & Fils, Quebec.

Thos. G. Dexter, of H. S. Howland, Sons & Co., Toronto.

J. E. Webber, of H. S. Howland, Sons & Co.

J. Bolton Reade, of H. S. Howland, Sons & Co.

Hugh A. Gunn, of H. S. Howland, Sons & Co.

Arthur B. Lee, of Rice Lewis & Son, Limited, Toronto.

A. Burdette Lee, of Rice Lewis & Son, Limited.

Thomas B. Lee, of Rice Lewis & Son, Limited.

Cyrus A. Birge, of The Canada Screw Co., Hamilton.

T. H. Watson, Toronto Bolt and Forge Co.

George Gillies, Toronto Bolt and Forge Co.

George A. Childs, American Steel and Wire Co., Montreal.

C. A. DeLisle, American Steel and Wire Co., Toronto.

Charles Alexander, of The American Screw Co., Providence, R.I.

James Maxwell, of D. Maxwell & Co., St. Marys.

W. W. Cox, Whitman & Barnes Mfg. Co., St. Catharines.

J. D. Chaplin, Welland Vale Co., St. Catharines.

C. Britton, of Cowan & Britton, Gananoque.

W. B. Stewart, Consumers Cordage Co., Toronto.

W. Lind, Independent Cordage Co., Toronto.

Geo. W. Howland, Graham Nail Works, Toronto.

J. R. Kinghorn, Montreal Rolling Mills, Montreal.

J. H. Peck, of Peck, Benny & Co., Montreal.

W. Smail, Canada Horse Nail Co., Montreal.

A. A. McMichael, James Robertson Co., Toronto.

W. H. Whitton, Ontario Tack Co., Hamilton.

J. Hardy, of Jenkins & Hardy, Toronto.

S. J. Frame, of Jenkins & Hardy, Toronto.

C. G. Knott, Canada Screw Co., Toronto.

J. R. Belfitt, Geo. Butler & Co., Sheffield, Eng.

Seated at Mr. Howland's right was Mr. Charles Alexander, of Providence, R.I., vice-president of the Canada Screw Co. and one of the directors of the American Screw Co. On his right was Mr. W. R. Hobbs, of London, Ont. The vice-chairs were occupied by Messrs. T. H. Newman and W. Vallance, past presidents of the association and President-elect Starke.

The arrangement was all that heart could wish. The menu was first-class and the toast list well appointed. Every guest was a hail fellow well met, and evidently bent on having an enjoyable evening. And he had it. The only thing that caused a brief lull in the evening's enjoyment was when the chairman proposed the second toast on the list.

A DRAMATIC SCENE.

The toast "The King" had been drunk in the usual hearty manner to the accompaniment of the National Anthem, when

Mr. Howland arose and with a decided touch of pathos in his voice remarked:

"Gentlemen, we have in the toast list a name to which we would all have drunk with pleasure. I refer to 'The President of the United States.' But unfortunately the news that has come to us within the last few hours in regard to that high personage is most unsatisfactory. We have heard to-day that he whom we thought had escaped the assassin's bullet is now likely to die. The shock which we in Canada received a week ago, when the occurrence at Buffalo became known, was as great as that felt by the

The effect was dramatic, and not such as is often witnessed in functions of this kind. Fifty men stood with their glasses elevated. But few brought them to their lips. For a moment there was dead silence. And then fifty men with saddened faces slowly took their seats.

"Gentlemen," remarked Mr. Alexander, of Providence, R.I., in a voice scarcely above a whisper, "I thank you from the bottom of my heart. President McKinley is a personal friend of mine."

MANUFACTURERS AND JOBBERS.

"The Manufacturers and the Jobbers"



Mr. Peleg Howland, Toronto, Past President of the Canadian Wholesale Hardware Association.

people of the United States." (Hear, hear.) "Our own people, I am sure, have the most friendly feelings toward the people of the United States, and had it been one of our own upon whom the blow fell we could not have felt it more keenly. An unfortunate feature about this thing is that there does not appear to be any way of guarding against its repetition. What has happened to President McKinley may happen to any prominent person in any land. Gentlemen," added Mr. Howland, in a voice with emotion, "I am going to ask you to drink to 'The Recovery of the President of the United States.'"

was the next toast. In proposing it, Chairman Howland in part said: "We are necessary to one another. The manufacturer is necessary to the jobber and the jobber is necessary to the manufacturer. If we have not the goods to sell we cannot do business. We like to encourage manufacturers to produce goods such as we can handle and such as we can handle at a profit to ourselves. Selfish as the manufacturers may be—and some of them are selfish laughter—they will appreciate what I say. The Canadian manufacturer is usually generous to the man who distributes his goods. But sometimes he is not (laughter).

Sometimes he appears to think that the man who has a warehouse and stocks it with goods, has a magician's wand whereby he can make money on a basis of 5 per cent. (Renewed laughter). I do not think that the ox which treads out the corn should be

the cost of his warehouse; the cost of his staff; the losses entailed in many ways. "People who sell goods at cost do not calculate all these things," he declared. "The manufactureres who think we are selfish do not look at things in a proper light. But, I think we are coming closer to them. They are beginning to appreciate the good we are to them, and we are beginning to appreciate what it is to be connected with them. (Hear, hear.) The association we have here is doing good not only to the hardware jobbing trade but to the manufacturers as well. (Applause.) There is

ENOUGH BUSINESS

in the Dominion for the whole of us, and no one gains anything by cutting prices." (Loud applause.)

Mr. Cyrus A. Birge, president of The Canada Screw Co., speaking as a manufacturer, began: "Mr. Chairman and fellow sufferers—(laughter)—I meet you with mixed feelings of regret and pleasure. Regret because I had not some warning and pleasure because of the good company which I am among. As a manufacturer of some years' experience, I might give the jobbers some advice as to methods of conducting their business. (Hear, hear, and laughter.) And in this connection I would advise you to get bright young men. (Renewed laughter.) I would suggest that you exercise economy. Take care of the little things and the big things will take care of themselves. I congratulate the association upon its growth and upon the excellent officers it has had. I have ever been a strong advocate of associations of this kind. I hope as the years go by the relations between the manufacturers and jobbers will become closer and closer." (Loud applause.)

Chairman Howland: "I am now going to call upon a jobber young in years, but who has had more years of experience in the hardware trade than the most of us. I will now call upon Mr. Newman." (Applause.)

Mr. Fred Lewis: "The only Newman." (Laughter.)

Mr. Newman: "I hardly know, Mr. Chairman, what there is for me to say. I heartily endorse what Mr. Lee has said in regard to the hardware business. I feel with the jobbers here to-night that the manufacturers are our friends. We have done our best to tighten the bonds of friendship between us, and by coming together in this way it helps us to work out our own salvation. The trouble in the past has been that the jobber wanted the trade and the manufacturer wanted the trade and the margin of profit was cut down until the

jobber was in danger of being driven out of existence. But with the general improvement in trade conditions in the country and closer fellowship with the manufacturers we are now able to get a few of the crumbs that fall from the rich man's table. (Laughter.)

THE JOBBER AS A DISTRIBUTOR.

"The jobber is the proper distributor of the manufacturer's goods. And if he will make the proper kind of goods I believe the manufacturer will be better off." (Hear, hear.)

Mr. W. W. Cox, of the Whitman & Barnes Manufacturing Co., St. Catharines, said that he believed the manufacturers were doing the very best they could for the jobbers.

A VETERAN, BUT STILL YOUNG.

Mr. W. Vallance, of Wood, Vallance & Co., Hamilton, was warmly greeted when he arose to speak to the toast. "I am," he said, "perhaps getting to be one of the veterans, but I am still young when out with the boys. (Hear, hear.) I enjoy being with you, and I think affairs of this kind smooth out the friction that naturally arises at times in business. While this association is young it is in a hundred ways proving to us that it is a necessity. (Hear, hear.) To-day if we hear an unpleasant story about another jobber, we sit down and write to him. Three years ago we would not have dared to do so. By the exercise of judgment and patience we shall eventually obtain the greatest good for the greatest member." (Applause.)

DISTRIBUTION OF JOBBERS' FAVORS.

Mr. W. H. Whitton, of the Ontario Tack Co., Hamilton, said he had heard the manufacturers present in their speeches promise to give the jobbers everything they asked for. "Gentlemen, I do not believe them," he added amid much laughter. He said there was no one present who more firmly believed in associations than he did or had tried more faithfully to adhere to them. "I ask you jobbers to consider the question of the distribution of your favors, for upon that question the success of your association rests." (Applause.)

NO ONE-SIDED VIEWS.

Mr. W. R. Hobbs, of the Hobbs Hardware Co., London, said: "Meetings of this kind and associations like ours are productive of great good. We can now as jobbers appreciate each other. When we write letters to each other we can depend upon getting an answer. In our meetings

WIRE NAILS TACKS WIRE

Prompt Shipments

The ONTARIO TACK CO.
Limited
HAMILTON, ONT.



Mr. James Hardy, Secretary of the Canadian Wholesale Hardware Association.

muzzled. We jobbers do not sometimes even get the chaff. But there is a disposition on the part of the manufacturers to treat us with some fairness and I hope the disposition will grow. Gentlemen, I do not see why even the manufacturers should not drink to this toast." (Hear, hear and laughter.)

The first to respond to the toast was Mr. Arthur B. Lee, president of Rice Lewis & Son, Limited. "What pleases me," he began, "is to see so many young men in connection with this Hardware Association. The old men are passing away. In my early days business was done in a way quite different from that which obtains to-day. If I had gone out of business 20 years ago and come back again to it to-day I would have known nothing about it. But by remaining in business and keeping young men about me I have by some means kept up with modern business methods. Twenty years ago business to a great extent came to us. Now we have got to go to it. We worked slower then than we do now, but to day's methods of doing business are more worrying. We have got the manufacturers coming among us and competing with us for business, and the margin of profit is much smaller. The profits of 25 and 30 per cent. are gone (exclamations of 'Oh, oh!')"

THE JOBBERS' DIFFICULTIES.

Proceeding, he referred to the worry and care which surrounded the jobber to-day;

Used in
H.M.
Sept 26/03
H.V.T.

we do not take one-sided views of questions. Our motto is 'Live and let live.' (Loud applause.)

A MANUFACTURER AND A JOBBER.

Mr. A. A. McMichael, of the James Robertson Co., Limited, remarked amid laughter: "I am a manufacturer and a jobber. Between the two I do not know where I am. As a jobber, I want to get all the favors I can; as a manufacturer, I do not want to give any. (Laughter.) But, as a manufacturer, let me say that we are doing the very best we can for the jobber. You get better profits than the manufacturers do. Now, I want to say one word more as a jobber. We jobbers do not not get big enough profits." (Laughter.)

Mr. Charles Alexander, of The American Screw Co., Providence, R I., said he spoke as the tail end of The Canada Screw Co. His remarks were freely interspersed with humorous stories, the purport of which was to show the benefits to be derived from associations of manufacturers and jobbers.

THANKS FOR REBATES.

"I have," remarked President-elect Starke, when called on for a speech, "been elected president, God knows how. But I shall do my very best for the Canadian Hardware Association. I am very much obliged to the manufacturers for the rebates they have promised us to-night. (Laughter.) And I hope the secretary has taken a note of them. (Renewed laughter.) All we as jobbers are asking for is fair remuneration for our labors."

MR. LEE'S MODESTY.

Mr. Thomas B. Lee, the newly-elected vice-president, when he arose in response to loud calls from the guests, modestly declared that he felt that his election was due to the desire of the association to pay a compliment to his firm. He did not think it was a personal matter. He was one of the youngest men in the association, and would do his best to creditably fill the office with which he had been honored. (Applause.)

"In resigning," said Mr. Peleg Howland, replying to a toast in his honor, "I can say that the office of president is falling into good hands. Mr. Starke has been a successful vice-president and I have no doubt will make a successful president. I am convinced that most of the manufacturers are fair-minded men and that they will meet us jobbers in the same spirit as we are prepared to meet them." (Applause.)

Speeches in reply to toasts were also delivered by Messrs. J. Hardy and Charles Britton.

It was long past the hour of 12 o'clock when the last toast had been drunk and a most enjoyable dinner was brought to a close.

CORDIALITY.

Turn to your Webster and you find that "cordiality" means "sincere affection and kindness; warmth of regard; heartiness." Cordiality, therefore, would seem a mighty handy quality to mix with one's business, says New York Merchants' Review.

How often is one rebuffed or repelled by

THE SAFE PAINT

for you to sell and for your customers to use is The Sherwin-Williams Paint.

It is safe for you because it will back up in actual use every statement you make in recommending it. It will build up your trade and reputation—not tear them down, as "cheap" paints do. It's safe for you because it will pay you for your investment of time and money put into it. It's a good money maker.

THE SHERWIN-WILLIAMS PAINT

It's safe for your customer because it is made right in every way. From start to finish in the process of manufacture we guard against mistakes that would leave any uncertainty about the results after the paint is on the building. We know every can of S. W. P. is right in every respect before it leaves the factory, and are willing to stand back of it. The consumer takes no risk. S. W. P. is absolutely

THE SAFE PAINT

THE SHERWIN-WILLIAMS Co.

PAINT AND VARNISH MAKERS.

CHICAGO,
NEW YORK,
NEWARK,
MONTREAL,
CLEVELAND,
BOSTON,
TORONTO,
SAN FRANCISCO,
KANSAS CITY

coldness, stiffness, gruffness, surliness, brusqueness or simple absence of politeness, and then just when one is almost ready to register a solemn oath that one will never enter the store again, one meets a cordial glance, a cordial manner and a cordial inquiry, and the ill-humor evaporates, the natural irritation is allayed and a customer is preserved to the business who may continue as a constant patron for many years.

A really cordial manner is worth going some distance to meet. He that has it as a birthright is born with a gold spoon in his mouth, and yet it is a simple matter to acquire it, it costs nothing, but in the retail store it is more precious than rubies, more fragrant than spikenard.

Cultivate a cordial reception of customers, esteemed readers, and the price at which you sell will have less power to make or mar your prospects.

DECREASED U. S. PIG IRON OUTPUT.

The Iron Age in last week's issue gives its usual monthly summary of pig iron furnaces in blast in part as follows:

"There has been a decline in the current production of pig iron, due principally to the stoppage of four furnaces of the National

Steel Company, partly offset by the heavier output from other quarters. The weekly capacity of the furnaces in blast on September 1 compares as follows with that of the preceding periods:

	Furnaces in Blast.	Capacity Per Week. Gross Tons.
September 1, 1911	555	299,861
August	257	303,847
July 1	249	31,951
June 1	252	314,535
May 1	266	301,155
April 1	250	293,676
March 1	245	292,899
February 1	245	275,238
January 1	233	258,351
December 1, 1910	211	278,845
November 1	241	215,344
October 1	215	223,499
September 1	228	231,778

FURNACE STOCKS.

"The position of furnace stocks, sold and unsold, as reported to us, was as below on September 1, the same furnaces being represented as in former months. This does not include the holdings of the steel works producing their own iron:

Stocks.	April 1.	June 1.	Aug. 1.	Sept. 1
Anthracite and coke..	398,712	333,813	328,787	318,069
Ch. coal	78,163	73,910	59,544	59,005
Totals	476,875	407,723	387,339	377,074

The contract for the new million-bushel elevator which the Montreal Harbor Commissioners propose erecting in Montreal harbor has been let to J. O. Jamieson, of Montreal, for \$642,000

BUSINESS CHANGES.**DIFFICULTIES, ASSIGNMENTS, COMPROMISES.**

JOSEPH TREMBLAY, general merchant, St. Bruno (Chicoutimi) Que., has assigned and V. E. Paradis has been appointed provisional guardian.

A. Riendeau, foundryman, Montreal, has compromised at 25c. on the dollar.

John Conn, contractor, Carman, Man., has assigned to Horace A. Aylwin.

A meeting of the creditors of Landier Bros., hardware dealers, etc., Oshawa, Ont., has been held.

N. Russell & Co., tinsmiths, Dartmouth, N.S., have assigned and a meeting of their creditors has been held.

H. McArthur, grocer and hardware dealer, Maxville, Ont., has sold his stock and is trying to compromise.

J. A. Poirier has been appointed curator of Hebert, Gedeon & Co., manufacturers of threshing machines, St. Gregoire, Que.

PARTNERSHIPS FORMED AND DISSOLVED.

Desautels & Lecours, carriagemakers, Montreal, have dissolved.

Demers & Larose have registered partnership as general merchants in Thetford Mines, Que.

Dill & Morris, hardware dealers, Kaslo, B.C., have dissolved. A. B. Morris will continue the business.

SALES MADE AND PENDING.

W. S. Young, hardware dealer, Selkirk, West, Man., has sold out.

Wm Brown, blacksmith, Plumas, Man, is advertising his business for sale.

George Curle, hardware dealer, Mildmay, Ont., is advertising his business for sale.

The assets of the estate of J. Verret, general merchant, Becancour, Que., have been sold.

Robert Armstrong, blacksmith, grocer, etc., Makinak, Man., is advertising his blacksmith shop for sale.

CHANGES.

Miss A. Chalifoux, general merchant, Wendover, Ont., has sold out.

John Cook, harness dealer, Balmoral, Man., has sold out to H. Fogg.

A. F. Hawke, general merchant, Grimsby, Ont., has suffered loss by fire.

Robert Stevens, bicycle dealer, etc., Barrington Passage, N.S., is giving up business.

Alex. M. D. Allan, hardware dealer, Goderich, Ont., has been succeeded by Allan & McIvor.

Kennedy & Co., sash and door manufacturers, Providence Bay, Ont., have been succeeded by Wm. Charters.

FIRES.

George Ovington, carriagemaker, Windsor, Ont. has been burned out; partially insured.

The St. John's Steam Cooperage Co., St. John's Nfld., has been burned out; loss about \$30,000; insurance \$10,000.

J. A. Graham, dealer in agricultural implements, Tilbury, Ont., has been burned out, and Albert S. Cassidy, harness dealer, of the same place has suffered loss by fire.

W. H. Brown, general merchant, Pugwash, N.S., has been burned out; no insurance.

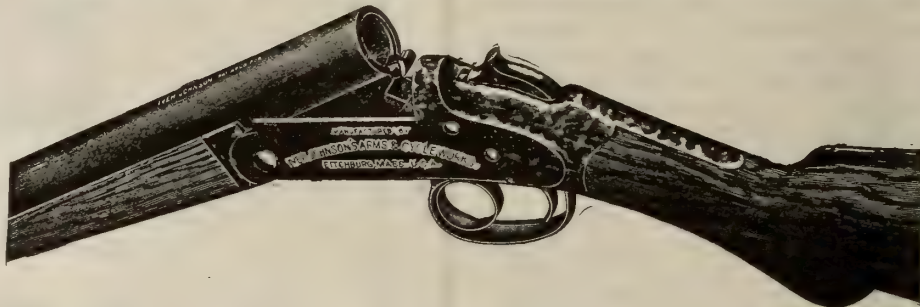
DEATHS.

J. B. Pearson, hardware dealer, Acton, Ont. is dead.

Alex. Young, general merchant, Summerville, N.S., is advertising to sell out.

**First in Quality,
First in Features,
First in the Hearts of Sportsmen.**

IS THE STANDING ENJOYED BY THE

IVER JOHNSON SINGLE GUN.

12 and 16 gauge. 30 and 32-inch barrel. Semi-hammerless Trigger action. Automatic ejector or non-ejector (at option). Buyers are impressed with the individuality of Iver Johnson products. They attract, they sell readily. They are a little higher in price, but so much higher in quality that the trade prefers them and the public demands them. Send for catalogue.

Iver Johnson's Arms & Cycle Works,

Branches—New York—99 Chambers St.
Boston—165 Washington St.
Worcester—364 Main St.

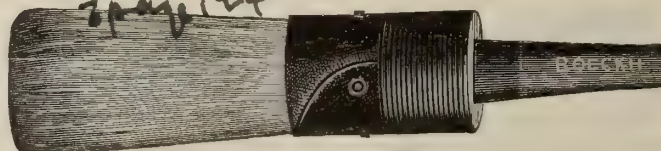
FITCHBURG, Mass.

Anything that is reliable,
Anything that will satisfy your customers,
Anything that will sell readily,

**IS WORTHY
OF YOUR
CONSIDERATION.**

**Boeckh's
Brushes
AND
Brooms**

**EMBRACE
ALL
THESE
ADVANTAGES**



BOECKH BROS. & COMPANY, Toronto, Ont.

H. S. HOWLAND, SONS & CO.

ONLY
WHOLESALE

37-39 Front Street West, **Toronto.**

WHOLESALE
ONLY

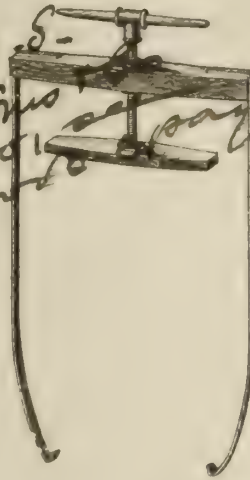
Fruit Pickers' Supplies



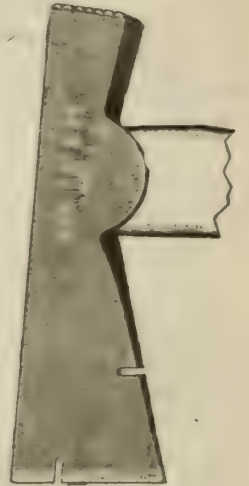
Fruit Packer Nippers
With Spring



Fruit Pickers

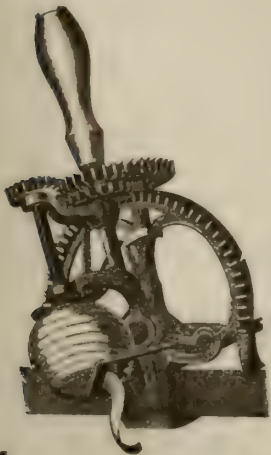


Fruit Barrel Headers

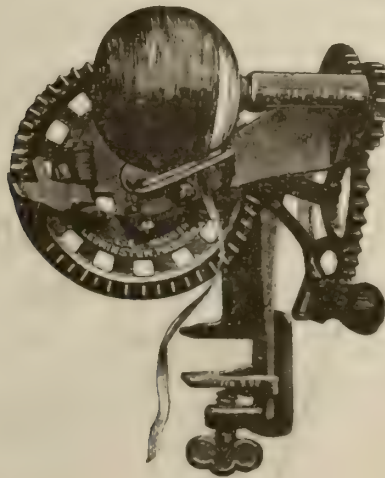


Barrel Hatchets
Improved Pattern, Bright

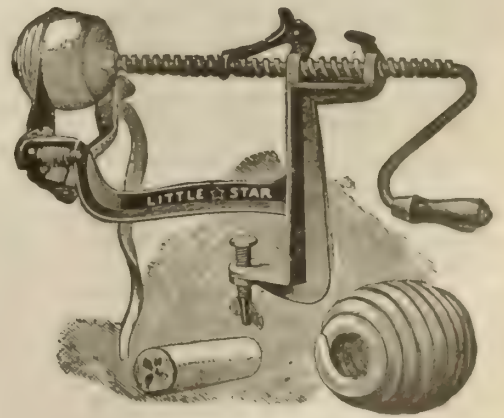
APPLE PARERS



"Lightning"



"Hudson"



"Little Star"

H. S. HOWLAND, SONS & CO., Toronto.

WE SHIP
PROMPTLY

Graham Wire and Cut Nails are the Best.

Factory: Dufferin Street, Toronto.

OUR PRICES
ARE RIGHT

WHAT DO YOU DO WITH YOUR TRADE PAPER ?

By ALBERT STRITMATTER.

ONE of the marvels of the nineteenth century just passed was the specialization of all industries. The work of the blacksmith, machinist and every branch of labor has been specialized and even each trade has been divided and each part of it specialized. Among the most wonderful specializations has been the development of the trade paper. Who would have thought a hundred years ago that a paper devoted to one trade or to one branch of a trade would be successful and profitable? Now every trade has a number of such periodicals devoted to its interests: quarterlies, monthlies, weeklies and dailies; good, bad and indifferent. What becomes of these vast quantities of magazines and papers? What do you do with yours?

The good trade paper of this day covers many departments. There is the portion devoted to general news of the trade. Another details and illustrates important installations or the latest improvements in which the trade is interested, most papers regularly giving a list of recent patents granted in the particular branch of industry in which they are interested. Then there is the market news, giving the fluctuations in prices, production and consumption of raw materials as well as finished products. Last, but not least, are the advertising columns.

It is a common saying that the art of advertising is becoming so developed that the advertising pages of literary magazines are as interesting, if not more so, as the pages of reading matter. Somewhat similarly, the advertising pages of the trade journal are of interest, for if read carefully and in conjunction with the reading matter describing new or improved machines, they will prove of intense interest and profit by calling to the attention of the reader improved machines and methods in which he should be interested. All of this various matter is of value not merely for the present, but for future reference. No one in a school or college ever thinks of throwing away the books or lectures used to-day, but these are kept for future reference since it is impossible for all to be memorized and retained, even in substance. The same should hold true of trade journals. The best of them should be kept for reference. But most men say: "Oh, I haven't time to read them when they are new, let alone when they're old." But if by reading one or two of the best of these papers it increased your ability to be a successful business man, would it not pay to take the time?

Where do most of these journals go? Most of them, I regret to say, to the waste paper basket and thence to the

boiler-room to help make power. I believe that one of the best things a firm can do for its employes is to place such periodicals at the disposal of its workmen. These papers should be placed on files in the shop or some place where the men can get them, take them home and read them. Of course, there is only a small proportion of the workmen who would take advantage of the opportunity, but this method of placing the papers where they can be read if the men wish to will encourage any inclination that may already exist. The slight expense incurred will be repaid again and again by the increase in general intelligence of even the few who do read the papers. A great many firms have office files where these papers are placed until the advertising bills are checked up. After several months or a year of accumulation in these files, the papers are taken to the boiler-room to be burned up. Recently, in going through an engine room, where this custom is in vogue, the engineer said to me: "Come over here and see my library." I went over to another part of the room and there were several large piles of trade papers which he had selected from those sent out to be burned. He was greatly pleased with his "library," and said he was getting a great deal of valuable information from it and was ashamed to throw it away. The knowledge gained by this man from these papers is every day being returned to his company in the more efficient services rendered by him. But for his own ambition to learn, even though an engineer of about 20 years' experience, these papers would have been wasted.

In one city of Ohio there is an association of mechanics of all trades, the association being opposed to unions and its object being to increase the intelligence and efficiency of its members. Several of the manufacturing concerns in that city are sending their trade papers to this association, thus helping themselves by giving reliable and instructive reading matter to the members. In one of the State universities of a central State is a professor of economics, who makes it one of his duties to secure from business firms in that city trade journals relating to all subjects. He is accumulating for his department a vast amount of information on subjects relating to banking, all sorts of wholesale businesses, manufacturing plants, etc. I believe he has been one of the first professors to advocate a course in business training in the great universities and colleges.

Where do we get our most reliable news on the markets? From our trade publications. Do you believe all of the news in the daily papers regarding the great steel strike now on? No, you turn to your iron and steel journals and secure the latest and most truthful information that it is possible to obtain, knowing that it has been secured by men who know the details of the business and who are not catering to the popular demand for sensational articles, but who are desirous of obtaining and publishing the whole truth, just as it is. Where do you look for information as to how to improve your plant or methods? Again you turn to your trade journals. If your trade mediums are valuable to you, why would they not be so to your employes? At least it would cost but little to give this opportunity of learning to such as will do so, instead of consigning the papers to no further usefulness than to start the fires under your boilers.—American Manufacturer.

"Anchor" Brand VARNISHES.

Dealers should get our quotations
before placing fall orders.

We manufacture a complete line,
and guarantee satisfaction.

HENDERSON & POTTS

HALIFAX and MONTREAL.

MANITOBA MARKETS.

WINNIPEG, September 16, 1901.

UNDOUBTEDLY the chief item in both business and social circles throughout the day has been the untimely death of President McKinley. At a very early hour all the principal buildings in the city were floating their flags at half mast. Many places have up both the Union Jack and Star Spangled Banner. Pictures of the late president were seen in a number of windows draped in his country's flag. There were many callers at the American Consulate to express sympathy.

The tone of business is very good, and through the week a noticeable increase in remittances from country customers. The heavy showers of the last two days have delayed threshing operations somewhat, but it would take very heavy and continuous rain to do any real harm now.

The hardware trade is very active, and there is very considerable complaint that in many lines stocks are difficult to secure. All houses are now having shipments hurried forward looking to the close of navigation. No changes of price are reported for the week.

There has been a drop in linseed oil of 5c. per gallon, making present quotations 87c. for raw and 90c. for boiled.

This drop is in sympathy with the 40c. per gallon drop on the other side. The smallness of the decline here in comparison with the drop on the United States market is due to the fact that prices across the line have ruled much higher than ours for some months.

Coal oil and turpentine are without change, but owing to the shorter days coal oil is showing a more active demand.

With the opening of the season for prairie chicken there is an active demand for guns, cartridges and the like. The birds are reported very plentiful this year. The price list for the week is as follows:

Barbed wire, 100 lb.	\$3 45
Plain twist	3 45
Staples	3 95
Oiled annealed wire	10 3 95
"	11 4 00
"	12 4 05
"	13 4 20
"	14 4 35
"	15 4 45
Wire nails, 30 to 60 dy, keg	3 50
" 16 and 20	3 60
" 10	3 60
" 8	3 70
" 6	3 75
" 4	3 90
" 3	4 15
Cut nails, 30 to 60 dy.	3 20
" 20 to 40	3 25
" 10 to 16	3 30
" 8	3 35
" 6	3 40
" 4	3 50
" 3	3 85
Horsenails, 45 per cent. discount.	
Horseshoes, iron, No. 0 to No. 1	4 65
" No. 2 and larger	4 40
Snow shoes, No. 0 to No. 1	4 90
" No. 2 and larger	4 40
Steel, No. 0 to No. 1	4 95
" No. 2 and larger	4 70
Bar iron, \$2.60 basis.	
Swedish iron, \$5.00 basis.	
Sleigh shoe steel	3 25
Spring steel	3 25
Machinery steel	3 75
Tool steel, Black Diamond, 100 lb.	8 50
Jessop	13 00
Sheet iron, black, 10 to 20 gauge, 100 lb.	3 50
" 20 to 26 gauge	3 75
" 28 gauge	4 00
Galvanized American, 16 gauge	2 79
" 18 to 22 gauge	4 75

24 gauge	5 60
26 gauge	5 25
28 gauge	5 50
Genuine Russian, lb.	12
Imitation "	8
Tinned, 24 gauge, 100 lb.	7 75
26 gauge	8 00
28 gauge	8 50
Tinplate, 1C charcoal, 20 x 28, box	11 00
" IX	13 00
" IXX	15 00
Ingot tin	33
Canada plate, 18 x 21 and 18 x 24	3 50
Sheet zinc, cask lots, 100 lb	7 60
Broken lots	7 50
Pig lead, 100 lb.	6 00
Wrought pipe, black up to 2 inch	50 an 10 p.c.
Over 2 inch	50 p.c.
Rope, sisal, 7-16 and larger	\$11 00
" 3/4	11 50
" 1/2 and 5-16	12 25
Manila, 7-16 and larger	14 00
" 3/4	14 50
" 1/2 and 5-16	15 00
Solder	20
Cotton Rope, all sizes, lb.	17
Axes, chopping	\$ 7 50 to 12 00
" double bitts	12 00 to 18 00
Screws, flat head, iron, bright	87 1/2
Round "	82 1/2
Flat " brass	80
Round "	75
Coach	57 1/2 p.c.
Bolts, carriage	55 p.c.
Machine	55 p.c.
Tire	60 p.c.
Sleigh shoe	65 p.c.
Plough	40 p.c.
Rivets, iron	50 p.c.
Copper, No. 8	35
Spades and shovels	40 p.c.
Harvest tools	50, and 10 p.c.
Axe handles, turned, s. g. hickory, doz.	\$2 50
No. 1	1 50
No. 2	1 25
Octagon extra	1 75
No. 1	1 25
Files common	70, and 10 p.c.
Diamond	60
Ammunition, cartridges, Dominion R.F.	50 p.c.
" Dominion, C.F., pistol	30 p.c.
" military	15 p.c.
American R.F.	30 p.c.
C.F. pistol	5 p.c.
C.F. military	10 p.c. advance.
Loaded shells:	
Eley's soft, 12 gauge black	16 50
" chilled, 12 gauge	18 00
" soft, 10 gauge	21 00
" chilled, 10 gauge	23 00
Shot, Ordinary, per 100 lb	6 25
Chilled	6 75
Powder, F.F., keg	4 75
F.F.G.	5 00
Tinware, pressed, retinned	75 and 2 1/2 p.c.
" plain	70 and 15 p.c.
Graniteware, according to quality	50 p.c.

PETROLEUM.

Water white American	25 1/2 c.
Prime white American	24c.
Water white Canadian	22c.
Prime white Canadian	21c.

PAINTS, OILS AND GLASS

Turpentine, pure, in barrels	\$ 61
Less than barrel lots	66
Linseed oil, raw	87
Boiled	90
Lubricating oils, Eldorado castor	25 1/2
Eldorado engine	24 1/2
Atlantic red	27 1/2
Renown engine	41
Black oil	23 1/2 to 25
Cylinder oil (according to grade)	55 to 74
Harness oil	61
Neatsfoot oil	\$ 1 00
Steam refined oil	85
Sperm oil	1 50
Castor oil	per lb. 11 1/2
Glass, single glass, first break, 16 to 25	
united inches	2 25
26 to 40	per 50 ft. 2 50
41 to 50	" 100 ft. 5 50
51 to 60	" 100 ft. 6 00
61 to 70	per 100-ft. boxes 6 50
Putty, in bladders, barrel lots	per lb. 2 1/2
kegs	2 1/4
White lead, pure	per cwt. 7 00
No. 1	" 6 75
Prepared paints, pure liquid colors, according to shade and color, per gal.	\$1.30 to \$1.90

TO CARRIAGE HARDWARE MEN

THE CANADA PAINT COMPANY LIMITED

Montreal and Toronto.

Manufacturers of the ...

TIME SAVING GEAR SYSTEM

A succession of coatings carrying the same materials in different portions throughout, and for which we claim Economy in Time and Material, Non-Poisonous Qualities, and Extreme Durability.

Full particulars on application.

Manufacturers also of
High-Grade **COLORS**
and **VARNISHES** for
Carriage Painters' use.

THE
**CANADA
PAINT
COMPANY**
LIMITED
Montreal and Toronto.

MARKETS AND MARKET NOTES

QUEBEC MARKETS.

Montreal, September 20, 1901.

HARDWARE.

BUSINESS this week has been somewhat interrupted by the entertainment of the Royal visitors, but the aggregate has, nevertheless, been pretty well up to the mark. Probably the feature in the market is the scarcity of hay-baling wire. The mills have been run short for some weeks and now they are all behind with their orders. There is a very strong feeling in glass on account of the short deliveries from Belgium; in fact, prices would have advanced 10c. this week had it not been for the opposition of one of the local dealers. The demand for fall goods, including axes, cross-cut saws, lanterns, stoves and tinware, is reported brisk. Sporting goods are still in active demand. The linseed oil market in the United States is somewhat erratic but on the whole rather firmer.

BARB WIRE—There is a small demand

for barb wire at steady prices. From stock we quote \$3.05 per 100 lb. f.o.b. Montreal

GALVANIZED WIRE—Trade in this line is not brisk. We quote: No. 5, \$4.25; Nos. 6, 7 and 8 gauge, \$3.55; No. 9, \$3.10; No. 10, \$3.75; No. 11, \$3.85; No. 12, \$3.25; No. 13, \$3.35; No. 14, \$4.25; No. 15, \$4.75; No. 16, \$5.

SMOOTH STEEL WIRE—The scarcity of hay-baling wire we have mentioned for some weeks has developed into actual want, and all the mills are now somewhat behind with their shipments of annealed wire. We quote oiled and annealed: No. 9, \$2.80; No. 10, \$2.87; No. 11, \$2.90; No. 12, \$2.95; No. 13, \$3.15 per 100 lb. f.o.b. Montreal, Toronto, Hamilton, London, St. John and Halifax.

FINE STEEL WIRE—Business in this line is moderate. The discount is still 17½ per cent.

BRASS AND COPPER WIRE—A fair business is doing in this line, but the market is featureless. The discounts are still 55 and

2½ per cent. on brass, and 50 and 2½ per cent. on copper.

FENCE STAPLES—The movement is not heavy. We quote: \$3.25 for bright, and \$3.75 for galvanized, per keg of 100 lb.

WIRE NAILS—The fall demand is coming on nicely and good shipments are reported for this week. We quote: \$2.85 for small lots and \$2.77½ for carlots, f.o.b. Montreal, London, Toronto, Hamilton and Gananoque.

CUT NAILS—Inquiries are fairly numerous, but only small lots are wanted. We quote: \$2.55 per keg for small and \$2.45 for carlots; flour barrel nails, 25 per cent. discount; coopers' nails, 30 per cent. discount.

HORSE NAILS—The fall demand is opening up, but as yet the orders have not been heavy. "C" brand is held at a discount of 50 and 7½ per cent. off the new list. "M" brand is quoted at 60 per cent off old list on oval and city



The **PARLOR ÆSTHETIC** is a first-class stove to bake with, an excellent heater, and is very handsome.

Linings for both coal and wood always sent.

An ideal stove for small families, or where space is limited.

'RETURNED'

The McClary Manufacturing Co.

LONDON, TORONTO, MONTREAL, VANCOUVER
AND ST. JOHN, N.B.

Yukon Triple Heater.
Practically a small furnace.
Will heat every nook and corner of a moderate-sized house, and do it at little cost.
Burns 30-inch wood. Handsome enough for any parlor.



THE PAGE-HERSEY IRON & TUBE CO.

Limited

MONTREAL

Manufacturers of

Wrought Iron Pipe

For Water, Gas, Steam, Oil,
Ammonia and Machinery.

**DRAIN PIPES,
PORTLAND CEMENTS,
FIRE BRICKS AND CLAY
SILICA AND MAGNESIA
BRICKS,**

with specially prepared mortar.

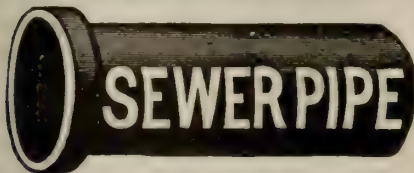
Contractors' and Founders'
Supplies.

F. HYDE & CO.

31 WELLINGTON ST., MONTREAL

... FULL STOCK ...

Salt Glazed Vitrified



Double Strength Culvert Pipe
a Specialty.

THE CANADIAN SEWER PIPE CO.

HAMILTON, ONT. TORONTO, ONT.
ST. JOHNS, QUE.

Deseronto Iron Co.

LIMITED

DESERONTO, ONT.

Manufacturers of

Charcoal Pig Iron

BRAND "DESERONTO."

Especially adapted for Car Wheels, Malleable Castings, Boiler Tubes, Engine Cylinders, Hydraulic and other Machinery where great strength is required; Strong, High Silicon Iron, for Foundry Purposes.

head and 66⅓ per cent. off countersunk head. Monarch's discount is 66⅓ per cent., and 70 per cent. in 25-box lots.

HORSESHOES—There has been a little better inquiry this week than last. We quote as follows: Iron shoes, light and medium pattern, No. 2 and larger, \$3.50; No. 1 and smaller, \$3.75; snow shoes, No. 2 and larger, \$3.75; No. 1 and smaller, \$4.00; X L steel shoes, all sizes, 1 to 5, No. 2 and larger, \$3.60; No. 1 and smaller, \$3.85; feather-weight, all sizes, \$4.85; toe weight-steel shoes, all sizes, \$5.95 f.o.b. Montreal; f.o.b. Hamilton, London and Guelph, 10c. extra.

POULTRY NETTING—There is but little business in this line. The discount is 55 per cent.

SCREWS—A brisk trade continues to be done. Discounts are as follows: Flat head bright, 87½ and 10 per cent. off list; round head bright, 82½ and 10 per cent.; flat head brass, 80 and 10 per cent.; round head brass, 75 and 10 per cent.

BOLTS—A fair sorting trade has been done during the week. Discounts are: Norway carriage bolts, 65 per cent.; common, 60 per cent.; machine bolts, 60 per cent.; coach screws, 70 per cent.; sleigh shoe bolts, 72½ per cent.; blank bolts, 70 per cent.; bolt ends, 62½ per cent.; plough bolts, 60 per cent.; tire bolts, 67½ per cent.; stove bolts, 67½ per cent. To any retailer an extra discount of 5 per cent. is allowed. Nuts, square, 4c. per lb. off list; hexagon nuts, 4¼c. per lb. off list. To all retailers an extra discount of ¼c. per lb. is allowed.

BUILDING PAPER—There is a good demand for building paper and the aggregate of business for the week is quite large. We quote as follows: Tarred felt, \$1.70 per 100 lb.; 2-ply ready roofing, 80c. per roll; 3-ply, \$1.05 per roll; carpet felt, \$2.25 per 100 lb.; dry sheathing, 30c. per roll; tar sheathing, 40c. per roll; dry fibre, 50c. per roll; tarred fibre, 60c. per roll; O.K. and I.X.L., 65c. per roll; heavy straw sheathing, \$28 per ton; slaters' felt, 50c. per roll.

RIVETS AND BURRS—A fairly good trade is reported. Discounts on best iron rivets, section, carriage, and wagon box, black rivets, tinned do., coopers' rivets and tinned swedes rivets, 60 and 10 per cent.; swedes iron burrs are quoted at 55 per cent. off; copper rivets, 35 and 5 per cent. off; and coppered iron rivets and burrs, in 5-lb. carton boxes, are quoted at 60 and 10 per cent. off list.

BINDER TWINE—There are still a few rush orders coming in. We quote: Blue Ribbon, 11¼c.; Red Cap, 9¼c.; Tiger, 8¾c.; Golden Crown, 8c.; Sisal, 8¼c.

Sanderson's TOOL STEEL

Unequalled for Quality.
Large Assortment in Stock.

A. C. LESLIE & CO.

CANADIAN AGENTS

MONTREAL.



IRON AND
BRASS

Pumps

Force, Lift and Cistern
Hand and Power.

For all duties. We can supply your wants with—quality the best and prices right. Catalogues and full information for a request.

THE R. McDougall Co., Limited
Manufacturers, Galt, Canada.

ADAM HOPE & CO.

Hamilton, Ont.

We offer from stock

Coke Tin Plates 1 C 14 x 20,

" " 1 C 20 x 28,

Galvanized Sheet Iron,

"Comet" and American Brands.

L. and F. Ingot Tin,

Straits Tin,

Ingot Copper,

Pig Lead, Spelter and Antimony.

NOVA SCOTIA STEEL CO.

Limited

NEW GLASGOW, N.S.

Manufacturers of

Ferrona Pig Iron

And SIEMENS MARTIN

Open Hearth Steel

A Good Housekeeper

delights in having her stovepipes shine. Are you prepared to supply her with a good Stove Pipe Enamel that will please her so well that she will ask for the same kind next year?

The superior quality of our Household, Bath, Liquid Coach and Cycle Enamels are so well known to the trade, it is needless for us to do any blowing about them further than to remind you that our Imperial Black Stove Pipe Enamel is of the same good quality.

Put up in all sizes. Write for a sample lot or prices, and don't forget to order some Elastilite Varnish to go along with it.

Manufactured only by

The Imperial Varnish & Color Co.
LIMITED
TORONTO, ONT., CANADA.

Window Glass

Window Glass

We are receiving large consignments of Window Glass by the following Steamers, viz :

**Belgian, Mexican,
Boliviana, Cebriana—**

and will be able to fill all orders promptly.

**THE JOHN BOWMAN
HARDWARE & COAL CO.,
LONDON, ONT.**

CORDAGE — The market is firm and manila shows an advance of $\frac{1}{2}$ c. Manila now sells at 14c. per lb. for 7-16 and larger; sisal brings 10 $\frac{1}{2}$ c. and lathyrn, 10 $\frac{1}{2}$ c.

HARVEST TOOLS—Some seasonable lines are in good demand. The discount is 50, 10 and 5 per cent.

SPADES AND SHOVELS—A good trade is being done in this line. The discount is 40 and 5 per cent.

FIREBRICKS—A brisk inquiry is reported this week. We quote: Scotch at \$17.50 to \$22 and English at \$17 to \$21 per 1,000 ex wharf.

CEMENT—The inquiry for cement has been much better lately. We quote: German cement \$2.25 to \$2.40; English, \$2.20 to \$2.35; Belgian, \$1.65 to \$1.95 per bbl. ex wharf, and American, \$2.15 to \$2.30, ex cars.

METALS.

Although there have been some arrivals of sheet metals this week the stringency that has been felt for some months has not yet been relieved on goods having gone into stock. Consequently, prices are well maintained. The closing of the steel strike has put a more normal face on the market.

PIG IRON—The market shows no change. There is probably a little better inquiry for pig iron but the demand is not brisk. We

quote: Summerlee, \$20 to \$20.50 and Canadian pig, \$18 to \$19.

BAR IRON—The market continues firm, with dealers asking \$1.90 for merchants' bar and \$2.15 for horseshoe.

BLACK SHEETS—Goods are very scarce and the demand now is not one that can wait. We quote: 28 gauge, \$2.85 to \$2.95; 26 gauge, \$2.75 to \$2.85; 22 to 24 gauge, \$2.65 to \$2.75, and 8 to 20 gauge, \$2.55 to \$2.65.

GALVANIZED IRON—The market shows little change. We quote as follows: No. 28 Queen's Head, \$4.50; Apollo, 10 $\frac{3}{4}$ oz., \$4.50; Comet, \$4.25, with 25c. extra in less than case lots.

COPPER — The market is steady at 17 $\frac{3}{4}$ to 18c.

INGOT TIN—Lamb and Flag is worth 32 $\frac{1}{2}$ c.

LEAD PIPE—The demand continues brisk. We quote: 7c. for ordinary and 7 $\frac{1}{2}$ c. for composition waste, with 30 per cent. off.

IRON PIPE—The market is still firm under a fairly good demand. We quote: Black pipe, $\frac{1}{4}$, \$2.90 per 100 ft.; $\frac{3}{8}$, \$2.80; $\frac{1}{2}$, \$3; $\frac{3}{4}$, \$3.30; 1-in., \$4.75; 1 $\frac{1}{4}$, \$6.75; 1 $\frac{1}{2}$, \$8.10; 2-in., \$10.80. Galvanized, $\frac{3}{8}$, \$4.20; $\frac{1}{2}$, \$4.75; 1-in., \$6.80; 1 $\frac{1}{4}$, \$9.50; 1 $\frac{1}{2}$, \$11.40; 2-in., \$15.20.

TIN PLATES—Dealers have not yet received nearly enough to fill their orders, and con-

sequently prices remain high. We quote: Coke plates, \$4.50 to \$4.75; charcoal, \$5 to \$5.25.

CANADA PLATE—Full prices have to be paid for spot goods. We quote: 52's, \$2.75 to \$2.80; 60's, \$2.85 to \$2.90; 75's, \$2.85 to \$2.95; full polished, \$3.75, and galvanized, \$4.25 to \$4.50.

STEEL—Unchanged. We quote: Sleigh shoe, \$2; tire, \$2.05; bar, \$2; spring, \$2.75; machinery, \$2.75, and toe-calk, \$2.50.

SHEET STEEL—We quote: Nos. 10 to 20, \$2.50.

TOOL STEEL—Black Diamond, 8c. and Jessop's, 13c.

TERNE PLATES—The market is firm at \$8 to \$8 25.

COIL CHAIN—The demand is fairly good at firm prices. We quote as follows: No. 6, 12 $\frac{1}{2}$ c.; No. 5, 10 $\frac{1}{2}$ c.; No. 4, 10c.; No. 3, 9 $\frac{1}{2}$ c.; $\frac{1}{4}$ -in., 7 $\frac{1}{2}$ c. per lb.; 5-16, \$4.80; 5-16 exact, \$5.25; $\frac{3}{8}$, \$4.25; 7-16, \$4.05; $\frac{1}{2}$, \$3.85; 9-16, \$3.75; $\frac{3}{4}$, \$3.55; $\frac{1}{4}$, \$3.50; $\frac{1}{8}$, \$3.45; 1 in., \$3.40. In carload lots an allowance of 10c. is made.

SHEET ZINC—Is quoted at \$6.

ANTIMONY—Quiet at 10c.

ZINC SPelter—Steady at 5c.

SOLDER—We quote: Bar solder, 18 $\frac{1}{2}$ c.; wire solder, 20c.

PAINTS AND OILS.

Business is fair for this time of the year in paints, colors and varnishes. The linseed oil market is very erratic, but, although the English has scored some advances and the American market is firmer, there are those who predict lower values. It is said that the American Trust has made contracts for October to August delivery of oil at 40c. If this be reliable information it means a slump in the market after the existing scarcity is relieved. We quote :

WHITE LEAD—Best brands, Government standard, \$6.00; No. 1, \$5 62½; No. 2, \$5.25; No. 3, \$4 87½, and No. 4, \$4.50 all f.o.b. Montreal. Terms, 3 per cent. cash or four months.

DRY WHITE LEAD—\$5.25 in casks; kegs, \$5.50.

RED LEAD—Casks, \$5.00; in kegs, \$5.25.

DRY WHITE ZINC—Pure, dry, 6¼c.; No. 1, 5¼c.; in oil, pure, 7¼c.; No. 1, 6¼c.; No. 2, 5¼c.

PUTTY—We quote: Bulk, in barrels, \$1.90 per 100 lb.; bulk, in less quantity, \$2.05; bladders, in barrels, \$2.10; bladders, in 100 or 200 lb. kegs or boxes, \$2.25; in tins, \$2.55 to \$2.65; in less than 100-lb. lots, \$3 f.o.b. Montreal, Ottawa, Toronto, Hamilton, London and Guelph. Maritime Provinces 10c. higher, f.o.b. St. John and Halifax.

LINSEED OIL—Raw, 79c.; boiled, 82c. in 5 to 9 bbls., 1c. less, 10 to 20 bbl. lots, open, net cash, plus 2c. for 4 months. Delivered anywhere in Ontario between Montreal and Oshawa at 2c. per gal. advance and freight allowed.

TURPENTINE—Single bbls., 54c.; 2 to 4 bbls., 53c.; 5 bbls. and over, open terms, the same terms as linseed oil.

MIXED PAINTS—\$1.20 to \$1.45 per gal.

CASTOR OIL—8¾ to 9¼c. in wholesale lots, and ½c. additional for small lots.

SEAL OIL—47½ to 49c.

COD OIL—32½ to 35c.

NAVAL STORES—We quote: Resins, \$2.75 to \$4.50, as to brand; coal tar, \$3.25 to \$3.75; cotton waste, 4½ to 5¼c. for colored, and 6 to 7¼c. for white; oakum, 5½ to 6¼c., and cotton oakum, 10 to 11c.

SCRAP METALS.

The market is quiet and prices are steady. Dealers are now paying the following prices in the country: Heavy copper and wire, 13½ to 4c. per lb.; light copper, 12 to 12½c.; heavy brass, 12 to 12½c.; heavy yellow, 9½ to 10c.; light brass, 6½ to 7c.; lead, 2½ to 2¾c. per lb.; zinc, 2¼ to 2½c.; iron, No. 1 wrought, \$14 to \$15 per gross ton f.o.b. Montreal; stove plate, \$8 to \$9; machinery scrap, \$15; light iron, No. 2, \$4 a ton; malleable and steel,

\$4; rags, country, 60 to 70c. per 100 lb.; old rubbers, 7 to 7½c. per lb.

HIDES.

There has been no change in hides since our last report. The market is steady and firm, while the quality is all that could be desired. We quote: Light hides, 7½c. for No. 1, 6½c. for No. 2, and 5½c. for No. 3; lambskins, 30c.; sheepskins, \$1; calfskins, 9c. for No. 1 and 7c. for No. 2.

ONTARIO MARKETS.

TORONTO, Sept. 20, 1901.

HARDWARE.

THERE is still quite a nice trade being done, although the volume of business is not as brisk as it was a couple of weeks ago. Prices are without any important change, and the general tone of the hardware market is steady. The wire nail trade keeps up well, and quite a quantity of sporting goods is going out. There is a little movement in fence wire, and rather a good trade in hay-baling wire. In such lines as bolts, rivets and screws, trade continues active. Bar iron is still an active feature of trade, and a good business is being done in iron pipe. The demand for stoves and furnaces does not yet show any signs of declining, while the difficulty of getting orders filled is increasing. Enamelled ware and tinware are meeting with a good demand. Horse-shoes and horse nails are quite active. Manila rope is a ¼c. dearer, but there is not much business being done. Skate straps are higher in sympathy with the leather market. Quotations on barn door hinges are rather firmer. Payments are moderate.

BARB WIRE—There is rather a nice movement in barb wire for this time of the year. We quote: \$3.05 per 100 lb. from stock Toronto; and \$2.82½ f.o.b. Cleveland for less than carlots, and \$2.70 for carlots.

GALVANIZED WIRE—The movement is still only light, with prices unchanged. We quote: Nos. 6, 7 and 8, \$3.50 to \$3.85 per 100 lb.; according to quantity; No. 9, \$2.85 to \$3.15; No. 10, \$3.60 to \$3.95; No. 11, \$3.70 to \$4.10; No. 12, \$3 to \$3.30; No. 13, \$3.10 to \$3.40; No. 14, \$4.10 to \$4.50; No. 15, \$4.60 to \$5.05; No. 16, \$4.85 to \$5.35. Nos. 6 to 9 base f.o.b. Cleveland are quoted at \$2.57½ in less than carlots and 12c. less for carlots of 15 tons.

SMOOTH STEEL WIRE—There is a good movement in hay-baling wire, and, while there is not much doing in ordinary oiled and annealed, the movement is fair for this time of the year. The net selling prices are as follows: Nos. 6 to 8, \$2.90;



Our Sheet Metal Fronts

Offer you splendid improvement, at small cost, for any style of building. We make them complete, to suit any sized or shaped structure: the entire metal finish including door and window caps, cornices, etc. in a great variety of styles.

They give a very handsome effect, and enduring, practical satisfaction. We give estimates if you send measurements and outline of the building.

Think it over.

**Metallic Roofing Co.,
Limited,
Wholesale Manufacturers,
Toronto, Canada.**

9, \$2.80; 10, \$2.87; 11, \$2.90; 12, \$2.95; 13, \$3.15; 14, \$3.37; 15, \$3.50; 16, \$3.65. Delivery points, Toronto, Hamilton, London and Montreal, with freights equalized on those points.

WIRE NAILS—Trade keeps up well, although the business is still of a sorting-up nature. The base price is \$2.85 for less than carlots, and \$2.77½ for carlots. Delivery points Toronto, Hamilton, London, Gananoque and Montreal.

CUT NAILS—The volume of business in cut nails continues small. The base price is \$2.55 per keg with 10c. allowance on carlots.

HORSE NAILS—An active business is being experienced in horse nails, although some complaints are heard in regard to prices.

HORSESHOES—Trade in this line is also quite active, and prices are unchanged and firm. We quote f.o.b. Toronto: Iron shoes, No. 2 and larger, light, medium and heavy, \$3.60; snow shoes, \$3.85; light steel shoes, \$3.70; featherweight (all sizes), \$4.95; iron shoes, No. 1 and smaller, light, medium and heavy (all sizes), \$3.85; snow shoes, \$4; light steel shoes, \$3.95; featherweight (all sizes), \$4.95.

SCREWS—Trade in this line keeps brisk, with prices steady and unchanged. Discounts are: Flat head bright, 87½ and 10 per cent.; round head bright, 82½ and 10 per cent.; flat head brass, 80 and 10 per cent.; round head brass, 75 and 10 per cent.; round head bronze, 65 per cent., and flat head bronze at 70 per cent.

RIVETS AND BURRS—Business in this line is much the same as it has been for

some time, and prices are steady and unchanged. We quote: Iron rivets, 60 and 10 per cent.; iron burrs, 55 per cent.; copper rivets and burrs, 25 and 5 per cent.

BOLTS AND NUTS—The demand for bolts is still decidedly active, with the continuance of a scarcity in some sizes. We quote: Carriage bolts (Norway), full square, 65 per cent.; carriage bolts full square, 65 per cent.; common carriage bolts, all sizes, 60 per cent.; machine bolts, all sizes, 60 per cent.; coach screws, 70 per cent.; sleighshoe bolts, 72½ per cent.; blank bolts, 60 per cent.; bolt ends, 62½ per cent.; nuts, square, 4c. off; nuts, hexagon, 4½c. off; tire bolts, 67½ per cent.; stove bolts, 67½; plough bolts, 60 per cent.; stove rods, 6 to 8c.

ROPE—The feature of the rope trade is an advance of a ½c. per lb. in the price of manila rope, the base price now being 14c. Sisal is unchanged at 10½c. per lb.

SPORTING GOODS—An active trade is being done in guns and ammunition, and in sporting goods generally a good business is being experienced.

CUTLERY—The demand for cutlery keeps brisk, there being a good all-round trade.

BUILDING PAPER—A large trade is being experienced in building paper. We quote tarred roofing at \$1.70; building paper at 30c. and tarred paper, 40c.

SPADES AND SHOVELS—Business in this line continues small. Discount 40 and 5 per cent.

HINGES—A good trade has been done in hinges and it is still fair. As jobbers' stocks are becoming reduced they are marking their quotations up in sympathy with the recent advance by the manufacturers. The ruling quotations on barn door hinges are now \$4 for 6 to 10-inch and \$4.25 for 12-inch and larger.

STOVES AND FURNACES—The demand for stoves and furnaces continues active, while stocks in manufacturers' hands are becoming much depleted; so much so, in fact, that it is already impossible to complete orders. This is particularly true in regard to furnaces.

ENAMELLED WARE—The demand is fairly good with prices unchanged.

TINWARE—The demand for such goods as lanterns, stovepipes, elbows, stoveboards, etc., continues active.

SKATE STRAPS—On account of the high cost of leather the manufacturers of skate straps have notified the jobbing trade that prices will be higher this season than last.

CEMENT—The demand is good considering the season and the cold weather. Prices are steady. We quote barrel lots as follows: Canadian portland, first grade, \$2.35 to \$2.75; German, \$3 to \$3.15; English, \$3;

Belgian, \$2.50 to \$2.75; Canadian hydraulic, \$1.25 to \$1.50.

METALS.

The demand for sheet metals continues active and prices are firm. Some of the local jobbers have made further advances in their quotations on galvanized sheets, and the general situation is one of firmness.

PIG IRON—The price of pig iron continues steady but there is not much business being done. The ruling quotations on Canadian iron are \$17 to \$17.50 for No. 2, on track Toronto.

BAR IRON—The demand continues decidedly active, and while no further change has been made in quotations there is some talk of putting prices up to \$2 base. At present the ruling quotation is \$1.90.

STEEL—Although the strike is settled in the United States the price of steel appears to be rather firmer and easier. Locally, the demand for sleigh shoe steel, toe calk steel and cant hook steel is decidedly brisk, and a number of users are anticipating their wants. The conditions last year at this time were quite the opposite in this respect. We quote: Merchantable cast steel, 9 to 15c. per lb.; drill steel, 8 to 10c. per lb.; "B C" and "Black Diamond" tool steel, 10 to 11c.; Jessop's, Morton's and Firth's tool steel, 12½ to 13c.; toe calk steel, \$2.85 to \$3; tire steel, \$2.30 to \$2.50; sleighshoe steel, \$2.10 to \$2.25; reeled machinery steel, \$3; hoop steel, \$3.10.

BOILER TUBES—There is quite a scarcity being experienced in boiler tubes, and quotations are largely based upon the fact as to whether dealers have stock or not.

GALVANIZED SHEETS—The demand for galvanized sheets continues decidedly strong, and some of the jobbers have advanced their prices another 15c., making "Queen's Head" in case lots, \$1.75, with smaller quantities, \$4.90. Most of the dealers, however, are still quoting case lots at \$4.60 and smaller quantities at \$4.75.

BLACK SHEETS—The demand for black sheets continues active. We quote: Common, \$3.15 for 28 gauge and dead flat \$3.50 for 26 gauge.

CANADA PLATES—Business is brisk and stocks light. There is scarcely a house in the country which can be said to have even a fair supply, and houses are trying to borrow from each other or buy outright in their effort to fill orders. Import orders are, so far, coming forward very slowly. We quote all dull, \$2.90; half polished, \$3; and all bright, \$3.50.

TIN—Business is only moderate. The outside markets have ruled rather firmer, although at the time of writing both spot and future tin are lower in London, and the New York market is dull in sympathy. Locally, 31c. is still the idea as to price.

Oakey's

The original and only Genuine Preparation for Cleaning Cutlery. 6d. and 1s. Canisters.

'WELLINGTON' KNIFE POLISH

JOHN OAKEY & SONS, LIMITED

MANUFACTURERS OF

Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England.

Agent:

JOHN FORMAN, 644 Craig Street MONTREAL



COVERT MFG. CO.

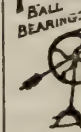
West Troy, N.Y.

Steel Carriage and Wagon Jacks,

Harness Snaps, Chain, Rope and Web Goods, etc.

FOR SALE BY JOBBERS AT MFRS. PRICES.

PRIEST'S CLIPPERS



Largest Variety, Toilet, Hand, Electric Power ARE THE BEST. Highest Quality Grooming and Sheep-Shearing Machines. WE MAKE THEM.

SEND FOR CATALOGUE TO American Shearer Mfg. Co., Nashua, N.H., U.S.A.

The Best Door Closer Is . . .

NEWMAN'S INVINCIBLE FLOOR SPRING

Will close a door silently against any pressure of wind. Has many working advantages over the ordinary spring, and has twice the wear. In use throughout Great Britain and the Colonies. Gives perfect satisfaction. Made only by

W. NEWMAN & SONS, Birmingham.

Oncida Community Goods

HALTERS, COW TIES, SNAPS, etc., etc.,

in all sizes and styles. May be had of all jobbers throughout Canada.

Factory—NIAGARA FALLS, ONT.

MACKENZIE BROS.

HARDWARE

MANUFACTURERS' AGENTS,

Travellers covering Manitoba, Northwest Territories and British Columbia.

WINNIPEG MAN.

CORRESPONDENCE SOLICITED.

THE PULLMAN PNEUMATIC

Combined

Door Check and Spring.



for Screen Doors. Small, Simple, Strong, Perfect and Ornamental. Low in Price.

PULLMAN SASH BALANCE CO., ROCHESTER, N.Y., U.S.A.

TINPLATES—Stocks are still light and shipments arriving are being rapidly picked up. There is no change in prices, nor is there likely to be for some time to come, at any rate, in a downward direction. Nearly all the mills in the United States have opened up as a result of the settlement of the strike. But the scarcity of tinplates over there is still acute.

TINNED SHEETS—Trade is only light. We quote 28 gauge at 8½c.

COPPER—Business in ingot copper is rather smaller than it was a week ago, but prices are unchanged at 17¾c. Business is good in sheet copper at 23 to 25c.

BRASS—A little more business is being done. The discount on rod and sheet is unchanged at 10 per cent.

SOLDER—The demand for solder keeps up well, and there is quite a good turnover. We quote: Half-and-half, guaranteed, 19½c.; ditto, commercial, 19c.; refined, 18½c., and wiping, 17c.

IRON PIPE—The demand for iron pipe continues good. We still quote 1-inch black at \$5.40, and 1 inch galvanized at \$7.95 per 100 ft.

LEAD—A rather better demand is to be reported this week for pig lead. The outside markets are rather dull, and in some instances prices are easy. Locally, there has been no change since last week, the ruling figures being 4 to 4¼c. per lb.

ZINC SPELTER—Trade is quiet and prices as before, viz., 5½ to 6c. per lb.

SHEET ZINC—Trade is fairly active, although the quantities wanted are not large. We still quote cask lots at 6c. and part casks at 6¼c. per lb.

ANTIMONY—Trade is quiet at 10½ to 11c. per lb.

PAINTS AND OILS.

There is a fairly good business doing. Turpentine and linseed oil are quiet; white lead is in fair demand; sundries, particularly putty, are in good demand. The only change in prices is a drop of 1c. in white zinc. Linseed oil is steady. The situation in the United States is about the same as last week. Prices may be forced up or may decline, but the probability seems to be that they will continue at about the present basis. Turpentine continues practically unchanged at the primary markets, and is, consequently, steady here. White and red lead are steady at old figures. We quote as follows:

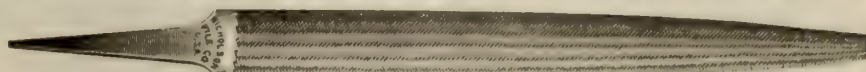
WHITE LEAD—Ex Toronto, pure white lead, \$6.12½; No. 1, \$5.75; No. 2, \$5.37½; No. 3, \$5.00; No. 4, \$4.62½; genuine dry white lead in casks, \$5.12½.

RED LEAD—Genuine, in casks of 560 lb., \$5.25; ditto, in kegs of 100 lb., \$5.50; No.

FILES

7 FACTORIES
10 BRANDS

RASPS



NICHOLSON FILE CO., Providence, R.I., U.S.A.

FOR SALE—(As Good as New.)

RE-LAYING RAILS

1,200 tons 56. rail and fastenings.
120 tons 65. " " "
20 tons 14. " " "

Prompt Deliveries.

Also a Complete Stock of Track Supplies

SESSENWEIN BROS., 101 Shannon Street, MONTREAL.

1, in casks of 560 lb., \$4.50; ditto, kegs of 100 lb., \$4.75.

LITHARGE—Genuine, 6¼ to 6½c.

ORANGE MINERAL—Genuine, 7½ to 8c.

WHITE ZINC—Genuine, French V.M., in casks, \$6 to \$6.25; Lehigh, in casks, \$6.

PARIS WHITE—90c. to \$1 per 100 lb.

WHITING—65c. per 100 lb.; Gilders' whiting, 80c.

GUM SHELLAC—In cases, 22c.; in less than cases, 25c.

PUTTY—Bladders, in bbls., \$2.10; bladders, in 100 lb. kegs, \$2.25; bulk in bbls., \$1.90; bulk, less than bbls. and up to 100 lb., \$2.05; bladders, bulk or tins, less than 100 lb., \$2.90.

PLASTER PARIS—New Brunswick, \$1.90 per bbl.

PUMICE STONE—Powdered, \$2.50 per cwt. in bbls., and 4 to 5c. per lb. in less quantity; lump, 10c. in small lots, and 8c. in bbls.

LIQUID PAINTS—Pure, \$1.20 to \$1.30 per gal.

CASTOR OIL—English, in cases, 9½ to 10c. per lb. and 10 to 10½c. for single tins.

LINSEED OIL—Raw, 1 to 4 barrels, 81c.; boiled, 84c.; 5 to 9 barrels, raw, 80c.; boiled, 83c., delivered. To Toronto, Hamilton and London, 2c. less.

TURPENTINE—Single barrels, 55c.; 2 to 4 barrels, 54c., delivered. Toronto, Hamilton and London 1c. less. For less quantities than barrels, 5c. per gallon extra will be added, and for 5-gallon packages, 50c., and 10-gallon packages, 80c. will be charged.

GLASS.

There is an excellent demand for both window and plate glass, but there is still a scarcity of the leading lines, notably, 14x10 in., 14x12 in. and 28x14 in. It is hoped by some dealers, however, that this shortage will be relieved before the end of the year. We quote: Under 26 in., \$4.15; 26 to 40 in., \$4.45; 41 to 50 in., \$4.85; 51 to 60 in., \$5.15; 61 to 70 in., \$5.50; double diamond, under 26 in., \$6; 26 to 40 in., \$6.65; 41 to 50 in., \$7.50; 51 to 60 in., \$8.50; 61 to 70 in., \$9.50, Toronto,

Hamilton and London. Terms, 4 months or 3 per cent. 30 days.

OLD MATERIAL.

There is not much doing. Prices are without change. We now quote jobbers' prices as follows: Agricultural scrap, 60c. per cwt.; machinery cast, 60c. per cwt.; stove cast, 40c.; No. 1 wrought 50c. per 100 lb.; new light scrap copper, 12c. per lb.; bottoms, 11c.; heavy copper, 13c.; coil wire scrap, 12½c.; light brass, 7c.; heavy yellow brass, 10c. heavy red brass, 10½c.; scrap lead, 2½c.; zinc, 2c.; scrap rubber, 6½c.; good country mixed rags, 65 to 75c.; clean dry bones, 40 to 50c. per 100 lb.

HIDES, SKINS AND WOOL.

HIDES—The market is active, showing an advance of ¼c. for all green hides. We quote: Cowhides, No. 1, 8c.; No. 2, 7c.; No. 3, 6c. Steerhides are worth 1c. more. Cured hides are quoted at 8½ to 9c.

SKINS—Lambskins and pelts are 10c. higher. The market is active. We quote: No. 1 veal, 8 lb. and up, 9c. per lb.; No. 2, 8c.; dekins, from 55 to 60c.; culls, 20 to 25c.; lambs and pelts, 50c.

WOOL—The market is decidedly dull. Our quotations are: Combing fleece, washed, 12 to 12½c., and unwashed, 7½ to 8c.

PETROLEUM.

There is no change in prices. The demand continues to improve. We quote: Pratt's Astral 16½ to 17c. in bulk (barrels, \$1 extra); American water white, 17 to 17½c. in barrels; Photogene, 16 to 16½c.; Sarnia water white, 15½ to 16c. in barrels; Sarnia prime white, 14½ to 15c. in barrels.

COAL.

A good movement is noted. Prices are unchanged. We quote at international bridges: Grate, \$4.75 per gross ton; egg, stove and nut, \$5 per gross ton.

MARKET NOTES.

Manila rope is ¼c. dearer.

Skate straps will be higher this season.

Some of the dealers have further advanced their prices on galvanized sheets.

Rice Lewis & Son, Limited, report a large demand for flags and bunting on account of the visit of the Duke and Duchess of Cornwall to Canada. Rice Lewis & Son make a specialty of flags and bunting.

A WATCHFUL CLERK.

Editor **HARDWARE AND METAL** — The article, "A Montreal Man in Switzerland," which appeared in your issue of September 7, begins with a remark which the author says was made by Queen Elizabeth. Now, for the sake of the high standing of your paper would it not be well to correct this error? It was Queen Mary, not Queen Bess, who lost Calais, England's last French possession, and it is also to the "bloody monarch" that the famous remark quoted is attributed.

A CAPTIOUS CLERK.

Toronto, September 12.

NEW BRAND OF MANILA ROPE.

The Consumers Cordage Co., Limited, are putting a brand of manila rope on the market, which will be known as "British Hemp Rope." They guarantee that it will

be manufactured from pure manila hemp, and will be equal in every respect to the manila rope now being sold by English, Scotch or Irish manufacturers.

PERSONAL MENTION.

Mr. A. H. Reay, Montreal, has been appointed Quebec agent for E. H. Thomas Co., Limited, Norwich, Ont., manufacturers of woodenware, brooms, brushes, etc.

EARLY CLOSING AND TRADING STAMPS.

The by-law amending the Toronto early-closing by-law and the proposed trading-stamp by-law in the same city, both of which were to come up for their second reading at the meeting of the City Council on Monday, were not touched at that meeting because of the stress of other business. The Council sat from 4 p.m. till 8 p.m., without an adjournment for lunch, and so

many members then left the room that an adjournment was compelled by the lack of a quorum. Both by-laws will probably come up on Monday next.

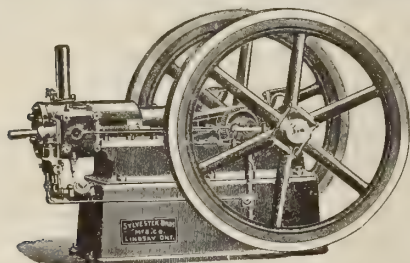
INQUIRIES REGARDING CANADIAN TRADE.

The following were among the recent inquiries relating to Canadian trade received at the High Commissioner's Office in London, Eng.:

1. An Antwerp importer asks for names of British Columbian packers of canned salmon.
2. The agency for one or two large packers in Canada of canned goods is required by a London firm who are prepared to push the sale of these goods.
3. The engineer and surveyor of an important district in London makes inquiry respecting the suitability of Canadian woods for paving purposes.

[The names of the firms making the above inquiries, can be obtained on application to the editor of **HARDWARE AND METAL**]

« THE »
SYLVESTER Gas and Gasoline ENGINES



are, beyond doubt, the most complete and economical engines on the market. They are compact and perfectly under control, easily managed, get up speed immediately, thoroughly reliable, and, where intermittent power is required, they are just the thing.

They are built in sizes from 1 to 20 horse power, upright and horizontal, for pleasure yachts, boats, shops, farm work, and any purpose where light power is required.

Tell us to what use you want to put the engine and what power you require, and we will name you prices.

THE SYLVESTER BROS. MFG. CO.,
LINDSAY, ONT.

THE OAKVILLE
BASKET CO.,



Manufacturers of

1, 2, 3 Bushel

Grain

AND

Root

BASKETS

THE OAKVILLE
BASKET CO.

CONDENSED OR "WANT" ADVERTISEMENTS.

Advertisements under this heading, 2c. a word each insertion; cash in advance. Letters, figures, and abbreviations each count as one word in estimating cost.

WANTED.

WANTED to purchase, a Hardware Stock and trade. Address P.O. Box 45, Aylmer East, Que. (38)

ADVERTISING in WESTERN CANADA

will be Carefully Efficiently, and Promptly attended to, by

The Roberts Advertising Agency,
WINNIPEG CANADA.



SEALED TENDERS addressed to the undersigned and endorsed "Tender for Heating Apparatus, Paris Ont.," will be received at this office until Tuesday, 1st October, inclusively, for supplying and placing in position of a heating apparatus at the Public Building, Paris, Ont., according to plans and specification to be seen at the Department of Public Works, Ottawa, and at the office of Duncan Mackay, clerk of works, Paris, Ont.

Tenders will not be considered unless made on the form supplied, and signed with the actual signatures of tenderers,

An accepted cheque on a chartered bank, payable to the order of the Minister of Public Works, equal to ten per cent (10 p.c.) of the amount of tender, must accompany each tender. The cheque will be forfeited if the party decline the contract or fail to complete the work contracted for, and will be returned in case of non-acceptance of tender.

The Department does not bind itself to accept the lowest or any tender. By order,

FRED. GELINAS, Secretary.

Department of Public Works,
Ottawa, 14th Sept., 1901.

Newspapers inserting this advertisement without authority from the Department, will not be paid for it. (39)

PERSONS addressing advertisers will kindly mention having seen their advertisement in **Canadian Hardware and Metal Merchant.**

ASSIGNEE'S SALE OF A HARDWARE STOCK IN OSHAWA.

PURSUANT to directions given at a meeting of the creditors of Lander Bros., insolvents, and with the concurrence of the chattel mortgage, the whole of the Stock in Trade, Shop Furniture and Tinsmiths' Tools of said insolvents, and also their Book Debts, are now offered for sale by sealed written tenders to be addressed to the undersigned at Oshawa, Ontario, and to be in his hands before 11 o'clock a.m. of Monday, 30th September, 1901, and to be marked "Tenders" on the outside of the envelope.

The Hardware Stock in Trade and Tinsmiths' Tools are to be sold en bloc in one lot, at a rate on the dollar of the valuation, \$6,500.00, shown in the stock lists.

The Book Accounts are to be sold as a separate lot en bloc, at a rate on the dollar of the face value, \$1,500.00, as the same appears in a list in my hands prepared from the books of accounts of said insolvents.

A marked cheque in my favor for one hundred dollars, must accompany every tender for the stock, and if such tender be accepted the cheque will be credited on purchase, and if rejected the cheque will be returned to the sender. The tenders will be opened in the presence of the Inspectors of the Estate, at the hour above mentioned, and the highest bidder in each case who complies with the conditions of sale will be declared the purchaser.

Further terms and conditions of sale may be ascertained on application to the undersigned, or L. K. Murton, Barrister, Oshawa, his solicitor. The Stock Lists and Book Accounts are open to inspection at the late place of business of said insolvents, King Street, Oshawa.

Dated 18th Sept., 1901. T. H. EVERSON.

Buy the Best.



HERCULES

Sash Cord.

Star Brand Cotton Rope
Star Brand Cotton Clothes Lines
Star Brand Cotton Twine

For Sale by all Wholesale Dealers

PORTLAND CEMENTS

Best German, Belgian and English Brands.

Fire Bricks, Fire Clay,
Flue Linings,
Drain Pipes,
Calcined Plaster,
Granite Hard Wall Plaster,
Wheelbarrows,
Mortar Stains.

A full stock of Builders' and Contractors' Supplies. Write for Quotations.

W. McNally & Co.,
MONTREAL.

DAVID PHILIP

MANUFACTURERS' AGENT

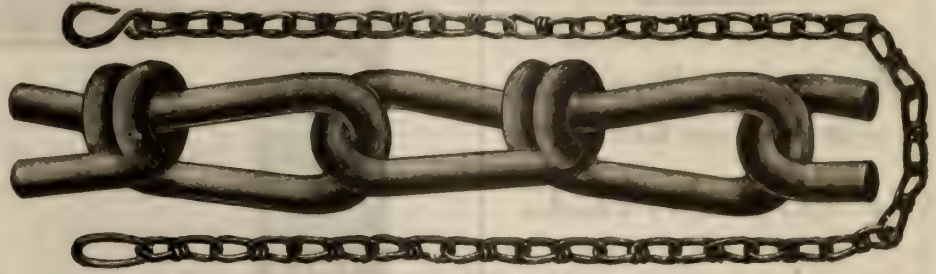
362½ Main St., - WINNIPEG.

Correspondence invited from manufacturers of Staple or Heavy Hardware, Iron or Steel Bolts and Nuts, etc., either by carrying stock in Winnipeg or by selling direct from factory.

GOOD REFERENCES.

IMPROVED STEEL WIRE TRACE CHAINS.

Every chain guaranteed. Most profitable and satisfactory chain to handle.



Improved Quality and Cheaper Prices for 1901

THE B. GREENING WIRE CO., LIMITED
HAMILTON, ONT., AND MONTREAL, QUE.

The words "**DUNDAS AXE**" are stamped on our hand made "Crown Jewel" and "Perfect Jewel" Axes. Knowing the quality of these Axes, we want every one to know who made them. They will hold an edge that will cut their way to success.

DUNDAS AXE WORKS
Dundas. Ont.

Montreal Agent: W. L. Haldimand, Jr.

The Robin Hood Powder Company

If you want the best Trap or Game load in the world, buy "Robin Hood Smokeless," in "Robin Hood" Shells. It is quick, safe, and reliable. Try it for pattern and penetration from forty to seventy yards against any powder on the market. We make the powder, we make the shells, and we load them. Write for our booklet, "Powder Facts."

The Robin Hood Powder Company

SWANTON, VT

The Toronto Silver Plate Co.

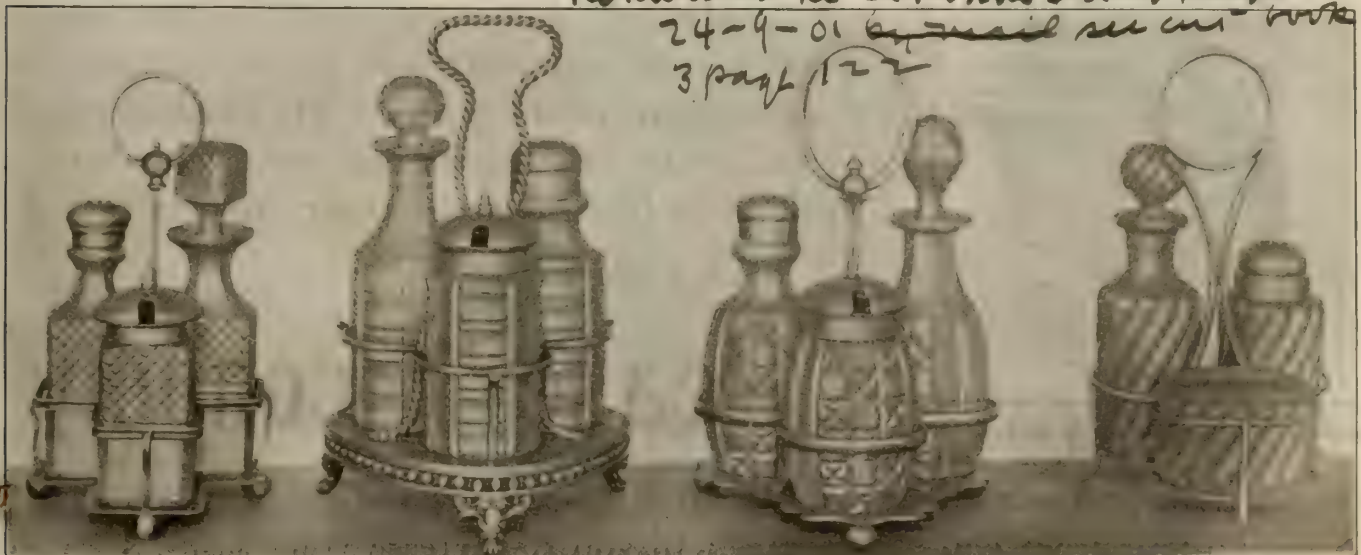
Silversmiths and Manufacturers of
ELECTRO SILVER PLATE.

Limited.

NOT IN THE TRUST OR MEMBERS OF ANY SILVERWARE ASSOCIATION OR COMBINE.

Returned to Toronto Silver Plate Co.

*24-9-01 by mail see our book
3 page 122*



New goods in every line of our manufacture at popular prices. Write for Catalogues. Do not place your orders until our traveller has called on you, or you have received our Catalogue.

Factories and Salesrooms, King St. West, Toronto, Canada.

E. G. GOODERHAM, Managing Director.

Business Chance

The best established Hardware Business In Windsor and Walkerville **FOR SALE**

The stocks will amount to about \$25,000 and are in first-class condition. Reasons for disposing of business:—Mr. Christie having acquired an interest in a wholesale business in Winnipeg, Mr. Morton wishes to retire.

Sealed tenders will be received for the above up to Oct. 1st.

Stock and Inventory can be seen at any time after Sept. 15th. No tender necessarily accepted.

MORTON & CHRISTIE,
Windsor and Walkerville.

BRITISH BUSINESS CHANCES.

Firms desirous of getting into communication with British manufacturers or merchants, or who wish to buy British goods on the best possible terms, or who are willing to become agents for British manufacturers, are invited to send particulars of their requirements for

FREE INSERTION

in "Commercial Intelligence," to the Editor 'SELL'S COMMERCIAL INTELLIGENCE,' 168 Fleet Street, London, England.

"Commercial Intelligence" circulates all over the United Kingdom amongst the best firms. Firms communicating should give reference as to bona fides.

N.B.—A free specimen copy will be sent on receipt of a post card.

SKY LIGHT

SIDING

CEILING

WINDOW CAP

FINIAL

THE SAFE LOCK SHINGLE

Do you solicit orders for metal building goods, or do you let this business (which properly belongs to you) go through other hands?

We can help you to control this trade in your locality.
Write us if you desire our services.
Have you examined our Metal Pump?
Have you tried our improved Trough and Conductor?
Have you our Catalogue on file?

BABY SHINGLE

CORNICE

SIDING

CEILING

O.K. THIMBLE

METAL PUMP

METAL SHINGLE & SIDING CO. LIMITED PRESTON, ONT.

Watch our ad. in next issue, or write to us for particulars on our patented

Automatic Door Strip and Weather Strip

Specially adapted for cold climates and takes the place of the inner window.

HELMS & HELMS, 148-50 Willow St.
PHILADELPHIA.

JONES BROS. Manufacturers of

STOVE BRICKS, OPEN GRATE BACKS,

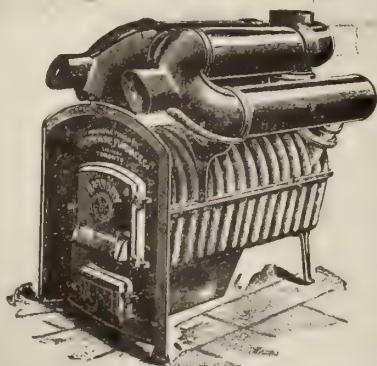
"Maple Leaf" Brand.

Furnace Bricks and Range Bricks

Estimates furnished on application.

Bracondale P.O., Ont.

WE HAVE WHAT YOU WANT



EVERY progressive merchant who handles Heating Apparatus should select the line that is most complete and is sure to meet every requirement of the trade. He needs the exclusive agency for Heaters that are everywhere admitted to be first class in every respect.

Such a line is the

Pease "Economy"

If we are not already represented in your town we will be glad to hear from you. We can help you to increase your business.

J. F. PEASE FURNACE CO., Limited, TORONTO

New Officers of the Maritime Board of Trade



W. A. Black, President, Halifax, N.S.

Mr. Black is a member of the well-known firm of Pickford & Black, whose steamers run regularly between Canada and the West Indies. He was one time a member of the Nova Scotia Legislature.



Charles M. Creed, Secretary.

Mr. Creed has for a number of years been secretary of the Halifax Board of Trade, and he has, during the seven years of the Maritime Board of Trade's existence, been thrice elected its secretary.



W. S. Fisher, St. John, Vice-President for N.B.

Mr. Fisher is a member of the firm of Emerson & Fisher, wholesale hardware, St. John, and of the Enterprise Stove Co., Sackville. He is financially interested in other industries besides, and is president of the New Brunswick Tourist Association.



G. D. Longworth, Vice-President for P.E.I.

Mr. Longworth is senior member of the firm of G. D. Longworth & Co., lobster packers, Charlottetown, P.E.I.

Elected at the Annual Meeting in Chatham, N.B., August 22 and 23.

HEATING AND PLUMBING

THE RECEPTION ILLUMINATIONS.

THE illuminations of the principal cities of Canada which are to be visited by the Duke and Duchess of York means a lot of work to the larger concerns engaged in electric wiring.

"How many electric lights do you think will be used in Toronto"? was asked by a representative of "Hardware and Metal."

"In the neighborhood of 40,000, or about as many as are used at the Pan-American Exposition" was the reply.

"What are the principal buildings to be illuminated"?

"The city hall and the Foresters' building will probably be the most conspicuous; but we have the contract to make the post office, the Customs house, and the Inland Revenue buildings well worth seeing. Several of the banks and of the large corporations, and many of the stores will be illuminated by electricity. The Consumers' Gas Company will probably have a big design in front of their building, but they will use gas.

"When King Edward VII. visited Toronto as Prince of Wales, nearly all the illuminations were of gas. We have in our stock-room many designs, including the Prince of Wales' feathers, the Imperial crown and arms, etc., as well as barrels of gas-jet cups, which were used on that occasion. We bought these, with other stock from John Ritchie & Sons, years ago, but if gas were the favorite illuminant we might have a demand for them now."

"Was any gas used at Montreal"?

"Very little; I was in Montreal on business on Wednesday, so saw the illuminations at their best. There were fully as many electric lamps as I have predicted will be used in Toronto, and the effect was fine. The most brilliantly lighted buildings were the Bank of Montreal, The Star building, and the C.P.R. and the G.T.R. offices. One design, an Imperial crown, was 32 feet high. Toronto will be brilliant if Montreal is surpassed."

BUILDING PERMITS ISSUED.

Building permits have been issued in Toronto to C. K. Rogers, for \$1,600 alterations to a hotel at 60 York street; to T. Eaton & Co., Limited, for a fifth storey to their store at corner of James and Albert streets; to G. W. Beardmore, for \$2,500 alterations to 136 Beverley street; to G. C. Watson, for hall on Broadview avenue, near Paul street; to James M. Purvis, for a \$5,000 warehouse

on the west side of the Don river, near Eastern avenue; to Clemes Bros., for \$2,300 alterations to warehouse, corner of Church and King streets; to the Macpherson estate, for \$2,000 dwelling, near Yonge street on Crescent road; to R. E. Gibson, for \$2,000 alterations to 723 and 725 Yonge street; to M. H. MacLeod, for \$3,000 dwelling at 36 Leopold street; to Miss M. I. Allan, for \$2,500 additions to 5 Dale avenue; to B. O. Furey, for \$1,200 dwelling north of Queen street, on Brooklyn avenue; to Mrs. S. Saunders, for alterations to 50 Harbord street.

PLUMBING AND HEATING CONTRACTS.

Purdy, Mansell & Co., Toronto, have the contract for plumbing and heating in a new hotel in Smith's Falls; in the Massey Memorial Hall, Guelph; in a house on St. George street, for G. H. Hees, Toronto; in the Cobourg Collegiate Institute; and for remodelling the plumbing of a residence for Robert Darling, Rosedale, Toronto.

SOME BUILDING NOTES.

C. W. Challand is erecting a house near Marburg, Ont.

Dr. Mason intends to build a residence in Toronto Junction.

A business block will be erected near Henry avenue, on Main street, Winnipeg.

Thomson & Mills intend erecting a three-storey brick hotel in Hamiota, Man.

The Wilkinson Plough Co., Toronto Junction, intend building an addition to their factory.

The German Evangelical Association are building a church at the corner of Alexander and Stanley streets.

The corner stone of the new St. John's church, Crapaud, P.E.I., of which Rev. C. R. Cummings is rector, was laid last week.

The new Columbus Club building, on Maria street, Ottawa, which is now being built, is to cost about \$16,000. It will be furnished in an up-to-date style.

WANT MORE PLUMBING INSPECTORS.

The Executive of the Dominion Trades' and Labor Congress has passed a resolution urging the Provincial Legislatures to amend the Health Act, so as to compel municipalities which have waterworks and sewerage systems to appoint competent plumbing inspectors. It will be remem-

bered that several years ago the Provincial Board of Health recommended that a Provincial plumbing by-law be passed to go into force where a municipal by-law of as high a standard was not in force. This was defeated in the Legislature, but it is generally conceded that it would have been an excellent law.

PLUMBING AND HEATING NOTES.

Garipey & Co., contractors, Montreal, have dissolved.

The Canfield Natural Gas Company, Limited, Canfield, Ont., has been incorporated.

The Three Rivers Gas, Heat & Power Co., Three Rivers, Que., have been incorporated.

Mrs. Ernest Chapman has registered under the style of S. Cannon & Co., contractors, Montreal.

A CANDLE TOO NEAR GASOLINE.

Owing to an apprentice of Bates & Robinson allowing a lighted candle to come too close to a quantity of gasoline, an explosion was caused, which resulted in a small fire. The boy had his hands badly burned trying to put out the fire, which was, however, put out before serious damage was done to either stock or premises.

HOW TO TEMPER AND COLOR.

"IN tempering a tap I have found the following method to come out right every time, and can therefore confidently recommend it," says a worker in metals:

"After the tap has been cut and finished ready for hardening, take it in a pair of tongs and heat it to a blood-red heat over a charcoal fire or a blue flame of a Bunsen burner or blowpipe, meanwhile turning it around so that one point does not get heated before another. Have ready a pail of clean, cold water into which a handful of common salt has been put. With a stick stir up the water in the pail so that a whirlpool is set up. Then plunge the tap point first and vertically into the vortex of the whirlpool until cool. The burning of the tap during heating, as well as the turning of the water around the tap during quenching, prevents any distortion.

"In tempering, the temper of the tap requires to be drawn to a light straw color, and this is done as follows: Get a piece of cast-iron tube about 3 in. in diameter

THE EDINBURGH ROPERIE & SAILCLOTH CO., LIMITED

LEITH, SCOTLAND

Manufacturers of

Cordage of all kinds, Flax Sail-cloths, Tarpaulins and Water-Proof Cloths, Sewing Twines, Fishing Twines, Fishing Lines, Tying Twines, Etc., Etc.

Represented by

DAVID INGLIS, 9 St. Peter St.,
MONTREAL
Phone Main 4359.

THE PAINT THAT STANDS



on a house is the paint that people want—it may be made of mud or of gold dust. People are looking for paint that goes on easy, that is true in color, that retains its brilliancy, that stands up against the weather and puts off longest the necessity for repainting.

RAMSAYS PAINTS

are made on that principle, made also to sell at a fair profit. They are pure paints, made as paints should be made and none better. They will bring you business in your paint trade, and that means dollars. We will help you advertise them, and so will the paints.

A. Ramsay & Son

THE PAINTMAKERS,

Est'd. 1842

MONTREAL

ONTARIO SILVER CO.,

Limited,

NIAGARA FALLS, CANADA.

Manufacturers of FLATWARE, CUTLERY and ELECTRO PLATE. . . .

Ask for our Catalogue and Quotations.



Ontario Nut Works, Paris
BROWN & CO.

Manufacturers of

All sizes of Hot Pressed Nuts, Square and Hexagon.

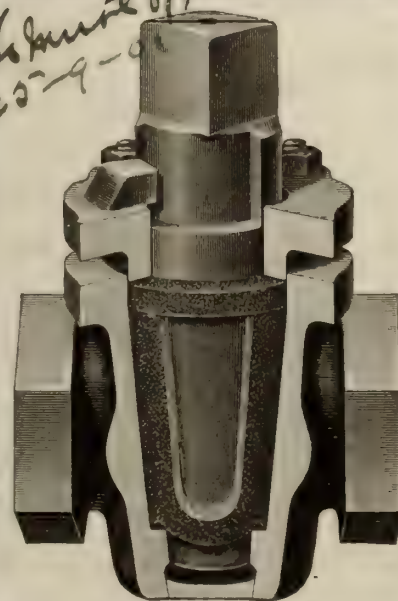


LOW TANK
WATER CLOSET
COMBINATIONS
THE MOST PER-
FECT ON THE
MARKET
NOISELESS IN
ACTION
BEAUTIFUL
DESIGNS.

Write for Catalogue.
The James Morrison
Brass Mfg. Co.
Limited
TORONTO, ONT.

FAIRBANKS ASBESTOS PACKED COCK

The Cocks are well-known and extensively used throughout the States and Canada.



This is a "Tight Stop"—
We will send printed matter and prices—
Write us.

The Fairbanks Company,

749 Craig St.,
MONTREAL

and heat it to a dull-red heat for about 4 in. of its length. Then hold the tap with the tongs up the centre of the tube, meanwhile turning the tap around until the straw color appears all over it. Then dip the tap in water, when it will be found perfectly hard. The depth of the straw color, whether light or dark straw, will be determined by the nature of the cast steel being used, and will be gained from experience of the steel."—Bicycling World.

A WORD TO THE FURNACEMAN.

BY M. L. PERSON.

THE time is rapidly coming when the rush for installing and repairing furnaces will begin. The habit of delay in arranging for such work is a bad feature of the business. It is not necessarily the fault of the contractors, although they are often to blame for not going after the work at an earlier date, but is directly traceable to the owners of the buildings where the work is to be done, who possibly object to paying for work until it is needed. As a consequence of this delay, work is often rushed through in a hurry and so does not receive the care which is necessary to a complete and satisfactory job. It is a mistake for any contractor to suppose that he can slight his work and yet accomplish good results. Careful installation and piping are just as necessary in order that the furnace may give satisfaction as a study of the scientific principles of heating and their application to the construction of the furnace itself. The modern furnace is the result of careful research and skilled workmanship and as the representative of the manufacturer whose name it bears it deserves and should receive the best treatment at the hands of the contractor that he is capable of giving it. There is also a selfish view to be taken of the case. The contractor who hurries through his work, who does not complete it so that the best results are obtained, receives a reputation for not attending to his business properly, and this is hardly an advertisement which any contractor can afford to have in circulation. I have found out by experience that a job which is well done, even if it takes considerable time, pays me better in the end than if I had hurried through it in order to save a few hours to give to other work. The people for whom I did the work were satisfied with it and said so, giving me references to which I could refer others when I was looking for other work, and this has helped me very often when business was slack. And there's another thing. I always make it a point to look for work and not wait for work to come to me. In the summer is the best time to hunt for it. Then one has the chance to do the

work without crowding it, and if he takes a little bit more time than usual he will have the satisfaction of knowing that he has done the best he could and is entitled to receive the credit. Don't slight your work, because it doesn't pay!

WOOD THAT WON'T BURN.

An interesting experiment took place on the Champ de Mars, Montreal, last Thursday, to show the incombustible nature of the wood treated by the process of the Electric Fireproofing Company of Canada. Two small cabins were sprinkled with coal oil and a torch applied. The one which was not treated was rapidly consumed, but the other never caught fire, coming out of the ordeal merely somewhat charred. Every one that was present was quite convinced that the test showed the absolute efficacy of this treatment of the wood. It is said that the process enhances the price of wood by about 40 per cent., a mere bagatelle, considering the utility.

NOW MAKING GASOLINE ENGINES.

The Sylvester Bros. Mnfg. Co., Lindsay, Ont., who have for years enjoyed an enviable reputation as manufacturers of practically every kind of implement used for putting in, tending to, or taking off a farm crop of any kind, are now manufacturing gasoline engines. Believing that this style of engine is destined to come into general use where cheap, intermittent power

is required, and desiring that their trade in this line shall possess the same permanency and steady growth as has been the case with their agricultural implements, this firm are making an exceptionally good engine, one that is not only lasting in its strength but economical in its working. They are building marine, stationary and portable engines; electric spark, hot tube or both, and in all sizes from one to 20 horse power. When fitted with electric spark they are absolutely free from danger of setting fire to any material (no matter how combustible), which may surround them.

As this is a new line with them the Sylvester Bros. Mnfg. Co. invite correspondence, offering to supply full, detailed information regarding their engines to any of the trade.

A TIME-SAVING GEAR SYSTEM.

The Hub, the leading monthly carriage journal of New York, has the following with reference to one of our leading Canadian manufacturers: "The Canada Paint Company, of Montreal and Toronto, manufacture high-grade colors and varnishes for carriage painting. They have perfected a time-saving gear system by which they claim there is not only economy in material and time, but extreme durability as well. This system has been tried most thoroughly and the proprietors claim that it has more than met their expectations."

American Sheet Steel Company

Battery Park Building
New York

Manufacturers of all varieties of
Iron and Steel Sheets
Black and Galvanized
Plain and Painted
Flat, Corrugated and
"V" Crimped

Apollo Best Bloom Galvanized
W. Dewees Wood Company's
Patent Planished Iron
W. Dewees Wood Company's
Refined Smooth Sheets
Wellsville Polished Steel Sheets

Representatives for Canada
B. & S. H. Thompson & Company
26 St. Sulpice Street
Montreal

"MIDLAND" BRAND

Foundry Pig Iron.

Made from carefully selected Lake Superior ores, with Connellsville Coke as fuel, "Midland" will rival in quality and grading the very best of the imported brands.

Write for Prices to Sales Agents:

Drummond, McCall & Co.
or to **MONTREAL, QUE.**
Canada Iron Furnace Co.
MIDLAND, ONT. Limited

"The Peerless"

is the best Bolster Spring ever produced. A fine line for the hardware trade. Write Us For Prices.



James Warnock & Co. = Galt, Ont.

CURRENT MARKET QUOTATIONS.

September 20, 1901.

These prices are for such quantities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list as the desire is to make it perfectly accurate.

METALS.

Tin.

Lamb and Flag and Straits—
56 and 28 lb. ingots, per lb. 0 31

Tinplates.

Charcoal Plates—Bright
M.L.S., equal to Bradley. Per box
I.O., usual sizes. \$6 75
I.X. 8 25
I.X.X., " 9 75
Famous—
I.O. 6 75
I.X. 8 25
I.X.X. 9 75
Raven & Vulture Grades—
I.O., usual sizes. 5 00
I.X. 6 00
I.X.X. 7 00
I.X.X.X. 8 00
D.C., 12½x17 4 50
D.X. 5 25
D.X.X. 6 00

Coke Plates—Bright

Bessemer Steel—
I.O., usual sizes. 4 75
I.O., special sizes, base. 5 00
20 x 28. 9 50

Charcoal Plates—Terne
Dean or J. G. Grade—
I.O., 20x28, 112 sheets. 9 00
I.X., Terne Tin 11 00
Charcoal Tin Boiler Plates.

Cookley Grade—
X.X., 14x56, 50 sheet box }
" 14x60, " }
" 14x65, " } Per lb. 0 06½

Tinned Sheets
72x30 up to 24 gauge. 0 07½
" 26 " 0 08
" 28 " 0 08½

Iron and Steel.

Common Bar, per 100 lbs. 1 35
Refined " 2 40
Horse Shoe Iron 2 40
Hoop steel, 1½ to 3 in. base, 3 10
Sleigh Shoe Steel " base 2 10
Tire Steel. 2 30
Reeled Machinery 3 00
Toe Calk Steel 2 85
T. Firth & Co.'s tool steel, per lb. 0 12½
Jasson's tool steel 0 12½
Morton's tool steel 0 12½
Black Diamond and "B.C."
tool steel, per lb. 0 10
Drill Steel, per lb. 0 18

Boiler Tubes.

1½ inch. 0 12½
2 " 0 13
3 " 0 16
3½ " 0 20
4 " 0 25

Steel Boiler Plate.

½ inch. 2 50
3-16 inch. 2 60
¾ inch and thicker. 2 50

Black Sheets.

18 gauge. Com. D.F. 2 85
20 " 2 85
22 to 24 " 3 25
26 " 3 05
28 " 3 15

Canada Plates.

All dull, 52 sheets. 2 90
Half polished. 3 00
All bright. 3 50

Black pipe—

1 inch. 4 65
1½ " 3 40
2 " 3 45
2½ " 3 70
3 " 3 85
3½ " 5 40
4 " 7 70
4½ " 9 10
5 " 12 50
5½ " 22 75
6 " 30 00
6½ " 37 50
7 " 42 75
7½ " 51 50
8 " 57 50
8½ " 74 50

Iron Pipe.

1 inch. 4 65
1½ " 3 40
2 " 3 45
2½ " 3 70
3 " 3 85
3½ " 5 40
4 " 7 70
4½ " 9 10
5 " 12 50
5½ " 22 75
6 " 30 00
6½ " 37 50
7 " 42 75
7½ " 51 50
8 " 57 50
8½ " 74 50

Galvanized pipe—

1 inch. 5 15
1½ " 5 50
2 " 7 95
2½ " 10 80
3 " 12 95
3½ " 17 35

Galvanized Sheets.

16 gauge. G.C. Comet. Amer. Head. 4 15
18 to 24 gauge 4 15 3 85 4 15
26 " 4 35 4 10 4 35
28 " 4 60 4 35 4 60

Less than case lots 10 to 15c. extra.
28 gauge American equals 26 gauge English.

Chain.

Proof Coil, 3-16 in., per 100 lb. 7 85
" 5-16 " " 8 10
" 7-16 " " 9 25
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STEEL, PEECH & TOZER, Limited

Phoenix Special Steel Works. The Ickles, near Sheffield, England.

Manufacturers of

Axles and Forgings of all descriptions, Billets and Springs, Steel, Tyre, Sleigh Shoe and Machinery Steel.

Sole Agents for Canada.

JAMES HUTTON & CO., - MONTREAL

HARDWARE. Ammunition.

Cartridges.
E. B. Caps, Dom. 50 and 5 per cent.
Rim Fire Pistol, dis. 40 p.c., Amer.
Rim Fire Cartridges, Dom. 50 and 5 p.c.
Central Fire Pistol and Rifle, 10 p.c. Amer.
Central Fire Cartridges, pistol sizes, Dom.
30 per cent.
Central Fire Cartridges, Sporting and Military,
Dom. 15 and 5 per cent.
Central Fire, Military and Sporting, Amer.
add 5 p.c. to list. B.B. Caps, discount 40
per cent. Amer.
Loaded and empty Shells, "Trap" and
"Dominion" grades, 25 per cent. Rival
and Nitro, 10 p.c. advance on list.
Brass Shot Shells, 55 per cent.
Primers, Dom., 30 per cent.

Wads per lb.
Best thick white felt wadding, in ¾-lb
bags..... 1 00
Best thick brown or grey felt wads, in
¾-lb. bags..... 70
Best thick white card wads, in boxes
of 500 each, 12 and smaller gauges..... 0 99
Best thick white card wads, in boxes
of 500 each, 10 gauge..... 0 35
Best thick white card wads, in boxes
of 500 each, 8 gauge..... 0 55
Thin card wads, in boxes of 1,000
each, 12 and smaller gauges..... 0 20
Thin card wads, in boxes of 1,000
each, 10 gauge..... 0 25
Thin card wads in boxes of 1,000
each, 8 gauge.....
Chemically prepared black edge grey
cloth wads, in boxes of 250 each..... Per M.
11 and smaller gauge..... 0 60
9 and 10 gauges..... 0 70
7 and 8 gauges..... 0 90
5 and 6 gauges..... 1 10
Superior chemically prepared pink
edge, best white cloth wads, in
boxes of 250 each.....
11 and smaller gauge..... 1 15
9 and 10 gauges..... 1 40
7 and 8 gauges..... 1 65
5 and 6 gauges..... 1 90
Adzes.
Discount, 20 per cent.

Anvils.

Wright's, 80-lb. and over..... 0 10 3/4
Hay Budden, 80-lb. and over..... 0 09 1/4
Brooks, "..... 0 11 1/4

Augers.

Gilmour's, discount 65 and 5 p.c. off list.

Axes.

Chopping Axes
Single bit, per doz..... 5 50 10 00
Double bit, "..... 11 00 18 00
Bench Axes, 49 p.c.
Broad Axes, 33 1/2 per cent.
Hunters' Axes..... 5 50 6 00
Boys' Axes..... 5 75 6 75
Splitting Axes..... 6 50 12 00
Hauling Axes..... 7 00 10 00

Axle Grease.

Ordinary, per gross..... 5 75 6 00
Best quality..... 13 00 15 00

Bath Tubs.

Zinc..... 6 00
Copper, discount 15 p.c. off revised list

Baths.

Standard Enameled..... 25 00
5 1/2-inch rolled rim, 1st quality..... 21 00

Anti-Friction Metal.

"Tandem" A..... per lb. 0 27
" B..... " 0 21
" C..... " 0 11 1/2
Magnolia Anti-Friction Metal, per lb. 0 25
Frictionless metal, per lb..... 0 23
STRAUSE SMELTING WORKS.
Aluminum, genuine..... 0 45
Dynamo..... 0 29
Special..... 0 25
Aluminum, 99 p.c. pure "Strause"..... 0 50

Bells.

Hand.

Brass, 60 per cent.
Nickel, 55 per cent.

American make, discount 66 2/3 per cent.
Canadian, discount 45 and 50 per cent.

Door.

Gongs, Sargent's..... 5 50 8 00
" Peterboro', discount 45 per cent.

Farm.

American, each..... 1 25 3 00

House.

American, per lb..... 0 35 0 40

Bellows.

Hand, per doz..... 3 35 4 75

Moulders', per doz..... 7 50 10 00

Blacksmiths', discount 40 per cent.

Belting.

Extra, 60, 10 and 5 per cent.
Standard, 70 per cent.

No. 1, 70 and 10 p.c.

Bits.

Auger.

Gilmour's, discount 60 and 5 per cent.

Rockford, 50 and 10 per cent.

Jennings' Gen., net list.

Car.

Gilmour's, 47 1/2 to 50 per cent.

Expansive.

Clark's, 40 per cent.

Gimlet.

Clark's, per doz..... 0 65 0 90

Diamond, Shell, per doz..... 1 00 1 50

Nail and Spike, per gross..... 2 25 5 20

Blind and Bed Staples.

All sizes, per lb..... 0 07 1/4 0 12

Bolts and Nuts. Per cent.

Carriage Bolts, full square, Norway..... 65

" " full square..... 65

Common Carriage Bolts, all sizes..... 60

Machine Bolts, all sizes..... 60

Coach Screws..... 70

Sleigh Shoe Bolts..... 72 1/2

Blank Bolts..... 60

Bolt Ends..... 62 1/2

Plough Bolts..... 60

Nuts, square..... 4 c. off

Nuts, hexagon..... 4 1/4 c. off

Tire Bolts..... 67 1/2

Store Bolts..... 67 1/2

Stove rods, per lb..... 5 1/2 to 6 c.

Nuts, in 5 lb. lots 1/4 c. p. lb extra in less
than 5 lb. lots, 1/4 c. extra.

Root Calks.

Small and medium, ball, per M..... 4 25

Small heel, per M..... 4 50

Bright Wire Goods.

Discount..... 6 1/2 per cent.

Broilers.

Light, dis. 65 to 67 1/2 per cent.

Reversible, dis. 65 to 67 1/2 per cent.

Vegetable, per doz., dis. 37 1/2 per cent.

Henis, No. 8, "..... 6 00

Henis, No. 9, "..... 7 00

Queen City "..... 7 50 0 00

Butchers' Cleavers.

German, per doz..... 6 00 11 00

American, per doz..... 12 00 20 00

Building Paper, Etc.

Plain building, per roll..... 0 30

Tarred lining, per roll..... 0 40

Tarred roofing, per 100 lb..... 1 70

Coal Tar, per barrel..... 3 50

Pitch, per 100-lb..... 0 85

Carpet felt, per ton..... 45 40

Bull Rings.

Copper, \$2.00 for 2 1/2 in. and \$1.90 for 2 in.

Butts.

Wrought Brass, net revised list

Cast Iron.

Loose Pin, dis. 60 per cent.

Wrought Steel.

Fast Joint, dis. 65, 10 and 2 1/2 per cent.

Loose Pin, dis. 65, 10 and 2 1/2 per cent.

Berlin Bronzed, dis. 70, 70 and 5 per cent.

Gen. Bronzed, per pair..... 0 40 0 65

Carpet Stretchers.

American, per doz..... 1 00 1 50

Bullard's, per doz..... 6 50

Castors.

Bed, new list, dis. 55 to 57 1/2 per cent.

Plate, dis. 52 1/2 to 57 1/2 per cent.

Cattle Leaders.

Nos. 31 and 32, per gross..... 8 50 9 50

Cement.

Canadian Portland..... 2 25 2 75

English "..... 3 00 3 15

Belgian "..... 2 50 2 75

Canadian hydraulic..... 1 25 1 50

Chalk.

Carpenters Colored, per gross..... 0 45 0 75

White lump, per cwt..... 0 60 0 65

Red..... 0 05 0 06

Crayon, per gross..... 0 14 0 18

Chisels.

Socket, Framing and Firmer.

Broad's, dis. 70 per cent.

Warnock's, dis. 70 per cent.

P. S. & W. Extra 60, 10 and 5 p.c.

Churns.

Revolving Churns, metal frames—No. 0, \$2—

No. 1, \$3.50—No. 2, \$9.00—No. 3, \$10.00—

No. 4, \$12.00—No. 5, \$16.00 each. Ditto,

wood frames—20c. each less than above.

Discounts: Delivered from factories, 58

p.c.; from stock in Montreal, 56 p.c.

Terms, 4 months or 3 p.c. cash in 30 days.

Closets.

Plain Ontario Syphon Jet..... \$16 00

Emb. Ontario Syphon Jet..... 17 00

Fittings net..... 1 00

Plain Teutonic Syphon Washout..... 10 00

Emb. Teutonic Syphon Washout..... 11 00

Fittings net..... 1 25

Low Down Teutonic, plain..... 16 00

" " embossed..... 17 00

Plain Richelieu net..... 3 75

Emb. Richelieu net..... 4 00

Fittings net..... 1 25

L-w Dowa Oat. Ry. Jet, plain net..... 19 50

" " emb'd net..... 20 50

Closet connection net..... 1 25

Basins, round, 14 in..... 1 00

" oval, 17 x 14 in..... 2 50

" " 19 x 15 in..... 3 75

Discount 40 p.c., except on net figures.

Compasses, Dividers, Etc.

American, dis. 62 1/2 to 65 per cent.

Cradles, Grain.

Canadian, dis. 25 to 33 1/2 per cent.

Crosscut Saw Handles.

S. & D., No. 3, per pair..... 17 1/2

" 5, "..... 22 1/2

" 6, "..... 15

Boynton pattern "..... 20

Door Springs.

Torrey's Rod, per doz. (15 p.c.)..... 2 00

Coil, per doz..... 0 88 1 60

English, per doz..... 2 00 4 00

Draw Knives.

Coach and Wagon, dis. 50 and 10 per cent.

Carpenters, dis. 70 per cent.

Drills.

Hand and Breast.

Miller's Falls, per doz. net list.

DRILL BITS.

Morse, dis. 37 1/2 to 40 per cent.

Standard dis. 50 and 5 to 55 per cent.

Faucets.

Common, cork-lined, dis. 35 per cent.

ELBOWS. (Stovepipe.)

No. 1, per doz..... 1 40

No. 2, per doz..... 1 20

Bright, 20c. per doz. extra.

ESCUTCHEONS.

Discount, 45 per cent.

ESCUTCHEON PINS.

Iron, discount 40 per cent.

FACTORY MILK CANS.

Discount off revised list, 40 per cent.

FILES AND RASPS.

Great Western..... 75 and 5 per cent.

Arcade..... 75 " 5 "

Kearney & Foot..... 75 " 5 "

American..... 75 " 5 "

J. Barton Smith..... 75 " 5 "

McClellan..... 75 " 5 "

Eagle..... 70 10 and 5 "

Nicholson..... 70 " 10 "

Royal..... 80

Black Diamond, 60 to 60 and 10 per cent.

Jowitt's, English list, 25 to 27 1/2 per cent.

Nicholson File Co's "Simplicity" file handle,

per gross, 85c. to \$1.50.

FORKS.

Hay, manure, etc., dis. 50 and 10 per cent.

revised list.

GLASS—Window—Box Price.

Star Per Per Per

Size United Inches. 50 ft. 100 ft. 50 ft. 100 ft.

Under 26..... 2 15 4 15 6 00

26 to 40..... 2 30 4 45 6 60

41 to 50..... 4 85 7 50

51 to 60..... 5 15 8 50

61 to 70..... 5 50 9 50

71 to 80..... 6 00 10 50

81 to 85..... 6 50 11 75

86 to 90..... 14 00

91 to 95..... 15 50

96 to 100..... 18 00

GAUGES

Marking, Mortise, Etc.

Stanley's dis. 50 to 55 per cent.

Win's, Nos. 26 to 33, each..... 1 65 2 40

HALTERS.

Rope, 3/4 per gross..... 9 00

" 5/8 to 3/4 14 00

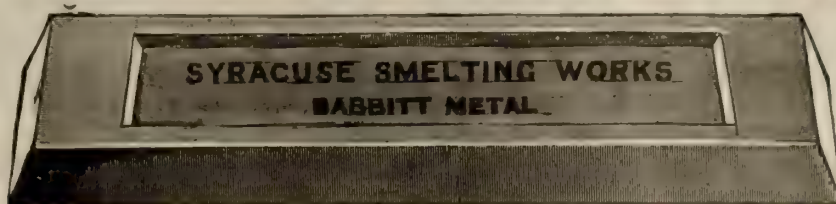
Leather, 1 in., per doz..... \$ 87 1/2 4 00

" 1 1/4 in., "..... 5 15 5 20

Web, — per doz..... 1 87 2 45

Use Syracuse Babbitt Metal

IT IS THE
BEST MADE.



For
Paper and Pulp
Mills, Saw and
Wood Working
Machinery, Cotton
and Silk Mills,
Dynamoes, Marine
Engines, and all
kinds of
Machinery
Bearings.

Wire, Triangular and Bar Solder, Pig Tin, Lead, Ingot Copper, Ingot Brass, Antimony, Aluminum, Bismuth, Zinc Spelter, Phosphor Tin, Phosphor Bronze, Nickel, etc., always in stock.

Factories: { 332 William St., MONTREAL, QUE.
and SYRACUSE, N.Y.

Syracuse Smelting Works

Wire.
Hat and Coat, discount 45 per cent.
Belt, per 1,000, 0 50
Screw, bright, dis. 55 per cent.
HORSE NAILS.
"C" brand 50 and 7½ p.c. off new list } Oval-
"M" brand 50, 10 and 5 per cent. } head
Countersunk, 60 per cent.

HORSESHOES.
F.O.B. Montreal.
No. 2 No. 1.
and larger smaller.
Iron Shoes.
Light, medium, and heavy... 3 50 3 75
Snow shoes... 3 75 4 00
Steel Shoes.
Light... 3 60 3 85
Featherweight (all sizes)... 4 85 4 85
F.O.B. Toronto, Hamilton, London and
Guelph, 10c. per keg additional.
Toe weight steel shoes... 6 70

JAPANNED WARE.
Discount, 45 and 5 p.c. off list, June 1899
ICE PICKS.
Star per doz... 3 00 3 25
KETTLES.
Brass spun, 7½ p.c. dis. off new list.
Copper, per lb... 0 30 0 50
American, 60 and 10 to 65 and 5 p.c.

KEYS.
Lock, Can., dis., 45 p.c.
Cabinet, trunk, and padlock,
Am. per gross... 60

KNOBBS.
Door, japanned and N.P., per
doz... 1 50 2 50
Bronze, Berlin, per doz... 2 75 3 25
Bronze Genuine, per doz... 6 00 9 00
Shutter, porcelain, F. & L.
screw, per gross... 1 30 4 00
White door knobs—per doz... 1 25

HAY KNIVES.
Discount, 50 and 10 per cent.
LAMP WICKS.
Discount, 60 per cent.

LANTERNS.
Cold Blast, per doz... 7 00
No. 3 "Wright's"... 8 50
Ordinary, with O burner... 4 00
Dashboard, cold blast... 9 00
No. 0... 5 75
Japanning, 50c. per doz. extra.

LEMONG SQUEEZERS.
Porcelain lined... per doz. 2 20 5 60
Galvanized... 1 87 3 85
King, wood... 2 75 3 90
King, glass... 4 00 4 50
All glass... 1 20 1 30

LINES.
Fish, per gross... 1 05 2 50
Chalk... 1 90 7 40

LOCKS.
Canadian, dis. 45 p.c.
Russel & Erwin, per doz... 3 00 3 25
Cabinet.

Eagle, dis 30 p.c.
Padlock
English and Am. per doz... 50 6 00
Scandinavian... 1 00 2 40

MACHINE SCREWS. Iron and Brass.
Flat head discount 35 p.c.
Round Head discount 20 p.c.

MALLETS.
Tinmiths' per doz... 1 25 1 50
Carpenters', hickory, per doz... 1 25 3 75
Lignum Vitae, per doz... 3 85 5 00
Caulking each... 60 2 00

MATTOCKS.
Canadian, per doz... 5 50 6 50

MEAT CUTTERS.
American, dis. 25 to 30 p.c.
German, 15 per cent.

MICK OAN TRIMMINGS.
Discount, 25 per cent.

NAILS.
Quotations are: Out. Wire.
2d and 3d... \$3 55 \$3 85
3d... 3 20 3 52
4d and 5d... 2 95 3 25
6d and 7d... 2 85 3 20
8d and 9d... 2 70 3 00
10d and 12d... 2 65 2 95
16 and 20d... 2 60 2 90
30, 40, 50 and 60d. (base)... 2 55 2 85

Wire nails in carlots are \$2.77½
Galvanizing 2c. per lb. net extra.
Steel Cut Nails 10c. extra.
Miscellaneous wire nails, dis. 70 and 10 p.c.
Coopers' nails, dis. 30 per cent.
Flour barrel nails, dis. 25 per cent.
NAIL PULLERS.
German and American... 1 25 3 50

NAIL SETS.
Square, round, and octagon
per gross... 3 38 4 00
Diamond... 12 00 15 00

NETTING.
Poultry, 55 per cent. for McMullen's
OAKUM. Per 100 lb.
Navy... 6 00
U. S. Navy... 7 25

OIL.
Water White (U.S.)... 0 16½
Prime White (U.S.)... 0 15½
Water White (Can.)... 0 15
Prime White (Can.)... 0 14

OILERS.
McClary's Model galvan. oil
can, with pump, 5 gal.,
per doz... 10 00
Zinc and tin, dis. 50, 50 and 10.
Copper, per doz... 1 25 3 50
Brass... 1 50 3 50
Malleable, dis. 25 per cent.

GALVANIZED PAIRS.
Dufferin pattern pairs, dis. 45 p.c.
Flaring pattern, discount 45 per cent.
Galvanized wash tubs discount 45 per cent.

PIECED WARE.
Discount 40 per cent. off list, June, 1899.
10-qt. flaring sap buckets, dis. 40 p.c.
6, 10 and 14-qt. d. ring pails, dis. 40 p.c.
Creamer cans, dis. 40 p.c.

PICKS.
Per doz... 6 00 9 00

PICTURE NAILS.
Porcelain head, per gross... 1 75 3 00
Brass head... 0 40 1 00

PICTURE WIRE.
Tin and gilt, discount 75 p.c.

PLANES.
Wood, bench, Canadian dis. 50 per cent.
American dis. 50.
Wood, fancy Canadian or American 7½
to 40 per cent.

PLANE IRONS.
English, per doz... 2 00 5 00

PLIERS AND NIPPERS.
Button's Genuine per doz pairs, dis. 37½
40 p.c.
Button's Imitation, per doz... 5 00 9 00
German, per doz... 0 60 2 60

PLUMBERS BRASS GOODS.
Compression work, discount, 60 per cent.
Fuller's work, discount 65 per cent.
Rough stops and stop and waste cocks, dis-
count, 60 per cent.
Jenkins disk globe and angle valves, dis-
count, 55 per cent.
Standard valves, discount, 60 per cent.
Jenkins radiator valves discount 55 per cent.
Quick opening valves discount, 60 p.c.
No. 1 compression bath cock... 2 00
No. 4... 2 00
No. 7, Fuller's... 2 50
No. 4½... 3 00

POWDER.
Velox Smokeless Shotgun Powder.
100 lb. or less... 0 85
1,000 lb. or more... 0 80

PRESSED SPIKES.
Discount 22½ per cent.

PULLEYS.
Hothouse, per doz... 0 55 1 00
Axle... 0 22 0 33
Screw... 0 27 1 00
Awning... 0 35 2 50

PUMPS.
Canadian cistern... 1 80 3 60
Canadian pitcher spout... 1 40 3 10

PUNCHES.
Saddlers' per doz... 1 00 1 85
Conductors'... 9 00 15 00
Tinners' solid, per set... 0 60 0 72
" hollow, per set... 0 60 1 00

RANGE BOILERS.
Galvanized, 3 gallons... 7 00
" 35 " 8 25
" 40 " 9 50
Copper... 28 00
" 30 " 28 00
" 40 " 30 00
Discount off Copper Boilers 10 per cent.

RAKES.
Cast steel and malleable, 50, 10 and 5 p.c.
Wood, 25 per cent.

RAZORS.
per doz.
Elliot's... 4 00 18 00
Geo. Butler & Co.'s... 4 00 18 00
Boker's... 7 50 11 00
" King Cutter... 12 50 50 00
Wade & Butcher's... 3 60 10 00
Theile & Quack's... 7 00 12 00

REAPING HOOKS.
Discount, 50 and 10 per cent.

REGISTERS.
Discount... 40 per cent.

RIVETS AND BURRS.
Iron Rivets, black and tinned, discount 60
and 10 per cent.
Iron Burrs, discount 55 per cent.
Extras on Iron Rivets in 1-lb. cartons, ½ c.
per lb.
Extras on Iron Rivets in ½-lb. cartons, 1c.
per lb.

Copper Rivets & Burrs, 35 and 5 p.c. dis.
and cartons, 1c. per lb. extra, net.
Extras on Tinned or Coppered Rivets
½-lb. cartons, 1c. per lb.

RIVET SETS.
Canadian, dis. 35 to 37½ per cent.

ROPE ETC.
Sisal. Manila.
7-16 in. and larger, per lb 10½ 14
¾ in... 11½ 15
½ and 5-16 in... 16 16
Cotton, 3-16 inch and larger
" 5-32 inch... 21 21
" ¾ inch... 22½ 22½
Russia Deep Sea... 15½ 15½
Jute... 8 8
Lath Yarn... 9½ 9½
New Zealand Rope... 10 10

RULES.
Boxwood, dis. 75 and 10 p.c.
Ivory, dis. 37½ to 40 p.c.

SAD IRONS. per set.
Mrs. Potts, No. 55, polished... 62½
" No. 50, nickel-plated... 67½

SAND AND EMERY PAPER.
Dominion Flint Paper, 47½ p.c. cent.
B & A sand, 40 and 5 per cent.
Emery, 40 per cent.
Garret (Rutten), 5 to 10 p.c. advance on list.

SAP SPOUTS.
Bronzed iron with hooks, per doz... 9 50

SAWS.
Hand Disston's, dis. 12½ p.c.
S. & D., 40 per cent.
Crosscut, Disston's, per ft... 35 0 55
S. & D., dis. 35 p.c. on Nos. 2 and 3.
Hack, complete, each... 0 75 2 75
" frame only... 0 75 2 75

SASH WEIGHTS.
Sectional, per 100 lbs... 2 75 3 00
Solid, " 2 00 2 25

SASH CORD.
Per lb... 0 23 0 30

SAW SETS.
" Lincoln" and Whiting, per doz... 6 00
Hand Sets, No. 1 Woodyatt (Morrill) 4 25
X-cut sets, No. 3 Woodyatt (Morrill) 9 50

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Standard, 45 p.c.
Champion, 65 p.c.
Spring Balances, 10 p.c.
Fairbanks Standard, 55 p.c.
" Richelieu, 55 p.c.

SCREW DRIVERS.
Sargent's per doz... 0 65 1 00

SCREWS.
Wood, F. H., bright and steel, 87½ and 10 p.c.
Wood R. H., " dis. 83½ and 10 p.c.
" F. H., brass, dis. 80 and 10 p.c.

Wood, R. H., " dis. 75 and 10 p.c.
" F. H., bronze, dis. 75 p.c.
" R. H., " 70 p.c.
Drive Screws, 87½ and 10 per cent.
Bench, wood, per doz... 3 25 4 00
" iron... 4 25 5 75
Set, Case hardened, 60 per cent.
Square Cap, 50 and 5 per cent.
Hexagon Cap, 45 per cent.

SCYTHES.
Per doz, net... 9 00

SCYTHE SNATHS.
Canadian, dis. 45 p.c.

SHEARS.
Bailey Cutlery Co., full nickled, dis. 60 p.c.
Seymour's, dis. 50 and 10 p.c.

SHOVELS AND SPADES.
Canadian, dis. 40 and 5 per cent.

SINKS.
Steel and galvanized, discount 45 per cent.

SNAPS.
Harness, German, dis. 25 p.c.
Lock, Andrews... 4 50 11 50

SOLDERING IRONS.
1, 1½ lb., per lb... 0 37
2 lb. or over, per lb... 0 34

SQUARES.
Iron, No. 493, per doz... 2 40 3 55
" Mo. 494... 3 25 3 40
Steel, dis. 60 and 5 p.c.
Try and beryl, dis. 50 to 52½ p.c.

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Plain, dis. 75 and 12½ p.c. off revised list
Retinned, dis. 75 p.c. off revised list.

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Galvanized... 3 50 4 00
Plain... 3 25 3 75
Coopers', discount 45 per cent.
Poultry netting staples, 40 per cent.

STOCKS AND DIES.
American dis. 25 p.c.

STONE. Per lb.
Washita... 0 28 0 60
Hindustan... 0 06 0 07
" slip... 0 09 0 09
Labrador... 0 15 0 15
" Axe... 0 15 0 15
Turkey... 0 00 0 50
Arkansas... 0 00 1 50
Water-of-Ayr... 0 00 0 10
Scythe, per gross... 3 50 5 00
Grind, 2 in. 40 to 200 lb. per ton... 25 00
" under 40 lb... 18 00
Grind, under 2 in. thick... 29 00

STOVE PIPES.
5 and 6 inch Per 100 lengths... 7 00
7 inch... 7 50

ENAMELINE STOVE POLISH.
No. 4—3 dozen in case, net cash... \$4 80
No. 6—3 dozen in case, " 8 40

TACKS BRADS, ETC.
Cheese-box tacks, blued... 80 & 12½
Trunk tacks, black and tinned... 85
Carpet tacks: blued... 80 & 15
" tinned... 80 & 20
" (in kegs)... 40
Out tacks, blued, in dozens only... 80
" ½ weights... 60
Swedes cut tacks, blued and tinned... 80 & 10
In bulk... 75
In dozens... 75
Swedes, upholsterers', bulk... 85, 12½ & 12½
" brush, blued & tinned, bulk... 70
" gimps, blued, tinned and
japanned... 75 & 12½

Zinc tacks... 35
Leather carpet tacks... 55
Copper tacks... 50
Copper nails... 54½

Trunk nails, black... 85 and 5
Trunk nails, tinned... 85 and 10
Clout nails, blued... 65 and 5
Chair nails... 35

Patent brads... 40
Fine finishing... 40
Lining tacks, in papers... 10

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Montreal.

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" " solid heads, in bulk	75
Saddle nails in papers	10
" " in bulk	15
Tufting buttons, 22 line, in dozens only	60
Tin capped trunk nails	15
Zinc glazier's points	5
Double pointed tacks, papers	90 and 10
bulk	40

TAPE LINES.

English, ass skin, per doz	2 75	5 00
English, Patent Leather	5 50	9 75
Chesterman's each	0 90	2 85
steel, each	0 80	8 00

THERMOMETERS.

Tin case and dairy, dis. 75 to 75 and 10 p.c.	
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TRAPS. (Steel.)

Game, Newhouse, dis. 25 p.c.	
Game, H. & N., P. S. & W., 65 p.c.	
Game, steel, 72 1/2, 75 p.c.	

TROWELS.

Disston's discount 10 per cent.		
German, per doz.....	4 75	6 00
S. & D., discount 35 per cent.		

TWINES.

Bag, Russian, per lb.....	0 27
Wrapping, cotton, 3-ply.....	0 18
4-ply.....	0 23
Mattress, per lb.....	0 33
Staging, ".....	0 27
	0 35

VICES.

Wright's	0 13 1/4
Brook's	0 12 3/4
Pipe Vise, Hinge, No. 1.....	3 50
" " No 2	5 50
Saw Vise	4 50
	9 00

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White, Princess, Turquoise, Blue and White, discount 50 per cent.
Diamond, Famous, Premier, 50 and 10 p.c.
Granite or Pearl, Imperial, Crescent, 50, 10 and 10 per cent.

WIRE.

Brass wire, 50 to 50 and 2 1/2 per cent. off the list.

Copper wire, 45 and 10 per cent. net cash 30 days, f.o.b. factory.
Smooth Steel Wire, is quoted at the following net selling prices:

No. 6 to 8 gauge	\$2 90
" 9	2 80
" 10	2 87
" 11	2 90
" 12	2 95
" 13	3 15
" 14	3 37
" 15	3 50
" 16	3 65

Other sizes of plain wire outside of Nos. 9, 10, 11, 12 and 13, and other varieties of plain wire remain at \$2.81 base with

extras as before. The prices for Nos. 9, 10 to 13 include the charge of 1 c. for oiling. Extras net per 100 lb.: Coppered wire, 60c.—tinned wire, \$2—oiling, 10c.—special hay-bailing wire, 30c.—spring wire, \$1—best steel wire, 75c.—bright soft drawn, 15c.—in 50 and 100-lb. bundles net, 10c.—in 25-lb. bundles net 15c.—packed in casks or cases, 15c.—bagging or papering, 10c.

Fine Steel Wire, dis. 17 1/2 per cent. List of extras: In 100-lb. lots: No. 17, \$5—No. 18, \$5.50—No. 19, \$6—No. 20, \$6.65—No. 21, \$7—No. 22, \$7.30—No. 23, \$7.65—No. 24, \$8—No. 25, \$9—No. 26, \$9.50—No. 27, \$10—No. 28, \$11—No. 29, \$12—No. 30, \$13—No. 31, \$14—No. 32, \$15—No. 33, \$16—No. 34, \$17. Extras net—tinned wire, Nos. 17-25, \$2—Nos. 26-31, \$4—Nos. 32-34, \$6. Coppered, 5c.—oil ing, 10c.—in 25-lb. bundles, 15c.—in 5 and 10-lb. bundles, 25c.—in 1-lb. hanks, 50c.—in 1/2-lb. hanks, 75c.—in 1/4-lb. hanks, \$1—packed in casks or cases, 15c.—bagging or papering, 10c.

Galvanized Wire, per 100 lb.—Nos. 6, 7, 8, \$3.50 to \$3.87—No. 9, \$2.85 to \$3.15—No. 10, \$3.60 to \$3.95—No. 11, \$3.70 to \$4.10—No. 12, \$3 to \$3.30—No. 13, \$3.10 to \$3.40—No. 14, \$4.10 to \$4.50—No. 15, \$4.60 to \$5.05—No. 16, \$4.85 to \$5.35. Base sizes, Nos. 6 to 9, \$2.57 1/2 f.o.b. Cleveland. Clothes Line Wire, solid 7 strand, No. 17,

\$4.25; No. 18, \$2.65; No. 19, \$2.35, f.o.b. Hamilton, Toronto, Montreal.

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Galvanized barb	3 05
Galvanized, plain twist	3 05
Galvanized barb, f.o.b. Cleveland, \$2.82 1/2 in less than carlots, and \$2.70 in carlots.	

WIRE CLOTH.

Painted Screen, per 100 sq. ft., net	1 35
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Colored	per lb.
White, according to quality	4 1/2 to 5
500-lb. bale lots shaded	6 1/2 to 7 1/2

WRENCHES.

Acme, 35 to 37½ per cent.		
Agricultural, 60 p.c.		
Coe's Genuine, dis. 20 to 25 p.c.		
Towers' Engineer, each.....	2 00	7 00
" S., per doz.....	5 80	6 00
G. & K's Pipe, per doz.....	3 40	
Burrell's Pipe, each.....	3 00	
Pocket, per doz.....	0 25	2 90

WRINGERS.

Leader	per doz	\$30 0	33 00
Royal Canadian	"	26 00	28 00
Royal American	"	26 00	28 00
Sampson	"	26 00	30 00

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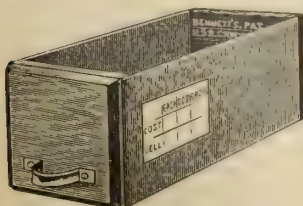
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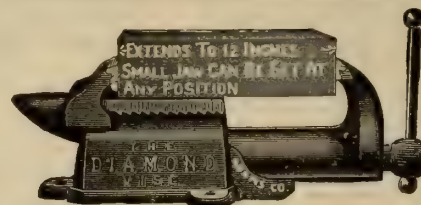
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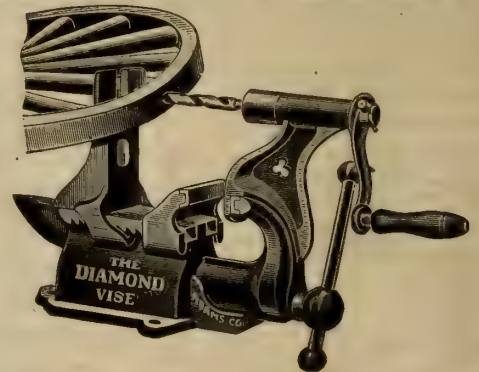
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U. S. Patent Jan. 15, '95. Canadian Patent July 22, '95.



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The Weekly Organ of the Hardware, Metal, Heating, Plumbing and Contracting Trades in Canada.

VOL. XIII.

MONTREAL AND TORONTO, SEPTEMBER 28, 1901.

NO. 39

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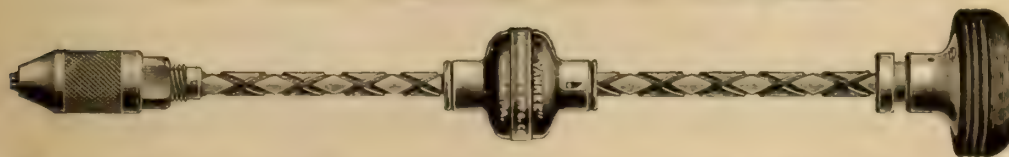
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Long in the throat—which insures perfect draft.

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Holds no dirt, inside or out.

Adjustable—readily fitting all makes of pipe.

Saves time and labor in putting up. Makes neatest work.

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*To Thos Davidson
mfg Co - 8-10-01*



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BASKET CO.**



SKY LIGHT 	THE SAFE LOCK SHINGLE 	BABY SHINGLE MAILED FREE 	CORNICE
SIDING 	<p>Do you solicit orders for metal building goods, or do you let this business (which properly belongs to you) go through other hands?</p> <p>We can help you to control this trade in your locality.</p> <p>Write us if you desire our services.</p> <p>Have you examined our Metal Pump?</p> <p>Have you tried our improved Trough and Conductor?</p> <p>Have you our Catalogue on file?</p>		SIDING
CEILING 			CEILING
WINDOW CAP 			O.K. THIMBLE
FINIAL 	ELBOWS 	CRIMPED SHEET 	METAL PUMP
METAL SHINGLE & SIDING CO. LIMITED PRESTON, ONT.			

Watch our ad. in next issue, or write to us for particulars on our patented

Automatic Door Strip and Weather Strip

Specially adapted for cold climates and takes the place of the inner window.

HELMS & HELMS, 148-50 Willow St.
PHILADELPHIA.

JONES BROS. Manufacturer of

STOVE BRICKS, OPEN GRATE BACKS,

"Maple Leaf" Brand.

Furnace Bricks and Range Bricks

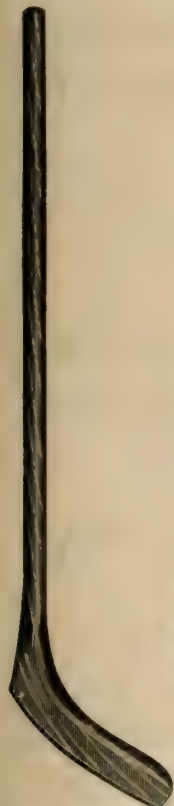
Estimates furnished on application.

Bracondale P.O., Ont.

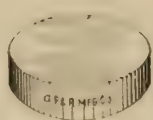
LEWIS BROS. & CO.,

Wholesale Hardware, MONTREAL, QUE.

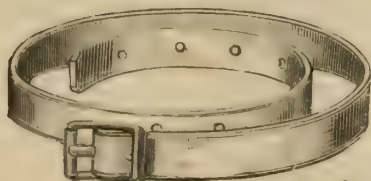
Skates, Hockey Sticks, Pucks



HOCKEY STICKS

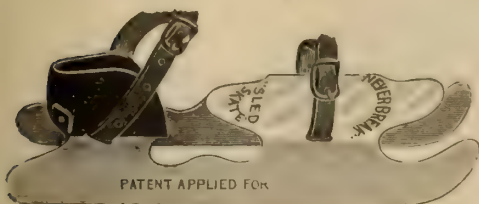


HOCKEY PUCKS



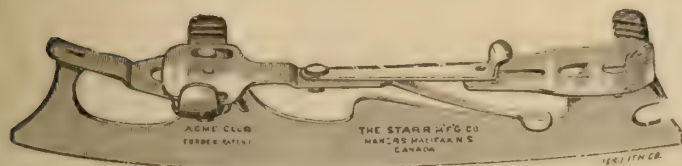
SKATE STRAPS

*all to hand
piece 28-9-01*



PATENT APPLIED FOR

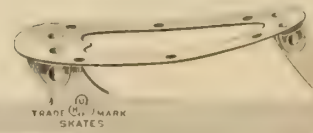
SLED SKATES



NOS. 5 AND 9—ACME PATTERN



NO. 5—OUR BEST HOCKEY



TRADE MARK
SKATES



NO. 01 L—ST. LAWRENCE ROCKER BLADE, FOR MEN



TRADE MARK
SKATES



NO. X3—ST. LAWRENCE HOCKEY WITH FLANGE BLADE



TRADE MARK
SKATES



NO. 3 CURVE—ST. LAWRENCE, LADIES' AND GENTLEMEN'S
FIGURE SKATE



TRADE MARK
SKATES



NO. 04 L—ST. LAWRENCE NEW MODEL (LADIES')



TRADE MARK
SKATES

Write for our 30-page
Skate Catalogue.

IMPORTANT—

We ship **MAIL ORDERS** same day as received and
bill at **LOWEST PRICE.**

LEWIS BROS. & CO.

Henry Rogers, Sons & Co.

Wolverhampton, England.

Manufacturers of

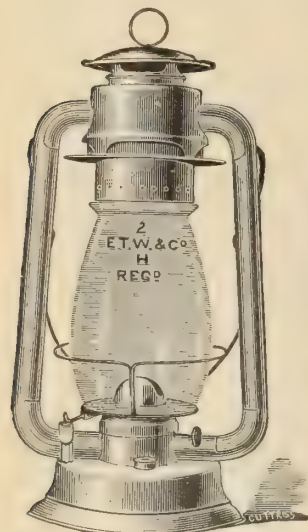
"Union Jack" Galvanized Sheets
Canada and Tin Plates
Black Sheets
Sleigh Shoes and Tyre Steel
Coil Chain, Hoop Iron
Sheet and Pig Lead
Sheet Zinc

Quotations can be had from

Canadian Office:

6 St. Sacrament St., MONTREAL

F. A. YORK, Manager.



If you want the BEST

COLD BLAST LANTERN

in the world, get WRIGHT'S,

GET THE ORIGINAL.

We lead, others imitate.

E. T. WRIGHT & CO.

Manufacturers, HAMILTON, ONT.

KNOX HENRY

Heavy Hardware and Metal Broker
Room 32, Canada Life Bldg., MONTREAL.

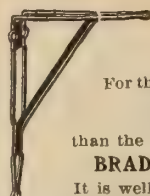


Samples sent free on application.

HORSE NAILS—"C." Brand Horse Nails
Canada Horse Nail Co.

"BRASSITE" COODS—Gunn Castor Co.
Limited, Birmingham, Eng.

McLashill, Dougall & Co
Fine Varnish & Japan
Manufacturers.
Montreal
Price Lists on application



Will Hold Up a Shelf!

That's what a shelf bracket is for.
For this purpose there can be

**NOTHING BETTER
NOTHING CHEAPER**

than the

BRADLEY STEEL SHELF BRACKET

It is well **Japanned, Strong and Light.**
The saving in freight is a good profit, aside
from the **lower price** at which the goods are sold.
Order direct or through your jobber.

ATLAS MFG. CO., New Haven, Conn., U.S.A.

CANADIAN ADVERTISING is best done by THE
E. DESBARATS ADVERTISING AGENCY
MONTREAL.

ALEXANDER GIBB

Manufacturers' Agent and Metal Broker,
13 St. John Street, Montreal

Representing British and American Manu-
facturers. Correspondence invited from firms
wishing to be represented in Canada.

STEVENS-MAYNARD JR. RIFLE

The
Young Gentleman's
Rifle.

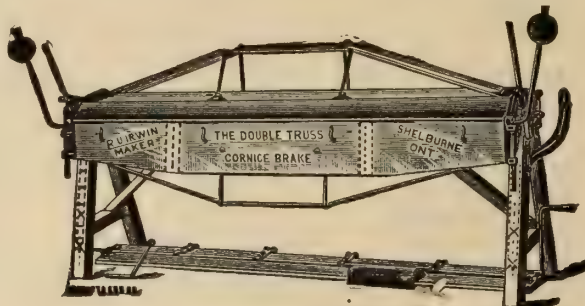


The
Young Gentlemen's
Rifle.

If you want the best cheap rifle ever made we have it in the Stevens-Maynard Jr. It
will be a great seller this year. Better place order now.

The leading Jobber's handle Stevens products.

J. Stevens Arms & Tool Co., P.O. Box 217 Chicopee Falls, Mass., U.S.A.



This eight-foot Brake bends 22-gauge iron
and lighter, straight and true.

Price, \$60

Very handy beader attachment, \$15 extra
if required.

Send for circulars and testimonials to

The Double Truss Cornice
Brake Co. SHELburne, ONT.

The Latest and Best.

H. & R. Automatic Ejecting Single Gun.

Steel and Twist Barrels
in 30 and 32-inch.
12 Gauge.

Model
1900.



Harrington & Richardson Arms Co.

Worcester, Mass., U.S.A.

Descriptive Catalogue on request.

We want progressive, hustling dealers to make

...THE...

"London" Fence Machine

a specialty. It is just what the farmers are
looking for.

WOODSTOCK, ONT., July 27th, 1901.

THE LONDON FENCE MACHINE CO.

Gentlemen,—We beg to report that the "London" Fence Machine seems to
be exactly what the farmers have been looking for, for some considerable time. It
appears to do most excellent work and has given our customers universal satisfac-
tion. We are very much of the opinion that the sales of your machine must
necessarily grow to large proportions. Yours very truly,

J. H. BUCHANAN & CO.

High-Grade High Carbon Coiled Spring Wire. "London" Pulley
Stretchers, Reels, Steel Gates, Soft Galvanized Wire, Barb Wire and
Plain Twist. Special prices on cars of wire f.o.b. London or Cleveland.

London Fence Machine Co., London, Can.

LOCKS and BUILDERS' HARDWARE

Made in great variety of
design and finish.

Catalogues and price list mailed on
application.

THE LARGEST MAKERS
IN THE DOMINION.



The Gurney-Tilden Co., Limited, - Hamilton, Canada.

There are OILS and OILS

Why pay **freight** on **poor** oils?

OUR LEADING BRAND is . . .

“Pennoline” OIL

It is the best that money can buy. During the past year our sales on this brand have doubled. Can our competitors say as much? If your trade demands cheaper grades we have them—

“**Crystal Spray**” “**Silver Light**”

ALL of our OILS are AMERICAN PRODUCT.

The Atlantic Refining Co., Esplanade and Jarvis Streets, Toronto

An Ideal Farmer's Range

Our... Oxford Chancellor

ALWAYS GIVES THOROUGH SATISFACTION.

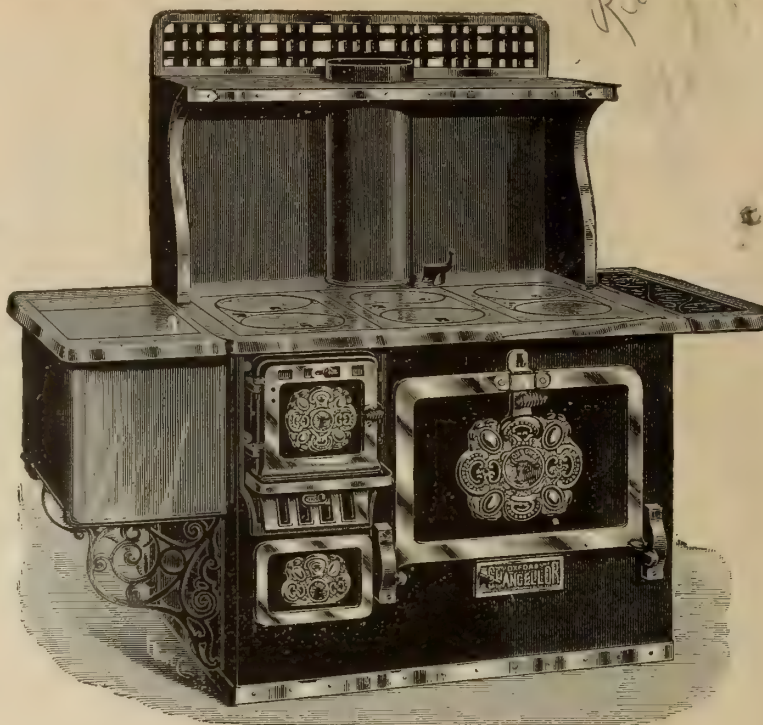
It is made of Heavy Steel Plate—burns the coarsest wood, or may be fitted with coal linings.

The large dimensions, superior durability and working conveniences appeal irresistibly to all consumers who need an up-to-date range.

Fire Box 28 in. long.
Oven, 20 x 22 x 14 in.
Top Cooking Surface, 39 x 30 in.

Handsomely finished and moderate in cost. Your stock is not complete without the Chancellor.

Have you our price lists?

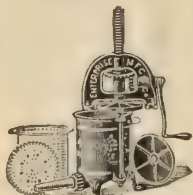


THE GURNEY FOUNDRY CO., Limited

TORONTO. WINNIPEG. VANCOUVER.

THE GURNEY MASSEY CO., Limited, - Montreal.

Sausage Stuffer, Lard
and Fruit Press



8 Sizes and Styles

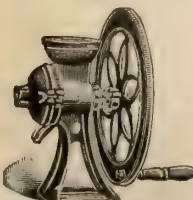
Rapid Grinding and
Pulverizing Mills

10 Sizes and Styles
for Hand and Power



No. 3. \$5.00

Bone, Shell and Corn
Mill



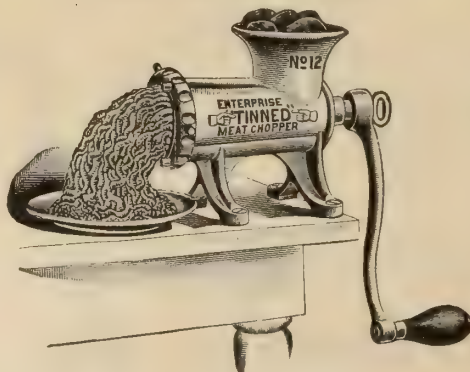
No. 750. \$7.50

TRADE "ENTERPRISE" MARK

Meat and Food Choppers

TINNED

40 Sizes and Styles for Hand and Power
from \$1.00 to \$300.00



No. 12. - - \$2.50

Sold by all the leading Jobbers of the Dominion
ILLUSTRATED CATALOGUE MAILED FREE

The Enterprise Mfg. Co. of Pa.
Philadelphia, Pa., U. S. A.

Meat Juice Extractor



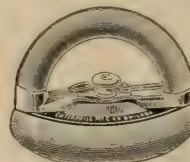
No. 21. \$2.50

Raisin Seeder



No. 36. \$1.00

Cold Handle Polishing
IRON



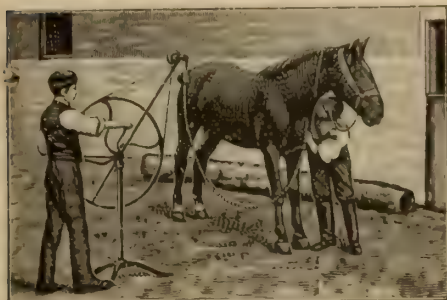
No. 82, \$6.75 per doz.

BURMAN & SONS'

Established 1871.

BIRMINGHAM, ENG.**CELEBRATED
CLIPPERS**for Horsemen
and Barbers.

NO. 297.

**NO. 3—POWER CLIPPER, with "Wrist Joint."**As supplied to
The Czar of Russia
The King of Denmark
Earl Roberts, Etc., Etc.**THE "LEOPOLD" TOILET.****SEND FOR PRICE LIST AND TERMS.**To be obtained from all the principal Jobbers throughout
the Dominion.**THE "WARWICK"
CLIPPER.**
Cuts over three teeth.As supplied to
His Majesty's
War Department.**BUTLER'S**

FAMOUS

Sheffield Cutlery.Fish and Dessert Knives; Spoons and Forks;
Cabinets and Cases of Cutlery and Plate.**"BUTLER"** was registered as a
Trade Mark, A.D. 1768.**Sole Makers of the celebrated
"KEEN" Razors, "CAVENDISH"
brand of Table Knives and Carvers.**HIGHEST AWARDS.SPECIAL MENTION.

—Full Line of Samples and stock at—

GEORGE BUTLER & Co.'s**LONDON SHOWROOM: 62 HOLBORN VIADUCT, E.C.**
(Over Snow Hill Station.)**MANUFACTORY:**
Trinity Works, SHEFFIELD, ENG.**The "GOOD CHEER"
HOT-BLAST****3 SIZES—Nos. 15, 18 and 20.**

Extra-heavy firepot.

High cast lining above firepot to protect body.

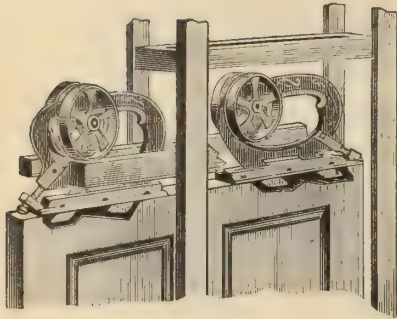
Large ash pan.

Tight fitting hinged ash pit door with screw
register.

Smoke-proof feed door on top.

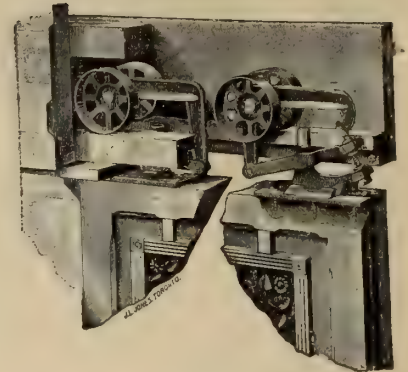
Draw centre grate which is shaken from **Out-
side of Stove—No Dust.**Nickel side rails, name plate, top ring, swing
top and urn.**A First-Class Stove at a Moderate Price.****THE JAMES STEWART MFG. CO., LIMITED**
WOODSTOCK, ONT.James H. Ashdown, Wholesale Representative,
Manitoba and N.W.T., Winnipeg. Man.

PARLOR DOOR HANGERS.



RICHARD'S IMPROVED.

THE OLD RELIABLES
ARE STILL BEING
MADE BY US FROM THE
BEST MATERIAL ONLY.



STERN'S.

THEY WERE
THEY ARE
THEY WILL BE

} Always Satisfactory.

Manufactured by _____

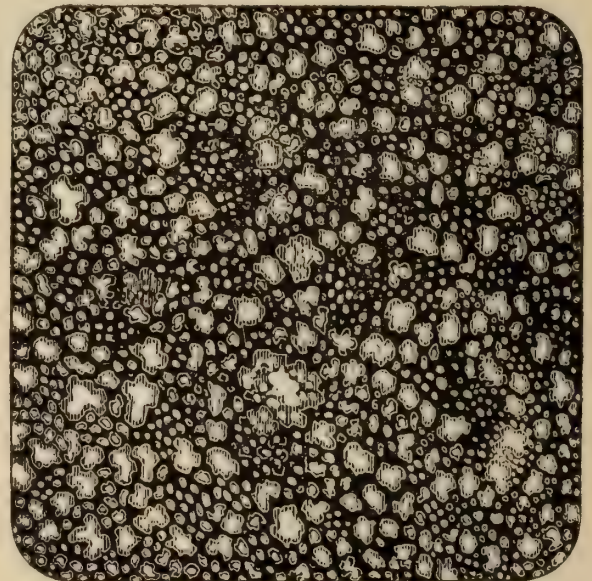
RETURNED

A. R. WOODYATT & CO., GUELPH, CANADA.

SOLD ONLY THROUGH THE WHOLESALE TRADE. DEC 18 1901

The demand for

Onyx Stove Boards



has steadily increased ever since they were first offered to the trade.

They are attractive in design and are finished in six different colors.

Made of one piece and wood-lined.

All sizes always in stock.

For a cheaper grade we have the embossed wood-lined, and the embossed paper-lined.

PRICES ON APPLICATION.

Kemp Manufacturing Co., Toronto, Ont.

HARDWARE AND METAL

VOL. XIII.

MONTREAL AND TORONTO, SEPTEMBER 28, 1901.

NO. 39.

President,
JOHN BAYNE MACLEAN,
Montreal.

THE MacLEAN PUBLISHING CO.
Limited.

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, North-West Territories, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, P.E. Island and Newfoundland.

OFFICES

MONTREAL - - - - - 232 McGill Street,
Telephone 1255.
TORONTO - - - - - 10 Front Street East,
Telephone 2148.
LONDON, ENG. - - - - 109 Fleet Street, E.C.,
W. H. Miln.
MANCHESTER, ENG. - - - 18 St Ann Street,
H. S. Ashburner.
WINNIPEG - - - - - Western Canada Block,
J. J. Roberts.
VANCOUVER, B.C. - - - - Flack Block,
J. A. Macdonald.
ST. JOHN, N. B. - - - - No. 3 Market Wharf,
J. Hunter White.
NEW YORK - - - - - 176 E. 88th Street.

Subscription, Canada and the United States, \$2.00.
Great Britain and elsewhere - - - 12s.

Published every Saturday.

Cable Address { Adscript, London.
Adscript, Canada.

**WHEN WRITING ADVERTISERS
PLEASE MENTION THAT YOU SAW
THEIR ADVERTISEMENT IN THIS PAPER**

BRITISH HARDWARE EXPORTS.

ACCORDING to the British trade returns for the first eight months of 1901, as compared with the same period in 1900, there does not seem to be much change in the aggregate volume of the hardware exports of that country, though the sales of several lines have materially increased, while other lines show just as great diminution.

The total exports of cutlery, tinplates, galvanized sheets, unenumerated hardware and steam engines during the period are practically the same as a year ago.

The sales of pig iron fell from 1,045,256 tons last year, to 580,387 tons this year;

of bar iron, etc., from 113,474 tons to 76,699 tons; of unwrought steel, from 234,907 tons to 144,046 tons, and of textile machinery, from £4,247,829 to £3,238,040.

On the other hand, the exports of railroad iron of all sorts increased from 309,653 tons last year, to 380,059 tons this year; of railway trucks and wagons, from £623,823 to £1,283,317; of locomotives, from £956,590 to £1,145,247. The sales of copper were 461,680 cwt., as compared with 368,816 cwt. last year; of plate and plated ware £307,086, as against £269,550, and of sewing machines, £1,052,271 this year, and £873,159 last year.

The exports to Canada in the same period show decreases in unenumerated hardware of from £18,468 to £14,973; in cutlery, from £41,249 to £31,644; in pig iron, from 7,964 tons to 3,667 tons; in tinplates, from 11,506 tons to 9,273 tons. These losses are, however, more than made up by the exports of railroad iron of all sorts to Canada, which were 28,894 tons for the eight months of this year, as compared with 7,325 tons last year; and of galvanized sheets, of which 4,332 tons were sent to Canada this year, as compared with 2,275 tons last year. These figures, particularly those relating to railroad iron, are all the more remarkable because of the fact that for some years the great bulk of Canada's purchases in this line were brought from the United States.

The link of conciliation between the United States chain manufacturers and their employes is missing and a strike is the result.

THE SCARCITY OF STEEL.

AS far as the securing of supplies is concerned, the situation in regard to sheet metals is even more aggravating to jobbers in Canada than it was before the strike in the United States was settled. In some of the most important lines jobbers are positively handicapped in doing business on account of the want of goods to fill orders.

Canada plates are particularly scarce, and they are, of course, much wanted at this time of the year. Deliveries are coming forward must irritatingly slow, in spite of the best efforts of the importers to hasten them. Stocks in Canada are now at their lowest point.

The large purchases of black plates in Great Britain on United States account have delayed the manufacture of Canada plates, while the number of steamers still engaged on account of the South-African War is a hindrance to prompt shipments of any kind.

Tinplates have been going into New York lately from South Wales at the rate of 30,000 boxes per week, and that has assisted in causing the shortage of tinplates which is being experienced on the Canadian market.

Boiler sheets, boiler tubes, toe-calk steel, canthook steel and sleighshoe steel all continue scarce.

THE BEST ALWAYS PAYS.

A merchant cannot expect to hold his customers unless his merchandise is good; nor can an employe expect to hold his position unless he renders good service. It always pays in the long run to sell good goods and to render good service.

IRON AND STEEL DEVELOPMENT IN CANADA.

CANADIAN pig iron, as a factor in the British market, appears to be gradually receiving increased attention on the other side of the Atlantic, judging from the paragraphs which are appearing in the journals there devoted to the iron and steel trades.

It was recently pointed out in **HARDWARE AND METAL** that over 13,000 tons of pig iron from the Sydney furnaces had entered the Clyde during August, and our exchanges just to hand not only say that Canadian pig iron continues to enter Scotland, but that, before long, supplies will be shipped to Liverpool and Manchester.

The figures relative to the quantity of Canadian pig iron received in the Clyde during August were taken from a British paper, and, if they be correct, mean that this country exported more than double the quantity of pig iron in one month to one port than it did the whole of 1900 to all countries; and nearly equal to the total quantity shipped during the five years ending June 30, 1900. This will be gathered from a glance at the following table:

EXPORTS OF PIG IRON FOR FIVE YEARS.		
	Tons.	Value.
1896.....	1,940	\$ 45,363
1897.....	2,627	65,555
1898.....	2,403	61,029
1899.....	2,188	50,767
1900.....	6,261	137,651
1901.....	5,573	117,456

There are now in Canada seven companies making pig iron. They are The Dominion Iron & Steel Co., Sydney, N.S.; The Nova Scotia Steel & Coal Co., New Glasgow, N.S.; The Canada Iron Furnace Co., Radnor, Que.; The Canada Iron Furnace Co., Midland, Ont.; The Hamilton Steel & Iron Co., Hamilton, Ont.; The Deseronto Iron Co., Deseronto, Ont.; J. McDougall & Co., Drummondville, Que.

There are eight furnaces in operation, two of them being at Sydney. At the latter place three will be in operation in about a month, and still another is to be added before the full complement exists. It is expected that steel making will begin in November, and that the whole plant will be in full operation early in the new year. At a meeting of the Dominion Company last week a dividend of $3\frac{1}{2}$ per cent. was declared on the \$5,000,000 of preferred stock.

The Statistical Year Book, issued by the Dominion Government, says that the united investment at Sydney, Hamilton, Deseronto, Midland, New Glasgow, Radnor, Drummondville and Ferrona amounts to \$24,500,000, and that this will be increased to \$35,000,000 when the new plant now building at Sault Ste. Marie for making pig iron, steel and steel rails is completed. It further estimates that within five or six years the total investment will aggregate about \$50,000,000.

Canada is evidently beginning to occupy a no insignificant place among the nations as a producer of iron and steel. But there is still a great deal of room for expansion.

A NEW SITUATION IN HARVEST TOOLS.

SOME interest has been excited in the harvest tool trade by the dissolution of the agreement among the manufacturers of these goods in the United States.

In consequence of an understanding, the harvest tool manufacturers in the United States have paid little or no attention to the Canadian market during the last few years. With the association in the United States no longer in existence, it is possible the Canadian manufacturers will not have the home market as much to themselves as they have had for some time. They are not likely, however, to be caught napping, for we understand they are busily engaged revising their list of prices in order that they may be in a position next season to meet possible competition from across the border.

One thing that favors the Canadian manufacturers is that in the growing scarcity there is on this continent of timber from which the handles of the tools are made this country is in a rather better position than the United States.

As the Canadian manufacturers seem determined to meet whatever competition that may develop from the outside, it will be well for dealers to acquaint themselves with the home prices before placing their orders abroad.

There are three factories in Canada making harvest tools, namely, one each at

St. Catharines, Ont., Cote St. Paul, Que., and Bedford, Que.

As some of the harvest tools manufactured in the United States are turned out by prison labor, it will be well for the Customs Department to assure itself that whatever goods are submitted for entry are not of that description. The Customs Act, it will be remembered, prohibits the importation of prison-made goods. The duty on harvest tools is 25 per cent.

PROFITLESS ADVERTISING.

AN advertisement, to be of value, should convey some information to its readers. Its comparative merit depends on the extent that the information conveyed is fresh and interesting. Therefore, it is unreasonable to expect good, or, in fact, any results from the third, fourth, or any succeeding publication of the same advertisement. A reader may sometimes not be sufficiently impressed by one reading of an advertisement, but a second reading should be ample.

In an Ontario weekly there is an advertisement this week offering blue flame oil stoves, ice cream freezers and refrigerators. Another hardwareman offers harvest tools, particularly hay rakes, while a druggist draws attention to the excellence of the Paris green he has on sale.

What advantage can accrue from advertising these goods in September? They are not seasonable, and could only be sold at great sacrifice in price. The wording of the advertisements referred to, however, shows that the goods are not being offered at a sacrifice, thus proving that the advertisements have been running for weeks.

On the face of it, advertising like this is ridiculous, in that it is not likely to sell goods. It is, moreover, injurious, in that it creates the impression that the advertiser is not up-to-date.

Advertising should be kept as fresh and up-to-date as are window displays. If the proprietor of the local paper refuses to change the advertisement at least once a fortnight the best thing to do is to quit advertising, or at most only advertise once a month or once a fortnight. It should be made a rule that no advertisement should appear more than twice successively, just as no window should remain the same for more than a week or two, and should seldom be kept untouched for that time.

Be seasonable, be up-to-date. You are trying to sell stoves, stovepipes and stove appurtenances, guns and ammunition and other lines now. Then advertise them, both in your local paper and in your windows. And when the demand changes, as it will change, to other lines, change your advertisement and your window display.

PROGRESS OF IRON AND STEEL IN THE NINETEENTH CENTURY.

JAMES M. SWANK, General Manager of The American Iron and Steel Association, has prepared for the United States Geological Survey a valuable monograph on "Iron and Steel at the Close of the Nineteenth Century." In its 40 pages are compressed the salient facts in connection with the development of the iron industry in the United States in the 17th, 18th and 19th centuries, together with a review of the status of the industry at the close of 1900, and important statistics of production in this and other countries in 1899 and 1900. Mr.

Swank has been identified with the iron trade in all the years of marvelous growth that have followed the sixties, and no one is so fitted to present this impressive picture of progress. The following tables which are taken from the pamphlet just published are of special interest:

As a chronicle of the important events in our iron and steel history for the past 25 years and an epitome of the statistics of production in that time, we take the following from the chronological record that is a most valuable feature of the work:

SUMMARY OF IRON AND STEEL STATISTICS FOR GREAT BRITAIN FOR 1899 AND 1900.

	1899.	1900.
Production of coal in Great Britain.....long tons	220,094,781	225,181,300
Export of coal from Great Britain .....do....	41,180,332	44,089,197
Production of iron ore in Great Britain .....do....	14,461,330	14,028,208
Imports of iron ore by Great Britain .....do....	7,054,578	6,297,963
Production of—		
Pig iron in Great Britain.....do....	9,421,435	9,808,570
Bessemer steel ingots in Great Britain .....do....	1,825,074	1,745,004
Bessemer steel rails in Great Britain.....do....	838,048	759,844
Open-hearth steel ingots in Great Britain .....do....	3,030,251	3,156,050
All kinds of steel in Great Britain.....do....	5,000,000	5,050,000
British Iron Trade Association.		

IRON AND STEEL STATISTICS FOR EUROPEAN CONTINENTAL COUNTRIES FOR 1899 AND 1900.

	1899.	1900.
Production of—	Metric tons.	Metric tons.
Coal and lignite in France	32,863,702	33,270,385
Iron ore in France.....do....	4,985,702	.....
Pig iron in France.....do....	2,578,401	2,699,494
Bessemer steel ingots in France.....do....	879,181	954,261
Open-hearth steel ingots in France.....do....	619,845	669,787
Miscellaneous steel in France.....do....	31,806	36,070
All kinds of steel in France.....do....	1,530,832	1,660,118
Coal and brown coal in Germany.....do....	135,844,419	149,551,058
Iron ore in Germany and Luxemburg.....do....	17,989,635	18,954,367
Pig iron in Germany and Luxemburg.....do....	8,113,133	8,520,390
Finished steel in Germany.....do....	6,328,666	6,365,259
Coal in Belgium.....do....	22,072,068	23,352,000
Iron ore in Belgium.....do....	201,445	.....
Pig iron in Belgium.....do....	24,576	1,018,507
Steel ingots in Belgium.....do....	731,249	654,827
Coal in Spain.....do....	2,565,437	2,773,000
Iron ore in Spain.....do....	9,397,733	8,480,246
Pig iron in Spain.....do....	295,840	294,118
Bessemer and open-hearth steel ingots in Spain.....do....	122,954	.....
Coal in Sweden.....do....	239,344	252,320
Iron ore in Sweden.....do....	2,495,200	2,609,500
Pig iron in Sweden.....do....	497,727	526,868
All kinds of steel in Sweden.....do....	273,454	300,536
Coal and lignite in Italy.....do....	368,534	.....
Iron ore in Italy.....do....	236,549	.....
Pig iron in Italy.....do....	19,218	.....
Steel in Italy.....do....	108,501	.....
Coal and lignite in Austria-Hungary.....do....	38,738,372	.....
Iron ore in Austria-Hungary.....do....	3,293,003	.....
Pig iron in Austria-Hungary (1896).....do....	1,475,000	.....
Steel in Austria-Hungary.....do....	880,636	.....
Coal in Russia.....do....	13,558,000	15,890,000
Pig iron in Russia.....do....	2,675,000	2,895,636
Steel ingots in Russia.....do....	.....	1,830,260
Finished steel in Russia.....do....	1,321,351	1,462,809
Exports of coal from Germany.....do....	13,943,174	15,275,865

IRON AND STEEL STATISTICS FOR VARIOUS FOREIGN COUNTRIES FOR 1899 AND 1900.

	1899.	1900.
Production of—		
Coal in Canada.....short tons..	4,925,051	5,597,832
Coke in Canada.....do....	100,820	157,134
Iron ore in Canada.....do....	74,617	122,000
Pig iron in Canada.....long tons..	94,077	86,090
Steel in Canada.....do....	22,000	23,577
Coal in India.....do....	4,937,160	6,085,438
Iron ore in India.....do....	60,725	.....
Pig iron in India.....do....	19,631	.....
Coal in New South Wales.....do....	4,597,028	5,507,497
Coal in other Australasia.....do....	1,830,100	.....
Coal in Japan in 1898.....metric tons..	6,761,301	.....
Pig iron in Japan 1898.....do....	23,652	.....
Iron ore in Algeria.....do....	550,941	.....

RAILROAD STATISTICS FOR THE UNITED STATES AND FOR ALL OTHER COUNTRIES FOR 1899.

New railroad built in the United States.....	4,528 Miles.
Completed railroad in the United States on December 31, 1899.....	189,295
Completed railroad in Europe at the end of 1899.....	172,621
Completed railroad in Asia.....	35,938
Completed railroad in Africa.....	12,501
Completed railroad in Australasia.....	14,675
Completed railroad in North America.....	216,290
Completed railroad in South America.....	27,874
The world's railroad mileage at the end of 1899.....	479,899

1875. Pig iron made with bituminous fuel passed that made with anthracite.

1875. The first 60-foot rails rolled in this country were rolled by The Edgar Thomson Steel Co., at its works near Pittsburgh, in the fall of 1875, and were of steel.

1875. The Whitwell firebrick hot-blast stove, the invention of Thomas Whitwell, of England, was first used in this country at Rising Fawn furnace, in Dade county, Ga., on June 18, 1875. Its next application was at Cedar Point furnace, at Port Henry, in Essex county, New York, on August 12, 1875. The stoves at Cedar Point furnace were, however, built before those at Rising Fawn furnace.

1875. The first wire nails that were made of steel wire in this country were made at Covington, Ky., in 1875, by Father Goebel, pastor in charge of St. Augustine's Catholic Church in that city, who imported a wire-nail machine from Germany. Father Goebel in the same year formed The Kentucky Wire Nail Works and ordered two more machines, he being president of the company. Thus originated the present extensive wire nail industry of the United States.

1875. At the Centennial Exhibition at Philadelphia in 1876, The Edgar Thomson Steel Co. exhibited a steel rail which at that time was the longest steel rail that had ever been rolled. It was 120 feet long and weighed 62 pounds to the yard.

1877. The first set of Siemens-Cowper-Cochrane firebrick hot-blast stoves erected in this country was erected at one of the Crown Point furnaces, in Essex county, N.Y., in 1877, but the first set of these stoves in any part of America was erected at Londonderry, in Nova Scotia, by The Steel Co. of Canada, Limited, in 1876. The Siemens-Cowper-Cochrane stove is an English invention.

The world's production of pig iron in 1878 was estimated in 1879 by the compiler of this chronological record to have amounted to 11,262,171 tons, and the world's production of steel in the same year was estimated by the same authority to have amounted to 2,941,775 tons.

1880. The first elevated railroad constructed in this country in connection with a regular freight and passenger railroad was undertaken by the Pennsylvania Railroad Co. in 1880 and finished in 1881. It constitutes an extension of the main line of the Pennsylvania Railroad to the heart of the city of Philadelphia and is about a mile long.

1883.—The celebrated steel suspension bridge over the East river, connecting New York with Brooklyn, was projected in 1865, but its construction was not actually undertaken until 1869. Its engineer was John A. Roebling, who died in that year, being succeeded by his son, Washington A. Roebling. The bridge was completed and formally opened on May 24, 1883. The total length of the bridge and approaches is 5,989 feet. The length of the main span is 1,595 feet. The wire cables for the Brooklyn bridge were made of American steel.

1884. In 1884 we commenced to import iron ore from Cuba.

1884. The first basic steel made in the United States was produced experimentally at Steelton, Pa., by The Pennsylvania Steel Co. on May 24, 1884, in a Bessemer converter.

1884. In 1884 there were still in existence in this country several slitting

mills, which were used spasmodically in the conversion of iron into nail rods. There was a slitting mill at the Cambridge rolling mills near Boston; another at The Norway Steel and Iron Works at South Boston; another at The Eagle Iron Works at Roland, Center county, Pa., and another at The Oxford Iron and Steel Works at Frankford, Pa.

1887.—The first contract for American made armor was made by the Navy Department with The Bethlehem Iron Co. on June 1, 1887, and was for two battleships and four monitors, and called for 6,700 tons of plain steel armor, oil tempered and annealed, at an average price of \$536 per ton. But the first armor actually made in this country was made by this company in 1890.

1888.—The beginning of the manufacture of basic steel in this country as a commercial product dates from 1888, on the 28th of March, in which year the first basic open-hearth steel was produced at The Homestead Steel Works of Carnegie, Phipps & Co., Limited, at Homestead.

1890.—In this year the United States for the first time made more pig iron than Great Britain. This leadership was steadily maintained until 1891, when it was lost, but in 1895 it was regained. In 1896 it was again lost, but it was again regained in 1897, and has since been maintained.

1890.—The world's production of pig iron in this year is given in Iron in All Ages as 26,968,468 tons, and the world's production of steel in this year as 12,151,255 tons. The percentage of pig iron produced by the United States was 34.1, and its percentage of steel was 35.2.

1899.—Mr. Poor reports that in 1899 there were 250,362 miles of railroad track in the United States, including second track and sidings, of which 229,645 miles were laid with steel rails and 20,717 miles were laid with iron rails.

1900.—The production of crucible steel in 1871 was 32,436 tons; in 1880 it was 64,664 tons; in 1890 it was 71,175 tons; in 1899 it was 101,213 tons; and in 1900 it was 100,562 tons.

1900.—The production of open-hearth steel in 1869 was 893 tons; in 1870, it was 1,339 tons; in 1880 it was 100,851 tons; in 1890 it was 513,232 tons; and in 1900 it was 3,398,135 tons.

1900.—The production of Bessemer steel in the United States in 1867 was 2,679 tons; in 1870 it was 37,500 tons; in 1880 it was 1,074,262 tons; in 1890 it was 3,688,871 tons; and in 1899 it was 7,586,354 tons. The production in 1900 was 6,684,770 tons.

1900.—The production of all kinds of steel in the United States in 1867 was 19,643 tons, Bessemer steel included; in 1870 it was 68,750 tons; in 1880 it was 1,247,335 tons; in 1890 it was 4,277,071 tons; in 1899 it was 10,639,857 tons; and in 1900 it was 40,188,329 tons.

1900.—The production of Bessemer steel rails in 1867 was 2,277 tons; in 1870 it was 30,357 tons; in 1880 it was 852,196 tons; in 1890 it was 1,867,837 tons; and in 1900 it was 2,383,654 tons.

1900. In this year the United States for the first time made more open-hearth steel than Great Britain.

1900.—In 1871 the United States imported 82,969 tons of tinplates; in 1880 it imported 158,049 tons; in 1890 it imported 329,435 tons; and in 1900 it imported 60,386 tons.

1900.—In the last six months of 1891 our production of tinplates and terne plates was 999 tons; in 1895 it was 113,666 tons; in 1899 it was 360,875 tons; and in 1900 it was 302,665 tons.

1900.—In 1872 the production of spiegeleisen and ferromanganese was 4,072 tons; in 1880 it was 17,503 tons; in 1890 it was 133,180 tons; and in 1900 it was 255,977 tons. These figures are included in the statistics of pig iron already given.

1900.—The world's production of pig iron in 1900 we estimate to have amounted to about 40,400,000 tons.

SOME FACTS ABOUT CUTS.

These terms are applied to duplicates or original engravings.

Electrotypes are made of a kind of type metal, the surface covered with a copper to make it wear resisting. A mould is taken of the original engraving in wax, the mould covered with plumbago, polished and then a copper shell deposited on it by means of a dynamo. This shell is removed from the wax, backed up with metal, shaved down and mounted. It is usual to mount on wood, but for some purposes they are mounted on metal.

For stereotype a papier-mache mould is made of the original; this is dried and then placed in a casting box, where metal is poured on it, and in this way one or more casts are made. These casts may be made type-high for metal-base cuts, or in thin plates that are afterwards mounted on wood to give the required height.

Electrotype duplicates, except on very fine half-tones, are as good as the original cuts, as even the finest lines are preserved. Stereotypes are much less desirable for ordinary work than electrotypes, because the copper surface of the latter makes them wear several times longer than stereotypes. It is advisable to have electrotypes made of valuable cuts of any kind, and use the electrotypes for printing purposes and preserve the original engraving to have other electrotypes made from in case of accident. Electrotypes must always be ordered for wood engravings, as it is not possible to do printing in any quantity from the original wood cuts without ruining them. Printers find electrotypes a profitable investment. In long runs electrotypes of type forms are an inexpensive means of cutting down presswork or composition. The plates are then on hand ready for repeat orders, which can be turned out expeditiously and at even greater profit than the first. Selected.

AN UNEXPECTED DEATH.

A very sad death occurred in St. Johns, Que., on Monday last, when Mr. Edouard Morel, plumber, tinsmith and hardware merchant, suddenly expired. A week before Mr. Morel had been in Montreal apparently in the best of health, and on Wednesday he was working on a roof on Alexander street. The next day he was suddenly taken sick and did not recover. He was highly respected by the wholesale trade of Montreal, who were grieved to hear of his sudden demise.

CURIOUS PRODUCTS IN BRASS WIRE.

Among the curiosities of Birmingham industry, according to Hardwareman, few are more remarkable and interesting than some branches of the brass wire trade. No inconsiderable quantity of the brass wire made in Birmingham finds its way to Old Calabar on the Gold Coast, in the form of "guinea rods," three feet in length, 100 of which form a medium of exchange for palm oil among the natives, representing to them the equivalent of the English guinea. Some years ago it was not uncommon for orders to reach Birmingham for these "guinea rods" to the extent of 20 tons each. Zanzibar takes large quantities of brass wire in coils. The native artisans at Unyanyembe convert the wire into coil bracelets, a ring of wire being sufficient to make two or three of the ornaments, each weighing about 3 lb. From Zambesi and other parts of Central Africa, the demand is for heavier coils, the brass bangles worn by the natives averaging 4½ lb. each. In addition to rings of brass wire, large quantities of armlet and anklet rings, made of tube, from 2¼ inch to 4 inch in diameter, are made in Birmingham for Central Africa. These rings, when "milled," burnished and lacquered, are used by merchants on the Gold Coast for payment of debts and exchanges with the natives, who bring down palm oils and other products, receiving the rings in barter. A single order received in Birmingham 25 years ago included 240,000 of these rings, 3½ inch in diameter, weighing, all told, over 23 tons!

CLERGUE TO MAKE TUBES.

A despatch from Sault Ste. Marie says that F. H. Clergue and other capitalists are forming a company to manufacture seamless, lap-welded and butt-welded tubes from steel. The tubes will be used for water, steam and boilers, and will be made up to 10 in. in diameter. It is stated that machinery for the works is now on the way from England, and that from 500 to 600 men would be employed.

WIRE NAILS TACKS WIRE

Prompt Shipments

The ONTARIO TACK CO.
Limited
HAMILTON, ONT.

BUSINESS CHANGES.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

V E. PARADIS has been appointed curator of Mrs. Octave Beaudet, general merchant, St. Pierre les Becquets, Que., and of T. H. Cummins, general merchant, St. Prime, Que.

E. C. Gooden & Co., general merchants, Baie Verte, N.B., have assigned.

Frechette & Frere, general merchants, East Angus, Que., have assigned.

Ross McLeod, general merchant, Innerkip, Ont., has assigned to W. J. Smith.

Gillespie & Grier, planing millers, Parry Sound, Ont., have assigned to F. R. Powell.

Joseph Yelland, wagonmaker, etc, Peterboro', Ont., has assigned to Robt. R. Hall.

John Burke & Co., general merchants, Lingan, N.S., have assigned to Hugh Ross.

Assignment has been demanded of B. Levesque, general merchant, Chicoutimi, Que.

V. E. Paradis has been appointed curator of Joseph Harvey, general merchant, Lanse au Foin, Que.

Dionne & Co., general merchants, St. Moise, Que., are offering to compromise at 40c. on the dollar.

A meeting of the creditors of Mrs. S. Dubois, general merchant, St. Didace, Que., will be held on September 30.

PARTNERSHIPS FORMED AND DISSOLVED.

Adams & Mason, hardware dealers, Parrsboro', N.S., have dissolved.

Brochu & St. Pierre, wood and coal dealers, Montreal, have dissolved.

Paul & Gerge, dealers in agricultural implements, Moosomin, Man., have dissolved.

SALES MADE AND PENDING.

Frank Clark, general merchant, Elora, Ont., has sold out.

The business of M. L. Jantze, sawmill, Newton, Ont., is advertised for sale.

Wm. Miller, blacksmith, etc., Smith's Falls, Ont., is advertising his business for sale.

The bailiff's sale of the stock of Michael Ritchie, machinist, etc., Hamilton, Ont., is advertised.

The assets of N. Russell & Co., tinware dealers, Dartmouth, N.S., are advertised for sale by tender.

The assets of A. Dumesnil, general merchant, Cascade's Point, Que., were sold on September 25.

The bailiff's sale of the stock of James McSweeney, tinware dealer, etc., Hamilton, Ont., is advertised.

The stock, etc., of Lander Bros., hardware dealers, etc., Oshawa, Ont., is advertised to be sold by tender.

The stock of the estate of The Leduc

Mercantile Co., general merchants, Leduc, N.W.T., is advertised for sale by tender.

The stock, etc., of the estate of A. Cowan, general merchant, Kingsville, Ont., is advertised for sale by auction to-day (Friday).

CHANGES.

D. Nevin, blacksmith, Hat Creek, B.C., is giving up business.

G. W. Lee, general merchant, Toledo, Ont., is removing to Lyndhurst.

A. H. Trefry, carriagemaker, Yarmouth, N.S., has sold out to H. H. Perry.

Wm. Attig, hardware dealer, Newton, Ont., has sold out to Thomas Neilson.

John Rogers, general merchant, Petrolea, Ont., has sold out to Robert S. Hessey.

Charles Miller, blacksmith, Lawrence-town, N.S., has been succeeded by Geo. Woodbury.

Herbert F. Elliott has registered as sole proprietor of Elliott & Co., general merchants, Pugwash, N.S.

Alex. Johnson, dealer in agricultural implements, Stratford, Ont., has been succeeded by Grieve & Robb.

T. O. Davis, general merchant, Prince Albert, N.W.T., has been succeeded by The Prince Albert Trading Co.

N. B. Fader, general merceant, Bayside, N.S., has registered consent for his wife,

THE SAFE PAINT

for you to sell and for your customers to use is The Sherwin-Williams Paint.

It is safe for you because it will back up in actual use every statement you make in recommending it. It will build up your trade

and reputation—not tear them down, as "cheap" paints do.

It's safe for you because it will pay you for your investment of time

and money put into it.

It's a good money maker.

It's safe for your customer because it is made right in every way. From start to finish in the process of manufacture we guard against mistakes—that would leave any uncertainty about the results after the paint is on the building. We know every can of S. W. P. is right in every respect before it leaves the factory, and are willing to stand back of it. The consumer takes no risk. S. W. P. is absolutely

THE SAFE PAINT

SHERWIN-

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THE SHERWIN-WILLIAMS CO.

PAINT AND VARNISH MAKERS.

CHICAGO,
NEW YORK,

NEWARK,
MONTREAL,

CLEVELAND,
BOSTON,
TORONTO,

SAN FRANCISCO,
KANSAS CITY



Kate P. Fader, to do business in her own name.

George H. Kendall has registered as proprietor of the business of C. C. Hearle, manufacturer boiler compounds, Montreal.

FIRES.

J. R. Durand, tinsmith, Berthierville, Que., has been burned out.

A. Ross & Son, general merchants, Port Perry, Ont., have been burned out; insured.

Chantler Bros., coal and wood dealers, London, Ont., have suffered small loss by fire.

Chadwick Bros., manufacturers brass goods, Hamilton, Ont., have been burned out; insured.

Z. Blain, tinsmith, and A. Pelchat, carriagemaker, South Durham, Que., have been burned out.

The factory of the National Tool & Axe Works, Three Rivers, Que., has been damaged by fire; insured.

Chas. E. Hill, grist and carding miller, Nashwaaksis, N.B., has been burned out; loss, \$3,500; insurance, \$1,500.

The mill of W. H. Miller, manufacturer shingles, Campbellton, N.B., has been destroyed by fire; loss about \$4,000; no insurance.

DEATHS.

F. W. Bateman, locksmith, Halifax, is dead.

INDUSTRIAL GOSSIP.

Those having any items of news suitable for this column will confer a favor by forwarding them to this office addressed to the Editor.

THE FROST & WOOD CO., LIMITED, Smith's Falls, Ont., intend enlarging their works in that place at once, a by-law having been passed to grant them a bonus of \$20,000 when their pay roll reaches 500 hands.

E. T. Wright & Co., Hamilton, Ont., expect to open up a new wing 120 x 40 ft., and will extend their business and increase their staff.

Ferguson & Rogers, of the Clarksburg, Ont., foundry, are placing all their machines on cement foundations. It is believed that, in case of fire, the machines would be damaged very little when they rest on a foundation which will not give way.

It is reported from Fort William, Ont., that W. J. Copp, of The Copp Bros. Co., foundrymen, Hamilton, Ont., visited that place a few days ago and made arrangements for the establishment of a foundry there, to be conducted under the management of his son, Harold Copp. In any case, the foundry will not be started before next summer.

The Cramp Ontario Steel Co., Limited, have started the erection of their plant at Collingwood. Four buildings are being erected, a machine shop, a boiler house, a blooming mill and a merchant bar mill. Two 30 ton open hearth furnaces will also be built. The company hope to have the plant in working order by the opening of navigation next spring.

The Dominion Iron and Steel Co., Limited, Sydney, N.S., have declared their first semi annual dividend of $3\frac{1}{2}$ per cent. on preferred stock. It is payable October 1. It is anticipated that No. 3 furnace will be in blast by the beginning of next month, and it was stated at the meeting that the open hearth plant would be rushed ahead, so that steel making will probably begin in November and the whole plant be in full operation early in January.

INQUIRIES AND ANSWERS.

MANUFACTURERS OF HOSE CONNECTIONS

"G.M.B." writes: "I wish to correspond with some malleable works or foundry that will undertake to manufacture small hose connections patented in Canada and the United States. I take the liberty of asking you to kindly inquire through HARDWARE AND METAL, as I do not know any better way to get at it."

[REMARKS: The leading manufacturers of malleable iron in Canada are The Ontario Malleable Iron Co., Limited, Oshawa, Ont.; Walkerville Malleable Iron Co., Limited, Walkerville, Ont.; Malleable Iron Co., Limited, Montreal; W. H. Frost, Smith's Falls, Ont.—THE EDITOR.]

**First in Quality,
First in Features,
First in the Hearts of Sportsmen.**
IS THE STANDING ENJOYED BY THE
IVER JOHNSON SINGLE GUN.



12 and 16 gauge. 30 and 32-inch barrel. Semi-hammerless Trigger action. Automatic ejector or non-ejector (at option). Buyers are impressed with the individuality of Iver Johnson products. They attract, they sell readily. They are a little higher in price, but so much higher in quality that the trade prefers them and the public demands them. Send for catalogue.

Iver Johnson's Arms & Cycle Works,

Branches—New York—99 Chambers St.
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E. B. SALYERDS

Manufacturer of

Hockey Sticks

PRESTON,

Ontario, - Canada.

The Best Stick.

Made of Rock Elm.

Wholesale Trade Only Supplied

Ask your Wholesale House for the Preston make of Stick.

Write for Prices.



The Kelsey Warm Air Generator

Study the construction of the Kelsey and the principle employed in warming the air, and you will be convinced of its efficiency.

In the Kelsey the air is warmed thoroughly and evenly by passing in separate channels through the cast iron sections.

There are from nine to seventeen of these sections in a Generator, according to its size.

Each section weighs about 70 pounds, and has 8 square feet of heating surface.

These immense surfaces and this great weight of cast iron, being in direct contact with and over the fire, are kept heated to any required degree, with a most economical consumption of fuel.

**THE KELSEY METHOD OF WARMING THE AIR
IS THE BEST METHOD. SEND FOR BOOKLET.**

JAMES SMART MFG. CO.

Sole Manufacturers for Canada.

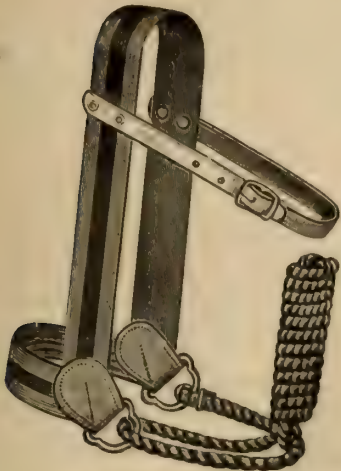
Brockville, Ont.

H. S. HOWLAND, SONS & CO.

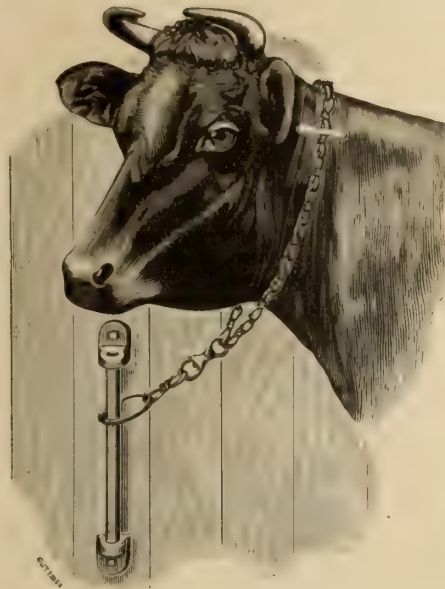
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Web Halter Rope Chin Strap.



Web Halter Leather Chin Strap.



Rope Halters, Sisal and Jute.

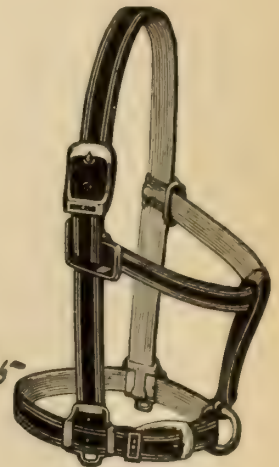
"Special" Stall Fixtures.
No. 1, $\frac{1}{4}$ -inch Diameter.
No. 1, $\frac{3}{8}$ -inch "
Also Chains for Same.



"Dominion" Stall Fixtures.
Stamped Steel.

*all to H.S. Howland Sons & Co
5-10-01 see cat. with 3 pages 135*

Steel Cow Chains.



All Leather Halters.



Three Chain.



Close Ring.



Open Ring.

H. S. HOWLAND, SONS & CO., Toronto.

WE SHIP
PROMPTLY

Graham Wire and Cut Nails are the Best.

Factory: Dufferin Street, Toronto.

OUR PRICES
ARE RIGHT

TRADE IN COUNTRIES OTHER THAN OUR OWN.

TRADE IN SHEFFIELD.

NEARLY the whole of the old-fashioned staple trades of the city have now lapsed into a moribund condition. The output of files, saws, crucible steel, certain kinds of edge tools, and cutlery, falls lamentably short of the means for producing them. The only firms able to do a satisfactory turnover are those who are fortunate enough to possess exclusively, or nearly exclusively, some popular specialty. As regards silver and electroplate it is singular that, although many houses are short of work, firms who roll or sell metal to the members of the trade are fairly busy. Thus the distribution of orders must be exceptionally uneven. The present time is, of course, the slackest season of the year, and the next few weeks will settle the question as to whether the situation possesses any latent possibilities of business expansion. Ironmonger.

PIG IRON TRADE IN GREAT BRITAIN.

In pig iron there is an improved business doing, the conviction which is gaining ground among buyers that prices are now more likely to advance than recede having brought many of them into the market. In Middlesbrough the improvement is emphasized by a noticeable increase in the deliveries over sea, while on home account also the demand is better. In the matter of prices, makers have held their own fairly well during the week, and the fluctuations of Cleveland warrants have had little influence on the market. In Lancashire trade is a little slower, but Staffordshire prices remain firm. The Glasgow market has been rather quiet. In warrants, business has been confined mainly to Cleveclands, which are rather dearer. The following is a statement of the stocks of pig iron in public stores:—

	Tons.
Connal's at Glasgow.....	58,310
Connal's at Middlesbrough.....	121,000
Railway Stores, Middlesbrough.....	7,500
Connal's at Middlesbrough, hematite.....	3,282
Cumberland & Barrow Stores.....	20,000

In Middlesbrough and Barrow stocks have gone up during the week ended September 10, by 1,467 tons in the former, and 1,239 in the latter centre; but the Glasgow figures show a decrease of 300 tons. So far this year the stocks in Middlesbrough have increased nearly 80,000 tons, including 2,797 tons hematite, while at Glasgow and Barrow there have been decreases of 12,916 and 2,437 tons respectively.

TINPLATE IN GREAT BRITAIN.

During the past week the market has been about as slow as it is possible for it to be, and scarcely any sales of any moment have taken place. The Americans have practically stopped engineering, not because they have filled their requirements, but because they find that the plates they want for quick delivery are not to be had on this side. It is reported, also, that several of the tinplate mills in the United States are gradually being restarted.

Makers' quotations at present range from about 15s. to 15s. 6d. per box for good ordinary brands of Bessemer cokes in common 14 by 20 112 sheets 108 lb. f.o.b. South Wales, Siemens steel being generally quoted at 1½d. to 3d. extra, and hundred pounders at 3d. to 4½d. per box allowance. These prices are for reason-

able forward delivery, plates required for early shipment commanding more money. It is thought that there is a good deal of business being held back in anticipation of lower prices, as compared to the inquiries that have been received during the last two or three weeks the actual bookings have been very small.

The home trade is steady, and there is no difficulty in selling wasters of all descriptions. Spot plates continue to change hands at full prices. Current values for forward delivery are 15s. 3d. to 15s. 7½d. per box, common waste 14 by 20 112 sheets 108 lb. Bessemer cokes f.o.b. Liverpool, Siemens cokes being worth a shade extra, while common 14 by 18½ 124 sheets 110 lb. in Bessemer coke finish are quoted at 15s. 1½d. to 15s. 6d. per box f.o.b. Liverpool.

Charcoals are slightly better, and several small transactions have taken place, mainly in Allaway grades, for which 16s. to 16s. 6d. per box has been paid for common 14 by 20, with option of odd sizes at 3d. to 6d. basis extra, according to specification. Melyn grade plates are quoted at 17s. 6d. to 18s. 6d. per box for 14 by 20 full weights, according to finish, f.o.b. Wales.

Ternes are very quiet just now, and very little business has been done lately in these plates. Makers' quotations range from about 28s. to 29s. 6d. per box for 28 by 20 double boxes in common substance f.o.b. Welsh port, forward delivery.—Iron and Coal Trades' Review, September 13.

GORDAGE MARKET IN THE STATES.

The position of hemp is firm and the cost of sisal hemp is near to the selling price of rope. The price at which sisal rope is held affects the demand and jute rope is being ordered more freely as a substitute. Many buyers are unwilling to pay present prices for sisal rope, and the proximity of the cost of hemp to the price of rope causes manufacturers to be indifferent sellers. It is a waiting game on both sides. Manila hemp has also advanced, but its cost is not so near the price of rope, which is being ordered more freely. Owing to the strong position of hemp manufacturers we see no reason why rope prices should be lower for some time. The condition of the rope market is due to competition among manufacturers, who agree that present prices do not represent fair profits. A general quotation for sisal rope on the basis of 7-16-inch and larger, is 8½c., with a ¼c. rebate for larger quantities. These figures are shaded ¼c. by some makers. Manila rope is held quite firmly at 10½c., with a rebate of ¼c. per lb. for larger quantities.—Iron Age, September 19.

NEW YORK METAL MARKET.

COPPER.—The copper market appears to be demoralized. Producers have not reduced their quotations, but in the absence of orders prices are entirely nominal. Rumors of an impending sharp reduction—say to 14c.—were even more persistent to-day, but coming from Wall street they were accepted with more or less reserve. At the same time the belief is general that lower prices will have to be made by the producers to reawaken interest in the metal, and this belief was strengthened by the heavy decline in London to-day, which brings the price of standard contracts down to the equivalent of 13.40c.

As sales in London, particularly of futures, were heavy at the decline, it is not considered improbable that this stock, or some of it, together with other which may be bought at similar figures, will find its way to this market to come into competition with the American producers. The actual decline in the London market to-day was £2 17s. 6d. on both spot and futures, the closing quotation of £63 on spot being just £10 below the price on this date last year and the lowest quotation made on spot copper in the English market since 1899. The close in London was weak.

PIG TIN.—The New York market was quiet and easy at a further decline of 10 points. Spot sold at 25c. and the closing quotation was 25c. bid and 25.10c. asked for spot, September and October. For November 21.55c. was bid and 25c. asked, while the bid and asked prices on December were 21.50c. and 24.85c., respectively. The London market declined 15s. on spot and 10s. on futures, and closed weak and quiet. The Singapore quotation advanced 10s., to £112 12s. 6d. c.i.f. London. The Pretoria has arrived here with 20 tons, making the total imports for the month to date, 2,605 tons.

PIG LEAD.—The market remains steady on the basis of 4.37½c. for 50 tons or more, the demand being moderate. St. Louis reported a quiet market, with quotations unchanged at 4.25 @ to 4.27½c. for soft Missouri and 4.30c. bid for chemical hard. Yesterday's advance of 1s. 3d. in the price of soft Spanish in London was lost.

SPELTER.—The firm tone of the market is maintained under a continued good demand. The quotations remain at 4.05 @ 4.10c. for spot and September, and 4 @ 4.10c. for future shipments. In St. Louis 200 tons sold at 3.94c., the close being firm. There was no further change in the London market.

London, Sept. 24.—G. M. B. spelter, £16 17s. 6d.

REGULUS ANTIMONY.—Prices are steady under a moderate demand and we continue to quote 10½c. for Cookson's, 8½ @ 8¾c. for Hallett's, and 8½ @ 8¾c. for other brands.

OLD METALS.—Trade is rather light, but prices are maintained at the previous quotations.

IRON.—The situation in the pig iron market shows steady though gradual improvement so far as the demand for prompt and early deliveries is concerned. For such full prices are obtained, but in some quarters it appears that a feeling of uneasiness exists as to future market values, as buyers are not inclined to make bids on long-time contracts. Advices from Philadelphia to The Metal Exchange are to the effect that quite a good demand exists for pig iron, and, as most of the furnaces are bare of stocks, the feeling is firm. There is a wide disparity in quotations, however, and it is evident that opinions are not unanimous as to the course of the market after the requirements for the remainder of this year have been covered. The demand for finished materials continues good, with prices very firm. In some quarters an early advance in the price of bar iron is looked for, there being a greater demand, it is said, than the mills can conveniently supply.

TINPLATE.—There has been no change in the situation and none is looked for in the immediate future. There is a fair demand for delivery over the balance of the year at the regular quotations.—N. Y. Journal of Commerce, September 25.

EXCUSES FOR DELAY.

AN order was given three months ago by a manufacturing company for a sufficient tonnage of black sheets to make 2,000 heaters. This order had not been filled by the middle of August and the manufacturers were compelled to direct their salesmen to stop offering the heaters for sale. A wagon manufacturing company last April ordered one hundred tons of steel bars to be delivered in carload lots by June 30, but only one carload had been received up to last Saturday. Numberless instances of this kind might be cited to show the delays in filling contracts that have been caused by a restricted production at a time when the demand was very urgent. It is true that the strike is responsible for part of the delays, but it does not excuse those which were caused before the strike went into effect.

What would be said of a jobbing house or retail establishment which attempted to control all the business in its territory yet did not carry sufficient stock to meet even the pressing wants of its customers, not to speak of their ordinary requirements? Yet this is exactly the position taken by the leading interest in iron and steel. It has endeavored to control the business by a process of concentration and a reduction in output but now takes advantage of the strike clause to escape liability from non-fulfillment of contract on deliveries due before the strike began. To use an everyday illustration, if the magnate of the trust had ordered a suit of clothes by a certain date, and on that day was told that the maker had so limited his force of workers that the cloth had not even been cut, well, he would probably go in search of another tailor.—Stoves and Hardware Reporter.

TO DRILL HOLES IN GLASS.

IN order to drill a hole in glass, it is necessary, says The Pottery Gazette, of London, to have a hard and well-tempered steel drill. This may be prepared by heating to a dull red, and then plunging into mercury so as to become hard. It is, however, necessary to temper the shaft of the drill. Imbed the point of the drill in a piece of lead. The temperature of the shaft of the drill can be raised by means of a blow pipe till there is a blue color nearly to the point. The drill and lead together are now immersed in cold water, when the first will be ready for work. This tool, when mounted in a holder and with the point moistened with turpentine, attacks glass rapidly. Do not press too heavily when working the drill, and if possible work from both sides of the glass successively. To enlarge a hole thus obtained, use a rat-tailed file soaked in turpentine. A

steel drill may be hardened when at red heat by dipping into any cool liquid.

Another method is to saturate commercial muriatic acid with zinc, do this in the open air. The drill should be ground before hardening. When at red heat dip in the solution to harden; or a spear-shaped drill, heated to a red heat and hardened in mercury, and then sharpened on an oil stone, may be used. The drill is firmly rotated at the desired spot with an alternate motion, and lubricated with a saturated solution of camphor and spirits of turpentine. Diluted sulphuric acid may also be used as a lubricant.

REMOVING ENAMELLED LETTERS.

The Wall Paper Review gives the following practical hint for removing copper-enamelled letters from plate-glass:— "Warm the cement, which is best done with hot flat-irons. Hold the irons to the letters, and then carefully test the effect by inserting a knife or chisel under the letter. The heat will loosen the cement, and the letters will slide off the glass." This method, if carefully carried out, is said to eliminate all danger of breaking the window or chipping the letters. Another recommendation is the rapidity, comparatively speaking, with which the operation can be performed.

AGENCY FOR FARM FORKS, ETC.

Mr. Alexander Gibb, Montreal, has just been appointed Canadian agent for The Willoughby Fork and Manufacturing Co., Willoughby, Ohio, manufacturers of coal, coke and farm forks, hoes and rakes.

This firm is an independent concern and propose putting Mr. Gibb in a position to secure a good share of the Canadian business. Samples are expected in the course of a few days, when Mr. Gibb will take the opportunity of calling on the trade. The quality of the goods, which is reputed to be high, together with the price at which he will be able to offer them, should put him in good position to have a lot of these goods brought into Canada next season.

Dealers are advising the trade to correspond with Mr. Gibb before placing their orders. The catalogues are now on the press and are expected shortly, and probable buyers will be furnished with a copy on application.

In addition to carrying samples in Montreal, Mr. Gibb will have a full line of samples with his Winnipeg agent, Mr. E. H. Bissett.

RETAIL HARDWARE STORE CHANGE

Charles Watkins, retail hardware, 318 Lippincott street, Toronto, has bought out the stock and business of D. Marks, McCaul street. He will conduct business in both places.

THE
**CANADA
PAINT
COMPANY**
LIMITED
**STOVE
PIPE
VARNISH.**

BRILLIANT BLACK STOVEPIPE VARNISH, JET BLACK, dries quickly without odour. Small size in Stone Bottles. Large size in Stone Bottles.

STOVEPIPE VARNISH in Lever Lid Tins. (2 sizes.)

STOVEPIPE VARNISH, CRYSTAL BLACK, in Lever Lid Tins with Brush attached.

For further particulars see page No. 44 of catalogue.

Quick shipment from Montreal or Toronto.

PUTTY.

PUTTY in Bulk, casks about 800 lbs.

PUTTY in Bladders, barrels about 400 lbs.

PUTTY in Bladders, 100-lb. cases.

PUTTY in 25-lb. tins, 4 in a case.

PUTTY in 12½-lb. tins, 8 in a case.

PUTTY Of the quality only, "The Best."

THE
**CANADA
PAINT
COMPANY**
LIMITED
Montreal and Toronto.

MARKETS AND MARKET NOTES

QUEBEC MARKETS.

Montreal, September 27, 1901.

HARDWARE.

THE fall demand now covers the full range of hardware from A to Z and not a complaint is heard. Hay-baling wire remains scarce and shipments are somewhat behind. The demand for hot-air furnaces has been so abnormally brisk that it is now impossible to keep up with orders, and it is said that some country dealers are in a bad way for stocks. Skates and hockey sticks are now selling freely. The list prices of wringers have been changed, particulars of which will be found in another column. Churns are advanced. Stovepipe elbows are advanced from \$1 to \$1.20 on 5 and 6 inch, \$1.35 on 7 inch and

\$1.50 for polished. Hay-rake prices have been raised 5 per cent. for next season. Payments are good.

BARB WIRE—The demand is small, only a few orders arriving this week. The price is unchanged at \$3.05 per 100 lb. f.o.b. Montreal.

GALVANIZED WIRE—There is not much doing. We quote: No. 5, \$4.25; Nos. 6, 7 and 8 gauge, \$3.55; No. 9, \$3.10; No. 10, \$3.75; No. 11, \$3.85; No. 12, \$3.25; No. 13, \$3.35; No. 14, \$4.25; No. 15, \$4.75; No. 16, \$5.

SMOOTH STEEL WIRE—The demand for hay-baling wire continues as brisk as ever and shipments are behind. We quote oiled and annealed: No. 9, \$2.80; No. 10, \$2.87; No. 11, \$2.90; No. 12, \$2.95; No. 13,

\$3.15 per 100 lb. f.o.b. Montreal, Toronto, Hamilton, London, St. John and Halifax.

FINE STEEL WIRE—There is nothing new to remark in this line. The discount is still 17½ per cent.

BRASS AND COPPER WIRE—There is but a moderate demand. The discounts are still 55 and 2½ per cent. on brass and 50 and 2½ per cent. on copper.

FENCE STAPLES—A few lots have been sold this week. We quote: \$3.25 for bright, and \$3.75 for galvanized, per keg of 100 lb.

WIRE NAILS—There is a nice movement of all sizes. We quote: \$2.85 for small lots and \$2.77½ for carlots, f.o.b. Montreal, London, Toronto, Hamilton and Gananoque.

CUT NAILS—Business is fair. There is

CHILLY WEATHER HEATERS

At this season (too soon to light the furnace or heavy base-burner), when the evenings and odd days are damp and cool, a light, cheap heater is required to take off the chill.

We are making small, handy stoves for just this purpose—stoves that sell easily and at a low price, and still leave the dealer a good profit. Note these:—



"BELLE"

Direct Draft Heater.
Burns Coal only.

A highly finished heater at a reasonable price.

Has bright polished sheet-iron body, brick linings, heavy cast dumping grate and ash pan.

Legs are bolted to stove and cannot fall out.

Has swing top with fancy nicked urn and nicked shaker.

Just the stove for a small office or room.

Will retain fire over night.



"FAMOUS" Oil Heater

Economical on Oil.

Easily Operated.

Light to Move.

Perfectly Safe.

Wonderful Heater.

No. - - - 30

Circumference of wick, ins. - 10

Capacity of Oil Tank, gallons ¾

Height over all, ins. - - - 32

Weight, lbs. - - - - - 25

The McCLARY Manufacturing Co.

LONDON, TORONTO, MONTREAL, WINNIPEG, VANCOUVER AND ST. JOHN, N.B.

"Everything for the Tinshop."

DEC 13 1901

THE PAGE-HERSEY IRON & TUBE CO.

Limited

MONTREAL

Manufacturers of

Wrought Iron Pipe

For Water, Gas, Steam, Oil,
Ammonia and Machinery.

**DRAIN PIPES,
PORTLAND CEMENTS,
FIRE BRICKS AND CLAY
SILICA AND MAGNESIA
BRICKS,**

with specially prepared mortar.

Contractors' and Founders'
Supplies.

F. HYDE & CO.

31 WELLINGTON ST., MONTREAL

.. FULL STOCK ..

Salt Glazed Vitrified



Double Strength Culvert Pipe
a Specialty.

THE CANADIAN SEWER PIPE CO.

HAMILTON, ONT. TORONTO, ONT.
ST. JOHNS, QUE.

Deseronto Iron Co.

LIMITED

DESERONTO, ONT.

Manufacturers of

Charcoal Pig Iron

BRAND "DESERONTO."

Especially adapted for Car Wheels, Malleable Castings, Boiler Tubes, Engine Cylinders, Hydraulic and other Machinery where great strength is required; Strong, High Silicon Iron, for Foundry Purposes.

no change to report. We quote as follows: \$2.55 per keg for small and \$2.45 for carlots; flour barrel nails, 25 per cent. discount; coopers' nails, 30 per cent. discount.

HORSE NAILS—A good trade is springing up, the demand being somewhat better than last week. "C" brand is held at a discount of 50 and 7½ per cent. off the new list. "M" brand is quoted at 60 per cent off old list on oval and city head and 66⅔ per cent. off countersunk head. Monarch's discount is 66⅔ per cent., and 70 per cent. in 25 box lots.

HORSESHOES — A fair movement is reported for the week. We quote: Iron shoes, light and medium pattern, No. 2 and larger, \$3.50; No. 1 and smaller, \$3.75; snow shoes, No. 2 and larger, \$3.75; No. 1 and smaller, \$4.00; X L steel shoes, all sizes, 1 to 5, No. 2 and larger, \$3.60; No. 1 and smaller, \$3.85; feather-weight, all sizes, \$4.85; toe weight-steel shoes, all sizes, \$5.95 f.o.b. Montreal; f.o.b. Hamilton, London and Guelph, 10c. extra.

POULTRY NETTING—There is little selling at a discount of 55 per cent.

SCREWS—The demand is brisk, and a good fall business is looked forward to. Discounts are as follows: Flat head bright, 87½ and 10 per cent. off list; round head bright, 82½ and 10 per cent.; flat head brass, 80 and 10 per cent.; round head brass, 75 and 10 per cent.

BOLTS—Inquiries are numerous and both travellers' sheets and the mails show large orders. Discounts are as follows: Norway carriage bolts, 65 per cent.; common, 60 per cent.; machine bolts, 60 per cent.; coach screws, 70 per cent.; sleigh shoe bolts, 72½ per cent.; blank bolts, 70 per cent.; bolt ends, 62½ per cent.; plough bolts, 60 per cent.; tire bolts, 67½ per cent.; stove bolts, 67½ per cent. To any retailer an extra discount of 5 per cent. is allowed. Nuts, square, 4c. per lb. off list; hexagon nuts, 4¼c. per lb. off list. To all retailers an extra discount of ¼c. per lb. is allowed.

BUILDING PAPER—The demand has been well maintained. We quote: Tarred felt, \$1.70 per 100 lb.; 2-ply ready roofing, 80c. per roll; 3-ply, \$1.05 per roll; carpet felt, \$2.25 per 100 lb.; dry sheathing, 30c. per roll; tar sheathing, 40c. per roll; dry fibre, 50c. per roll; tarred fibre, 60c. per roll; O.K. and I.X.L., 65c. per roll; heavy straw sheathing, \$28 per ton; slaters' felt, 50c. per roll.

RIVETS AND BURRS — A good trade is reported at unchanged figures. Discounts are now quoted as follows: Best iron rivets, section, carriage, and wagon box, black rivets, tinned do., coopers' rivets and tinned swedes rivets, 60 and 10 per cent.; swedes iron burrs are quoted at 55 per

ANVILS AND VISES

MADE BY

Henry Wright & Co.

SECOND TO NONE.

PRICE MODERATE.

STOCK IN MONTREAL.

A. C. LESLIE & CO.

AGENTS

MONTREAL.



IRON AND
BRASS

Pumps

Force, Lift and Cistern
Hand and Power.

For all duties. We can supply your wants with—quality the best and prices right. Catalogues and full information for a request.

THE R. McDougall Co., Limited

Manufacturers, Galt, Canada.

ADAM HOPE & CO.

Hamilton, Ont.

We offer from stock

Coke Tin Plates 1 C 14 x 20,

" " 1 C 20 x 28,

Galvanized Sheet Iron,

"Comet" and American Brands.

L. and F. Ingot Tin,

Straits Tin,

Ingot Copper,

Pig Lead, Spelter and Antimony.

NOVA SCOTIA STEEL CO.

Limited

NEW GLASGOW, N.S.

Manufacturers of

Ferrona Pig Iron

And SIEMENS MARTIN

Open Hearth Steel

A Good Housekeeper

delights in having her stovepipes shine. Are you prepared to supply her with a good Stove Pipe Enamel that will please her so well that she will ask for the same kind next year?

The superior quality of our Household, Bath, Liquid Coach and Cycle Enamels are so well known to the trade, it is needless for us to do any blowing about them further than to remind you that our Imperial Black Stove Pipe Enamel is of the same good quality.

Put up in all sizes. Write for a sample lot or prices, and don't forget to order some Elastilite Varnish to go along with it.

Manufactured only by

The Imperial Varnish & Color Co.
LIMITED
TORONTO, ONT., CANADA.

Window Glass

Window Glass

We are receiving large consignments of Window Glass by the following Steamers, viz.:

**Belgian, Mexican,
Boliviana, Cebriana**—

and will be able to fill all orders promptly.

**THE JOHN BOWMAN
HARDWARE & COAL CO.,
LONDON, ONT.**

cent. off; copper rivets, 35 and 5 percent. off; and coppered iron rivets and burrs, in 5-lb. carton boxes, are quoted at 60 and 10 per cent. off list.

CHURNS—The discount on churns has been lowered 2 per cent., from 58 to 56 per cent. from factory, and 56 to 54 per cent. from Montreal, Ottawa and Kingston, freight equalized with the nearest of the following points and the place of destination on shipments of two churns and upwards: Toronto, Hamilton, London and St. Marys.

CORDAGE—The cordage market is quite firm, and the demand is still active for some sizes. Manila now sells at 14c. per lb. for 7-16 and larger; sisal brings 10½c., and lath yarn, 10½c.

HARVEST TOOLS—There is but small inquiry. The discount is 50, 10 and 5 per cent.

SPADES AND SHOVELS—A good aggregate of business is reported. The discount is 40 and 5 per cent.

FIREBRICKS—A fair number of shipments have been made. We quote: Scotch at \$17.50 to \$22 and English at \$17 to \$21 per 1,000 ex wharf.

CEMENT—A good demand is maintained. We quote: German cement \$2.25 to \$2.40; English, \$2.20 to \$2.35; Belgian, \$1.65 to \$1.95 per bbl. ex wharf, and American, \$2.15 to \$2.30 ex cars.

METALS.

The scarcity that has characterized the market for black sheets and Canada plates has been somewhat relieved, but tinplates are yet high and in light supply. Ingot copper and tin are rather weak. Iron pipe is firm.

PIG IRON—There seems to be a little more activity in the market. Summerlee, is worth \$20 to \$20.50 and Canadian pig, \$18 to \$19.

BAR IRON—There is no change to report. The demand continues quite strong. Dealers ask \$1.90 for merchants' bar and \$2.15 for horseshoe.

BLACK SHEETS—The price has been reduced somewhat by the free arrivals of the last two weeks. We quote: 28 gauge, \$2.65 to \$2.75; 26 gauge, \$2.55 to \$2.65; 22 to 24 gauge, \$2.50 to \$2.55, and 8 to 20 gauge, \$2.45 to \$2.50.

GALVANIZED IRON—The market is still strong and bare, with dealers asking full values. We now quote as follows: No. 28 Queen's Head, \$4.50; Apollo, 10¾ oz., \$4.50; Comet, \$4.25, with 25c. extra in less than case lots.

COPPER—The London market is rather weak, but so far our market has not responded, dealers getting 17½c. for ingot copper.

INGOT TIN—The market is still weak, and the price has receded to 29 to 30c.

LEAD PIPE—There is a fair demand at former values. We quote: 7c. for ordinary and 7½c. for composition waste, with 30 per cent. off.

IRON PIPE—The market is still firm under a fairly good demand. We quote: Black pipe, ¼, \$2.90 per 100 ft.; ¾, \$2.80; 1, \$3; 1¼, \$3.30; 1-in., \$4.75; 1½, \$6.75; 1½, \$8.10; 2-in., \$10.80. Galvanized, ¼, \$4.20; ¾, \$4.75; 1-in., \$6.80; 1½, \$9.50; 1½, \$11.40; 2-in., \$15.20.

TINPLATES—Stocks are still very low, and holders can get full values. We quote: Coke plates, \$4.50 to \$4.75; charcoal, \$5 to \$5.25.

CANADA PLATE—There is now a better stock in hand to draw from. Prices are steady at a slight reduction. We quote: 52's, \$2.70 to \$2.75; 60's, \$2.80 to \$2.85; 75's, \$2.85 to \$2.90; full polished, \$3.75, and galvanized, \$4.25 to \$4.50.

STEEL—Unchanged. We quote: Sleigh shoe, \$2; tire, \$2.05; bar, \$2; spring, \$2.75; machinery, \$2.75, and toe-calk, \$2.50.

SHEET STEEL—We quote: Nos. 10 to 20, \$2.50.

TOOL STEEL—Black Diamond, 8c. and Jessop's, 13c.

TERNE PLATES—The market is steady at \$8.

COIL CHAIN—There is no change to report. We quote as follows: No. 6, 12½c.; No. 5, 10½c.; No. 4, 10c.; No. 3, 9½c.; ¼-in., 7¼c. per lb.; 5-16, \$4.80; 5-16 exact, \$5.25; ¾, \$4.25; 7-16, \$4.05; ½, \$3.85; 9-16, \$3.75; ⅝, \$3.55; ⅜, \$3.50; ⅓, \$3.45; 1 in., \$3.45. In carload lots an allowance of 10c. is made.

SHEET ZINC—In cask lots, sheet zinc is worth \$5.75; in less, \$6.25.

ANTIMONY—Quiet at 10c.

ZINC SPELTER—Steady at 5c.

SOLDER—We quote: Bar solder, 18½c.; wire solder, 20c.

GLASS.

The market remains very firm and there is talk of an advance. The stocks on hand are light and arrivals are slow. We quote: First break, \$2.10 and second, \$2.20 for 50 feet.

PAINTS AND OILS.

The autumn season's shipments of paint are now upon us and white lead, putty, linseed oil, colors and varnishes are being shipped in increasing quantities. In fact, the rush for putty is quite phenomenal. It is expected that the good movement will continue until the close of navigation, and hardwaremen would do well to look carefully over stocks and not defer the assorting of stock till the rush which unvariably comes just before the winter rates go on. Dry colors have met with a fair movement, especially ochres and oxides. There is a moderate inquiry for vermilion, chiefly from agricultural implement makers. On account of a slightly easier market in England, with ample stocks, red lead has been reduced 25c. per 100 lb. We quote:

WHITE LEAD—Best brands, Government standard, \$6.00; No. 1, \$5.62½; No. 2, \$5.25; No. 3, \$4.87½, and No. 4, \$4.50 all f.o.b. Montreal. Terms, 3 per cent. cash or four months.

DRY WHITE LEAD—\$5.25 in casks; kegs, \$5.50.

DRY WHITE ZINC—Pure, dry, 6¼c.; No. 1, 5¼c.; in oil, pure, 7¼c.; No. 1, 6¼c.; No. 2, 5¼c.

PUTTY—We quote: Bulk, in barrels, \$1.90 per 100 lb.; bulk, in less quantity, \$2.05; bladders, in barrels, \$2.10; bladders, in 100 or 200-lb. kegs or boxes, \$2.25; in tins, \$2.55 to \$2.65; in less than 100-lb. lots, \$3 f.o.b. Montreal, Ottawa, Toronto, Hamilton, London and Guelph. Maritime Provinces 10c. higher, f.o.b. St. John and Halifax.

RED LEAD—Genuine red lead in casks, \$4.50; in 100 lb. kegs, \$4.75; less quantities, \$5.75 per 100 lb. No. 1 red lead, casks,

\$4.25; kegs, \$4.50, and smaller quantities, \$5.50.

ORANGE MINERAL—Casks, 7c.; 100-lb. kegs, 7¼c.; smaller quantities, 8¼c.

LITHARGE—Ground, casks, 5c.; less, 5½c.; flake litharge, casks, \$5.25; smalls, \$5.75 per 100 lb.

LINSEED OIL—Raw, 79c.; boiled, 82c. in 5 to 9 bbls., 1c. less, 10 to 20 bbl. lots, open, net cash, plus 2c. for 4 months. Delivered anywhere in Ontario between Montreal and Oshawa at 2c. per gal. advance and freight allowed.

TURPENTINE—Single bbls., 54c.; 2 to 4 bbls., 53c.; 5 bbls. and over, open terms, the same terms as linseed oil.

MIXED PAINTS—\$1.20 to \$1.45 per gal.

CASTOR OIL—8¼ to 9¼c. in wholesale lots, and ½c. additional for small lots.

SEAL OIL—47½ to 49c.

COD OIL—32½ to 35c.

NAVAL STORES—We quote: Resins, \$2.75 to \$4.50, as to brand; coal tar, \$3.25 to \$3.75; cotton waste, 4½ to 5¼c. for colored, and 6 to 7¼c. for white; oakum, 5½ to 6¼c., and cotton oakum, 10 to 11c.

SCRAP METALS.

The market shows a little more activity, but there is not a great deal of movement noticeable. Dealers are now paying the following prices in the country: Heavy copper and wire, 13½ to 4c. per lb.; light copper, 12 to 12½c.; heavy brass, 12 to 12½c.; heavy yellow, 9½ to 10c.; light brass, 6½ to 7c.; lead, 2½ to 2¾c. per lb.; zinc, 2¼ to 2½c.; iron, No. 1 wrought, \$14 to \$15 per gross ton f.o.b. Montreal; stove plate, \$8 to \$9; machinery scrap, \$15; light iron, No. 2, \$4 a ton; malleable and steel, \$4; rags, country, 60 to 70c. per 100 lb.; old rubbers, 7 to 7½c. per lb.

HIDES.

The hide market continues steady and active, with lambskins 5c. higher. We quote: Light hides, 7½c. for No. 1, 6½c. for No. 2, and 5½c. for No. 3; lambskins, 30c.; sheepskins, \$1; calfskins, 9c. for No. 1 and 7c. for No. 2.

ONTARIO MARKETS.

TORONTO, Sept. 27, 1901.

HARDWARE.

BUSINESS keeps up well in the wholesale hardware trade. Quite a good movement in such goods as axes and axe handles, crosscut saws, files, stove boards, stovepipes and elbows. Enamelled ware and tinware are in fair request. The demand for stoves and furnaces is as brisk as ever, and the shortage, particularly in furnaces, is becoming more pronounced. There is quite a little doing for this time of the year in barb wire. Hay-baling wire is in fair demand, but a scarcity is being



Corrugated Iron

For Sidings, Roofings, Ceilings, Etc.

Absolutely free from defects—made from very finest sheets.
Each sheet is accurately squared, and the corrugations pressed one at a time, not rolled, giving an exact fit without waste.
Any desired size or gauge—galvanized or painted—straight or curved.
Send us your specifications.

The Metallic Roofing Co.
WHOLESALE MANFRS. LIMITED
TORONTO, CANADA.

experienced. Orders are still numerous for small lots. Screws, rivets, and bolts are all meeting with a good demand. Business is good in horseshoes and horse nails. Rope is in fair request and firm. A brisk trade continues to be done in sporting goods. Churns are slightly dearer and an advance has taken place in elbows. These are the only quotable changes in prices.

BARB WIRE—There is quite a demand from stock for small lots in barb wire for prompt shipment. We quote: \$3.05 per 100 lb. from stock Toronto; and \$2.82½ f.o.b. Cleveland for less than carlots, and \$2.70 for carlots.

GALVANIZED WIRE—There is a small movement to be noted in galvanized wire. We quote: Nos. 6, 7 and 8, \$3.50 to \$3.85 per 100 lb., according to quantity; No. 9, \$2.85 to \$3.15; No. 10, \$3.60 to \$3.95; No. 11, \$3.70 to \$4.10; No. 12, \$3 to \$3.30; No. 13, \$3.10 to \$3.40; No. 14, \$4.10 to \$4.50; No. 15, \$4.60 to \$5.05; No. 16, \$4.85 to \$5.35. Nos. 6 to 9 base f.o.b. Cleveland are quoted at \$2.57½ in less than carlots and 12c. less for carlots of 15 tons.

SMOOTH STEEL WIRE—There is quite an active demand for hay-baling wire, but stocks are light and it is difficult to get prompt shipment. The cause is not because the demand is more active than usual, but that the wire manufacturers have been so busy drawing nail wire, that they have not paid as much attention to hay-baling wire as usual. We now quote the net selling prices as follows: Nos. 6 to 8, \$2.90; 9, \$2.80; 10, \$2.87; 11, \$2.90; 12, \$2.95; 13, \$3.15; 14, \$3.37; 15, \$3.50; 16,

\$3.65. Delivery points, Toronto, Hamilton, London and Montreal, with freights equalized on those points.

WIRE NAILS—There does not appear to be any let-up in the demand for wire nails, although the quantities wanted are merely of a sorting-up character. The base price is \$2.85 for less than carlots, and \$2.77½ for carlots. Delivery points Toronto, Hamilton, London, Gananoque and Montreal.

CUT NAILS—The demand for these is still only moderate. The base price is \$2.55 per keg, with 10c. allowance on carlots.

HORSE NAILS—The demand for horse nails continues seasonably good. Discounts on "C" brand, oval head, 50 and 7½ per cent. off new list, and on "M" and other brands, 50, 10 and 5 per cent. off the old list. Countersunk head 60 per cent.

HORSESHOES—Trade continues good with prices steady and unchanged. We quote f. o. b. Toronto, as follows: Iron shoes, No. 2 and larger, light, medium and heavy, \$3.60; snow shoes, \$3.85; light steel shoes, \$3.70; featherweight (all sizes), \$4.95; iron shoes, No. 1 and smaller, light, medium and heavy (all sizes), \$3.85; snow shoes, \$4; light steel shoes, \$3.95; featherweight (all sizes), \$4.95.

SCREWS—Trade continues good with prices unchanged. Discounts are as follows: Flat head bright, 87½ and 10 per cent.; round head bright, 82½ and 10 per cent.; flat head brass, 80 and 10 per cent.; round head brass, 75 and 10 per cent.; round head bronze, 65 per cent., and flat head bronze at 70 per cent.

RIVETS AND BURRS—A nice, steady trade is still being done. We quote: Iron rivets, 60 and 10 per cent.; iron burrs, 55 per cent.; copper rivets and burrs, 25 and 5 per cent.

BOLTS AND NUTS—A steady demand is still reported for bolts. Prices rule firm. We quote as follows: Carriage bolts (Norway), full square, 65 per cent.; carriage bolts full square, 65 per cent.; common carriage bolts, all sizes, 60 per cent.; machine bolts, all sizes, 60 per cent.; coach screws, 70 per cent.; sleighshoe bolts, 72½ per cent.; blank bolts, 60 per cent.; bolt ends, 62½ per cent.; nuts, square, 4c. off; nuts, hexagon, 4½c. off; tire bolts, 67½ per cent.; stove bolts, 67½; plough bolts, 60 per cent.; stove rods, 6 to 8c.

ROPE—There is a little movement in this line and prices are firmer on sisal in sympathy with the hemp market, although no quotable change has yet taken place. The base price is 14c. for manila, and for sisal 10½c.

SPORTING GOODS—The demand continues good particularly for guns and ammunition. Quite a few orders have gone out this week for guns on Manitoba account.

CUTLERY—There is a fair sorting-up trade being done in general cutlery.

BUILDING PAPER—A good demand is still being experienced for building paper. We quote: Tarred roofing, \$1.70; building paper, 30c., and tarred paper, 40c.

CHURNS—The price of churns have been advanced about 5 per cent., the discount from factory now being 56 per cent. instead of 58 per cent.

ELBOWS—A change has also taken place in the price of elbows, our quotations being 15c. higher. We now quote 5 and 6-inch common at \$1.20 and 7-inch at \$1.35. Polished are 15c. per doz. extra.

WRINGERS.—The Dowswell Mfg. Co. have issued a new list of prices. The discount off the list is 33⅓ per cent.

STOVES AND FURNACES—The scarcity of stoves and furnaces continues to curtail trade a good deal. One firm is this week 150 furnaces behind. The manufacturers are now hoping for a slightly warmer spell in the weather, in order that they may have a chance in catching up in the demand.

ENAMELLED WARE—No particularly new features have developed, the demand being just fair.

STOVEPIPES—On account of the difficulty of getting Canada plates, the manufacturers are being much delayed in filling orders for stovepipes.

TINWARE—There is a fair sorting-up trade being done in seasonable lines of tinware.

CEMENT—We quote barrel lots as follows: Canadian portland, first grade, \$2.35 to \$2.75; German, \$3 to \$3.15; English, \$3; Belgian, \$2.50 to \$2.75; Canadian hydraulic, \$1.25 to \$1.50.

METALS.

The feature of the metal trade is the scarcity which is being experienced in nearly all lines of sheet metals. This is particularly true in regard to tinplates and Canada plates.

PIG IRON—The pig iron market is getting into better shape again. The demand is improving and prices have a firmer tendency. We quote No. 2 Canadian foundry iron at \$17.50 to \$18, Toronto.

BAR IRON—The price of bar iron keeps decidedly firm with an upward tendency, and the demand appears to be as brisk as ever. The ruling price is \$1.90 base.

STEEL—Wholesale dealers report that the scarcity in many lines of steel is worse this week than it has ever been heretofore, and that business is in consequence being much interfered with. Our prices are much the

OAKEY'S

The original and only Genuine Preparation for Cleaning Cutlery. 6d. and 1s. Canisters.

'WELLINGTON'

KNIFE POLISH

JOHN OAKEY & SONS, LIMITED

MANUFACTURERS OF

Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England.

Agent:

JOHN FORMAN, 644 Craig Street MONTREAL



COVERT MFG. CO.
West Troy, N.Y.
Steel Carriage and Wagon Jacks,
Harness Snaps, Chain, Rope and Web Goods, etc.
FOR SALE BY JOBBERS AT MFRS. PRICES.



PRIEST'S CLIPPERS
Largest Variety, Toilet, Hand, Electric Power
ARE THE BEST.
Highest Quality Grooming and Sheep-Shearing Machines.
WE MAKE THEM.
SEND FOR CATALOGUE TO
American Shearer Mfg. Co., Nashua, N.H., U.S.A.

NEWMAN'S PATENT INVINCIBLE FLOOR SPRINGS

Combine all the qualities desirable in a Door Closer. They work silently and effectually, and never get out of order. In use in many of the public buildings throughout Great Britain and the Colonies.
MADE SOLELY BY
W. NEWMAN & SONS, Birmingham.

Oneida Community Goods

HALTERS, COW TIES, SNAPS, etc., etc.,
in all sizes and styles. May be had of all jobbers throughout Canada.
Factory—NIAGARA FALLS, ONT.

MACKENZIE BROS.

HARDWARE
MANUFACTURERS' AGENTS,
Travellers covering Manitoba, Northwest Territories and British Columbia. ; **WINNIPEG MAN.**
CORRESPONDENCE SOLICITED.

THE PULLMAN PNEUMATIC
Combined
Door Check and Spring.



for Screen Doors. Small, Simple, Strong, Perfect and Ornamental. Low in Price.
PULLMAN SASH BALANCE CO.,
ROCHESTER, N.Y., U.S.A.

same as they were a week ago. We quote as follows: Merchantable cast steel, 9 to 15c. per lb.; drill steel, 8 to 10c. per lb.; "BC" and "Black Diamond" tool steel, 10 to 11c.; Jessop's, Morton's and Firth's tool steel, 14c.; toe calk steel, \$2.85 to \$3; tire steel, \$2.30 to \$2.50; sleighshoe steel, \$2.10 to \$2.25; reeled machinery steel, \$3; hoop steel, \$3.10.

GALVANIZED SHEETS—The demand continues active and stocks are decidedly low, with prices firm. The ruling prices are still \$4.60 for "Queen's Head" in case lots and \$4.75 in smaller quantities. But, as we stated last week, there are some dealers who are quoting 15c. higher than the figures named.

BLACK SHEETS—Black sheets are in good demand. We quote: Common, \$3.15 for 28 gauge and dead flat; \$3.50 for 26 gauge.

CANADA PLATES—The scarcity of Canada plates is worse than it was a week ago and is now quite acute, stocks being at their lowest point and shipments do not promise to come forward much more freely in the future. This is causing a great deal of annoyance to the trade. The demand continues brisk. We quote all dull, \$2.90; half polished, \$3; and all bright, \$3.50.

TINPLATES—The demand is fairly good and stocks are extremely light, and shipments are coming forward very slowly. It is worthy of note that Welsh tinplates have recently been brought to New York at the rate of 30,000 boxes a week. Our quotations are without change.

TINNED SHEETS—A fair amount of business is being done. We still quote 28 gauge at 8½c.

TERNE PLATES—A more active demand is this week reported for terne plates. We still quote I C at \$9.

COPPER—There is still only a light trade being done in ingot copper, but the demand is brisk for sheet copper. We quote ingot at 17¼c. and sheet at 23 to 25c.

BRASS—Trade is fairly active, with the discount on rod and sheet unchanged at 10 per cent.

SOLDER—Trade is fairly active in this line, and prices unchanged. We quote: Half-and-half, guaranteed, 19½c.; ditto, commercial, 19c.; refined, 18½c., and wiping, 17c.

IRON PIPE—The demand for iron pipe continues brisk, with prices firm. We quote 4-inch black at \$5, and 1-inch galvanized at \$7.36 per 100 ft.

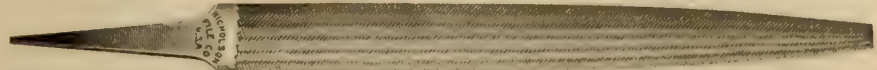
LEAD—A fair business is being done and prices are unchanged at 4 to 4¼c. per lb. The outside markets are quiet, with prices rather higher in London.

ZINC SPelter—The demand has improved quite materially during the week.

FILES

7 FACTORIES
10 BRANDS

RASPS



NICHOLSON FILE CO., Providence, R.I., U.S.A.

Local quotations are unchanged at 5½ to 6c., but the outside markets are firm.

SHEET ZINC—A good trade is reported this week in sheet zinc. Prices are unchanged at 6c. for cask lots and 6¼c. for less than cask lots.

ANTIMONY—Trade continues quiet at 10½ to 11c. per lb.

PAINTS AND OILS.

There has been a considerable improvement in the demand for turpentine and linseed oil. White lead and, in fact, all lines seem to be more active. Retailers seem to have got nicely started on fall trade, and are replenishing their stocks liberally. There is no change in prices. The English oil market keeps firm, and the United States market is too high to allow of imports from that direction, so there is a steady tone re linseed oil locally. Turpentine continues steady, both here and at primary points. We quote:

WHITE LEAD—Ex Toronto, pure white lead, \$6.12½; No. 1, \$5.75; No. 2, \$5.37½; No. 3, \$5.00; No. 4, \$4.62½; genuine dry white lead in casks, \$5.12½.

RED LEAD—Genuine, in casks of 560 lb., \$5.25; ditto, in kegs of 100 lb., \$5.50; No. 1, in casks of 560 lb., \$4.50; ditto, kegs of 100 lb., \$4.75.

LITHARGE—Genuine, 6¼ to 6½c.

ORANGE MINERAL—Genuine, 7½ to 8c.

WHITE ZINC—Genuine, French V.M., in casks, \$6 to \$6.25; Lehigh, in casks, \$6.

PARIS WHITE—90c. to \$1 per 100 lb.

WHITING—65c. per 100 lb.; Gilders' whiting, 80c.

GUM SHELLAC—In cases, 22c.; in less than cases, 25c.

PUTTY—Bladders, in bbls., \$2.10; bladders, in 100 lb. kegs, \$2.25; bulk in bbls., \$1.90; bulk, less than bbls. and up to 100 lb., \$2.05; bladders, bulk or tins, less than 100 lb., \$2.90.

PLASTER PARIS—New Brunswick, \$1.90 per bbl.

PUMICE STONE—Powdered, \$2.50 per cwt. in bbls., and 4 to 5c. per lb. in less quantity; lump, 10c. in small lots, and 8c. in bbls.

LIQUID PAINTS—Pure, \$1.20 to \$1.30 per gal.

CASTOR OIL—English, in cases, 9½ to 10c. per lb. and 10 to 10½c. for single tins.

LINSEED OIL—Raw, 1 to 4 barrels, 81c.; boiled, 84c.; 5 to 9 barrels, raw, 80c.; boiled, 83c., delivered. To Toronto, Hamilton and London, 2c. less.

TURPENTINE—Single barrels, 55c.; 2 to 4 barrels, 54c., delivered. Toronto, Hamilton and London 1c. less. For less quantities than barrels, 5c. per gallon extra will be added, and for 5-gallon packages, 50c., and 10 gallon packages, 80c. will be charged.

GLASS.

The demand for all glass, sheet, ornamental and plate continues excellent. Jobbers have received some shipments, though not enough to fully replenish their stocks. Several import orders have also come to their customers' hands. We quote as follows: Under 26 in., \$4.15; 26 to 40 in., \$4.45; 41 to 50 in., \$4.85; 51 to 60 in., \$5.15; 61 to 70 in., \$5.50; double diamond, under 26 in., \$6; 26 to 40 in., \$6.65; 41 to 50 in., \$7.50; 51 to 60 in., \$8.50; 61 to 70 in., \$9.50, Toronto, Hamilton and London. Terms, 4 months or 3 per cent. 30 days.

OLD MATERIAL.

There is still a quiet, inactive market. Prices are without change. We now quote jobbers' prices as follows: Agricultural scrap, 60c. per cwt.; machinery cast, 60c. per cwt.; stove cast, 40c.; No. 1 wrought 50c. per 100 lb.; new light scrap copper, 12c. per lb.; bottoms, 11c.; heavy copper, 13c.; coil wire scrap, 12½c.; light brass, 7c.; heavy yellow brass, 10c. heavy red brass, 10½c.; scrap lead, 2½c.; zinc, 2c.; scrap rubber, 6½c.; good country mixed rags, 65 to 75c.; clean dry bones, 40 to 50c. per 100 lb.

PETROLEUM.

The demand is good, with prices steady and unsettled. We quote as follows: Pratt's Astral 16½ to 17c. in bulk (barrels, \$1 extra); American water white, 17 to 17½c. in barrels; Photogene, 16 to 16½c.; Sarnia water white, 15½ to 16c. in barrels; Sarnia prime white, 14½ to 15c. in barrels.

COAL.

There is a good movement. Prices are unchanged. We quote at international bridges: Grate, \$4.75 per gross ton; egg, stove and nut, \$5 per gross ton.

MARKET NOTES.

Churns are about 5 per cent. dearer, the discount from factory now being 56 per cent. instead of 58 per cent.

Stovepipe elbows have been advanced to \$1.20 per dozen for 5 and 6 inch and \$1.35 for 7-inch, with polished 15c. extra.

SMALL PROFITS ON NAILS.

WHY is it that the profit on the wire nails handled by retailers is so surprisingly small? asks The Stoves and Hardware Reporter. This question has been asked many thousand times and a number of reasonable answers given, but no one has yet been able to suggest a remedy that will fit all cases. The reason may be stated as carelessness in handling, a desire to use nails as a lever for the sale of other goods, competition from other dealers, a narrow differential established by the manufacturers and the precedent established thereby. Either one of these causes is sufficient to cause the making of a very small profit, or even of a loss.

A St. Louis hardware dealer, who is noted for his careful habits about the store, remarked the other day, in answer to a question, that the low selling price on nails is due to the knowledge of the values possessed by the purchasing public. Nails are such a common article of commerce that everyone seems to know the wholesale quotation, so that when a figure above the usual is placed on the selling price the average buyer will most likely complain about extortion, and probably be able to prove that the difference between cost and selling price is more than he is accustomed to pay. Consequently, the dealer makes a low price in order to retain a business which he cannot afford to lose.

As for the loss on nails even when sold at an apparent profit, it is merely a matter of carelessness. The system of quoting prices is rather complicated and mistakes are frequently made by the dealers in making up their card. There is a good deal of loss, too, in handling nails when small quantities from the keg are desired. If the charge is, say, only four cents a pound and the customer has ordered but five pounds, the clerk will probably not be too careful in weighing the goods, because, in his opinion, a half pound or so over the exact weight will not amount to much, anyway, whereas the mere fact that the profit in nails is necessarily small should be enough in itself to insure extra care in weighing. A half a pound lost out of every five is not much of an item, but if these items are allowed to accumulate they assume very respectable proportions after a time.

There are probably quite a number of veteran hardware dealers who remember and would like to recall the old-time practice of having a steadfast price on nails for a long continued period and without regard to the changing conditions of the wholesale market. The dealer referred to above says, that for a long time the uniform

price in this territory on cut nails was ten cents a pound. The wholesale price was necessarily much lower than this, and as a good profit was made it became a habit among most dealers to use extreme liberality in weights, throwing in an extra handful or so on every purchase to make the customer thoroughly satisfied. This habit seems to have descended to the second generation of dealers, and also to furnish a reason why nails are not regarded as a profitable line. If more care were exercised in handling, nails might be made moderately profitable despite the precedent of narrow differentials established by the manufacturers.

THE RETAILER'S STATIONERY.

To the retail branch of business, neat, clean, appropriate stationery holds a position similar to the neat fitting shoe or the unwrinkled kid glove to the general appearance of a well-dressed woman, remarks Hardware Trade. It is not absolutely necessary that the retailer should have neat and attractive stationery, but if he gives a little heed to this subject he will create an impression with his correspondents that cannot but be of benefit to him. The letterhead and envelope of the business man go to people who have no personal acquaintance with him. Many times a letter may contain a business proposition that is of the utmost importance to both persons, the writer and the recipient. The latter must accept the statements of the writer of the letter or reject them, according to his judgment. If the letter is such as to engender confidence in the mind of the recipient, it may result in the closing of important business arrangements. A clean, neat letterhead, tasty, attractive, neither bombastic nor too long, will be taken into consideration many times by the recipient of the letter in judging of the manner of man that is writing him. Then it is essential that the wording of the letterhead is such, and the printing is so carefully done that attention is attracted to it.

CATALOGUES, BOOKLETS, ETC.**A SKATE CATALOGUE.**

A neat little 30-page booklet has just been issued by Lewis Bros., Montreal, descriptive of their stock of skates and hockey sticks. This fall the skate department will be a feature with this firm and they are confident that they are showing the broadest range in Canada. The catalogue gives a clear and pleasing indication of the different lines and their prices, including spring and hockey skates, in different platings, for ladies or gentlemen. Hockey sticks, pucks and straps are also mentioned. Each line is illustrated. The booklet is printed on coated paper, and if it has not been received is well worth asking for.

TRADE CHAT.

E. G. Prior & Co., hardware dealers Victoria, are enlarging their business. They will build a brick annex, 60 x 60 ft.

M. Weichel & Son are making extensive improvements to their hardware store in Berlin, Ont. When these are finished, the store will probably be one of the finest in Western Ontario.

E. G. Evans, of Hampton; F. A. Jones, of St. John; James Barnes, of Buctouche; James Robinson, Millerton; John Palmer and John Kilburn, of Fredericton, are applying for incorporation as The McAdamite Metal Company of Canada, Limited, with a capital stock of \$800,000. The head office is to be at Rothesay, N.B.

A MONTREAL MAN IN SWITZERLAND

Editor HARDWARE AND METAL,—I am very much obliged to "A Captious Clerk" for his correction re the alleged author of the expression, "When I am dead the word 'Calais' will be found on my heart." "A Captious Clerk" is right, and I was wrong.

THE WRITER OF THE ARTICLE.
Montreal, September 7, 1901.

AN OPPORTUNE VISIT.

Mr. J. C. Calder, one of the principals of Black Bros. & Co., Halifax, N.S., spent a few days in Montreal last week on his return to the Maritime Provinces, after a business trip extending to New York, Buffalo and Cleveland. The city was en fete to receive the Royal visitors, and Mr. Calder reports having spent a very enjoyable time.

PERSONAL MENTION.

Lieut.-Col. John Bayne MacLean, president of the MacLean Publishing Co., Limited, and commander of the Duke of York's Royal Canadian Hussars, Montreal, has returned to Toronto after a two weeks' absence furnishing escorts to their Highnesses the Duke and Duchess of York and His Excellency the Governor-General.

COAL FROM CANADA TO EUROPE.

A despatch from Sydney says that the first shipment of coal ever made from Cape Breton collieries to Europe was sent last week per steamer Aladdin to Norway. It is predicted that many more shipments will be made.

"THE EMLYN" SAW BENCH

Made in 6 sizes. Best value obtainable. Specially designed for export. With or without "Emlyn" Patent Guard. So'e maker—

CHARLES D. PHILLIPS,

Cables—
"Machinery," Newport.

Emlyn Engineering Works,
NEWPORT, MON., ENGLAND.

PORTLAND CEMENTS

Best German, Belgian and English Brands.

Fire Bricks, Fire Clay,
Flue Linings,
Drain Pipes,
Calcined Plaster,
Granite Hard Wall Plaster,
Wheelbarrows,
Mortar Stains.

A full stock of Builders' and Contractors' Supplies. Write for Quotations.

W. McNally & Co.,
MONTREAL.

DAVID PHILIP
MANUFACTURERS' AGENT

362½ Main St., - WINNIPEG.

Correspondence invited from manufacturers of Staple or Heavy Hardware, Iron or Steel Bolts and Nuts, etc., either by carrying stock in Winnipeg or by selling direct from factory.

GOOD REFERENCES.

CONDENSED OR "WANT" ADVERTISEMENTS.

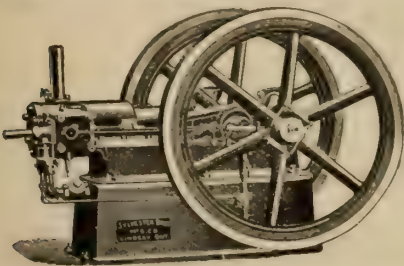
Advertisements under this heading, 2c. a word each insertion: cash in advance. Letters, figures, and abbreviations each count as one word in estimating cost.

WANTED.

WANTED to purchase, a Hardware Stock and trade. Address P.O. Box 45, Aylmer East, Que. (39)

« THE »

SYLVESTER Gas and Gasoline **ENGINES**



are, beyond doubt, the most complete and economical engines on the market. They are compact, perfectly under control, easily managed, get up speed immediately, thoroughly reliable, and, where intermittent power is required, they are just the thing.

They are built in sizes from 1 to 20 horse power, upright and horizontal, for pleasure yachts, boats, shops, farm work, and any purpose where light power is required.

Tell us to what use you want to put the engine and what power you require, and we will name you prices.

THE SYLVESTER BROS. MFG. CO.,
LINDSAY, ONT.

Special list of low-priced Japanned and Regalvanized Wire Cloth.

24, 30, 36 in. wire, in 50 ft. rolls.

SAMPLES SENT WHEN DESIRED. WRITE FOR PRICES.

The B. GREENING WIRE CO., Limited

Hamilton, Ont., and Montreal, Que.

The words "**DUNDAS AXE**" are stamped on our hand-made "Crown Jewel" and "Perfect Jewel" Axes. Knowing the quality of these Axes, we want every one to know who made them. They will hold an edge that will cut their way to SUCCESS.

DUNDAS AXE WORKS
Dundas, Ont.

Montreal Agent: W. L. Haldimand, Jr.

The Robin Hood Powder Company

If you want the best Trap or Game load in the world, buy "Robin Hood Smokeless," in "Robin Hood" Shells. It is quick, safe, and reliable. Try it for pattern and penetration from forty to seventy yards against any powder on the market. We make the powder, we make the shells, and we load them. Write for our booklet, "Powder Facts."

The Robin Hood Powder Company

SWANTON, VT

Registers and Ventilators

OF EVERY DESCRIPTION

We have the largest stock of first-class Registers in Canada. For all standard sizes, as given in our price list, we can fill your order the day we receive it. The quality of the goods will please you and satisfy your customers, and our prices are no higher than you would pay for rough castings, poorly japanned.

Why not send a sample order?

J. F. PEASE FURNACE CO., Limited

189-193 Queen St. East, - - - TORONTO

HOW BEST TO GET FOREIGN MARKETS.

THE following letter has been received by Mr. George H. Hees, Toronto, chairman of the Tariff Committee of the Canadian Manufacturers' Association, from J. S. Larke, commercial agent for Canada in Australia, in reply to a communication of Mr. Hees, touching on Canadian trade with that colony:

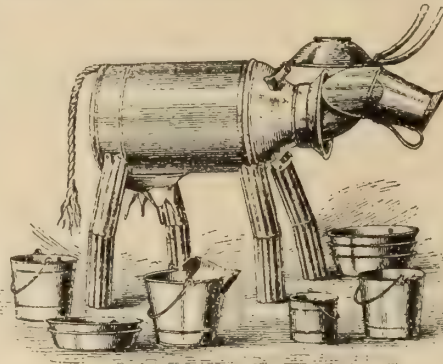
"Dear Mr. Hees,—Your views are mine, and long since were mine. Some time ago I turned up a paper written in 1890 for the late Sir John A. Macdonald. I therein took the ground that the future of Canadian manufacturers would largely depend upon seeking markets abroad. My idea was to apply to manufacturers a modification of the policy which I had suggested years before in respect to our dairy industry. There is no question that it has developed our cheese and butter productions. The constant visits of Professor Robertson to Great Britain and his return to meet Canadian producers have cost something, but they have abundantly repaid the outlay. General manufactures are more complex than butter and cheese making, and no man can be expert in all lines, but Canadian industrial development has reached the stage that it is not necessary so much to tell our people how to make. Nor has it reached the stage that the chief need is to show what to make. The principal concern is to ascertain what lines Canadians are making that can be sold abroad, and to point out how best to get the market. Hence the need that the Canadian agent abroad should be in touch with Canadian manufacturing progress, and he can only learn well by personal sight.

"Canada has found out that it is profitable to export cattle rather than wheat, and butter and cheese rather than cattle; mainly because there is more labor and less waste of our natural resources in cattle than in wheat and to a greater extent in butter and cheese. It is still more so in the export of manufactures. No one ought to be more interested in that export than the Canadian farmer, for thereby he is able to reach markets which otherwise would be closed to him. No Ontario farmer thinks of sending butter or mutton or wool to Australia, yet every thousand dollars' worth of goods sent here when reduced to their elements, mainly, is made up of butter, mutton and wool and the other productions of the Canadian farmer sold directly and indirectly to the mechanics and the capitalists who made them. It seems to me that it is to the highest interest of Canada that reasonable aid should be given to Canadian manufacturers to secure an export trade.

"It is not enough to get it: It must be held afterwards. A glance at our returns will show how fluctuating has been our trade with countries which were good markets for our goods. Take Australia for instance. In 1876 our exports were \$185,610. The next year an effort was made to extend the trade, and in a few years it reached the sum of \$661,208. It then declined until 1894. When the Government renewed its work it had fallen to \$288,352, composed, if I recollect aright, chiefly of fish and timber. It is many times that now, and though our sales of both fish and timber have increased, they form but a limited percentage of the trade. What is needed is continuity of effort."

A TINWARE COW.

The accompanying illustration shows a tinware cow that was exhibited in the window of Frank B. Merrill, Allison, Iowa. The body was made of a milk can and the legs of corrugated pipe. A tin pitcher and



A Tinware Cow.

a basin composed the head, while bicycle handle-bars were made to serve for horns. A piece of rope did duty for a tail.

The display naturally created quite a little attention. The idea is one which hardwaremen and tinware dealers in Canada might easily reproduce.

INQUIRIES REGARDING CANADIAN TRADE.

Inquiries received at the Canadian Section of the Imperial Institute in regard to Canadian trade were as follows:

1. An inquiry has been received for the names of the leading iron foundries in Canada.
2. A Liverpool house asks for the addresses of Canadian manufacturers of chair parts.
3. Inquiry is made for the names of Canadian manufacturers of wood casings for electric wires.
4. A London firm would be pleased to hear from Canadian producers of hardwood flooring who could contract for supplies.

Isaac Hord & Co., general merchants, Mitchell and Monkton, Ont., have sold their Monkton branch to John C. Wilson.

About Horse Nails

There is one brand of horse shoe nails that you can do all your business with—the old reliable "C" brand. If you keep your stock of this one brand, you will satisfy any farrier you sell to, in the matter of quality, pattern or finish.

If you want cheap nails, the "C" brand is the cheapest to buy, though not the lowest priced. Best quality and lowest price never go together. Low price—low quality. Best price—best quality, is the rule.

Many buyers are tempted to purchase low-priced nails, thinking they are saving the difference in price between the "C" brand and low-priced horse nails. We wish to inform such buyers that twenty-five cents a box less than our price, only reduces the cost of the nails used in a full set of shoes, one third of one cent; and fifty cents a box less, two-thirds of one cent; it requires, there-



fore, seventy-five cents a box below our price to reduce the cost one cent in the nails used in shoeing a horse. We base above on the average size nail No. 8, and the statement is absolutely correct.

No intelligent farrier who values his reputation for good work, but can afford, and willingly pay a little more for the best nails, when the difference in quality and price, as above stated, are fairly presented to him.

Our works (which are the oldest and largest in Canada) have been employed in making horse nails, only, since the year 1865. You have the benefit of this long experience in purchasing our "C" brand. You get the best that are made in Canada.

We want your trade, and will appreciate your orders through any dealer, or direct if they cannot supply you.

Canada Horse Nail Co.

MONTREAL.



SEALED TENDERS addressed to the undersigned and endorsed "Tender for Heating Apparatus, Windsor, Ont.," will be received at this office until Friday, October 4th, inclusively, for the supplying and placing in position of a heating apparatus at the Drill Hall, Windsor, Ont., according to plans and specification to be seen at the Department of Public Works, Ottawa, and the office of Charles Smith, Clerk of Works, Windsor, Ont.

Tenders will not be considered unless made on the form supplied, and signed with the actual signatures of tenderers.

An accepted cheque on a chartered bank, payable to the order of the Minister of Public Works, equal to ten per cent. (to p.c.) of the amount of tender must accompany each tender. The cheque will be forfeited if the party decline the contract or fail to complete the work contracted for, and will be returned in case of non-acceptance of tender.

The Department does not bind itself to accept the lowest or any tender.

By order,

FRED. GELINAS,

Secretary.

Department of Public Works,
Ottawa, September 17th, 1901.

Newspapers inserting this advertisement without authority from the Department will not be paid for it. (40)

R. BAILEY & SON

MANUFACTURERS OF

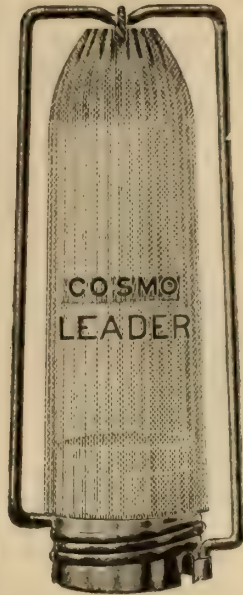
STOVE LININGS for Ranges and Ovens.

All kinds of Fire Brick and Fire Clay Work,
Paving Tile, etc.

Wholesale Only. Write for particulars.

1220 Yonge Street, TORONTO.

Rochester Lamps



are standard all over the world—so also are our

Incandescent Gas Lamps, Mantles and Burners.

We are sole Canadian Agents for the **COSMOPOLITAN MANTLES**, the very best Mantles made.

WE SOLICIT YOUR ORDERS.

The Rochester Lamp Co.

OF CANADA

24 FRONT STREET WEST, TORONTO.



JEWELS

are strictly first class.

THE Modern "Jewel"

is an up-to-date heater, with or without oven.

LARGE OVENS

2 SIZES - - 12 or 13-in. fire-pot

HEAVILY NIQUELED TRIMMINGS.
HANDSOME 1901 URN.
WELL-PROPORTIONED.
LOW IN PRICES.

Ask . . .

The Burrow, Stewart & Milne Co., Limited,

HAMILTON, ONT.

HEATING AND PLUMBING

SOME BUILDING NOTES.

Fred. Payne is building a residence at Riverside, N.B.

A new Episcopal church is being built at Millbridgeville, N.B.

James Sproule is erecting a double house in St. John, N.B.

W. C. Dillon intends erecting a \$3,500 brick block in Sarnia, Ont.

Mr. Ferguson, of North Gower, Ont., is erecting a residence in Kemptville.

John Jenckes, J. S. Mitchell and Philip Hovey are erecting residences in Sherbrooke, Que.

J. A. Pierson intends erecting a residence on the corner of Clendenan and Annette streets, Toronto Junction.

S. R. Poulin, contractor, Ottawa, is to build a fine new block for the Bank of Ottawa in Parry Sound, Ont., at once.

It is expected that the erection of the large binder twine factory to be built at Brandon, Man., will be started shortly.

E. H. and W. F. Thomas are offering to erect two buildings 200 x 40 ft., to cost \$20,000, and to install a woodenware and broom-making plant in St. Thomas, Ont., if they are given a bonus of \$20,000.

ONTARIO PLUMBERS BUSY

The summer season of 1901 proved an exceptionally busy time for the building trades throughout Ontario, but the fall season is proving even more active. In Toronto and Ottawa particularly, the master plumbers have had great difficulty for several weeks in securing enough journeymen to complete their contracts on time, and the indications are that this state of affairs will exist well into the winter. Prices for contract work are not as high as they might be, but are on a better basis than was the case a year or two ago.

PLUMBING AND HEATING NOTES.

J. A. Gagnon & Frere have registered as electricians, etc., Montreal.

Wm. Hood, of Wm. Hood & Son, contractors, Montreal, is dead.

Carroll Bros., plumbers, and Joseph Charlebois, contractor, Montreal, have assigned.

PLUMBING AND HEATING CONTRACTS.

Nugent & Taylor have the contract for plumbing, heating, gas fitting and metal work in a house for W. H. Medley, Kingston, Ont.

Brown & Reid, Smith's Falls, Ont., have the contract for heating, plumbing and lighting the \$17,600 House of Refuge to be erected near Perth, Ont.

BUILDING PERMITS ISSUED.

Building permits have been issued in Toronto, to Matthew Guy, for a \$2,500 residence on McMartin avenue, near Avenue road; to The Newell & Higel Co. for a two-storey \$10,000 factory at

the corner of King and Bathurst streets; to the Murray estate for \$3,000 additions to their warehouse at the corner of Leader Lane and Wellington street; to E. T. Malone, for an \$8,000 residence near Bloor street, on Queen's Park; to E. A. Drummer, for a pair of \$1,750 houses at 327 and 329 St. Clarens avenue; to Mrs. Anne Colne, for a \$1,600 store at 136 Margueretta street; to A. Horton, for six \$2,000 dwellings on Howard street.

Building permits have been issued in Quebec to J. Vermette, for \$2,500 repairs to property on Colombe street; and to T. Langelier, for a \$5,000 building on De Salaberry street.

WROUGHT IRON PIPE IN THE STATES.

The end of the steel strike holds out encouragement for some measure of relief to the stringency that has prevailed in the wrought iron pipe market for several weeks past. Meantime the demand for all sizes of pipe used for heating purposes far exceeds the supply and a scarcity is likely to be felt for some time to come, as it will take some weeks before the increased output of the resuming mills or The National Tube Company will be able to make any great impression on the market. Prices are very firm and high and are likely to remain so until the present pressure of demand is relaxed.—Metal Worker.

BROOM CORN ADVANCING.

Broom corn has been advancing rapidly of late at the growing centres, owing to competition among speculative buyers. Many, if not all, the large manufacturers, both in the United States and Canada, have secured their supplies of broom corn, but there is still a good demand from buyers who intend holding the product for a raise in price, which they anticipate on account of crop shortages, the general report being that the yield this year will be fully one-third under the average.

"Will the advance in broom corn affect the price of brooms here?" asked HARDWARE AND METAL of E. C. Boeckh, of Boeckh Bros. & Co., Toronto.

"Not at present, anyway," was the reply. "As we secured our supplies of corn before the advance, we will not need to put up our prices for some time to come. It is possible that an advance may be caused before the next crop is harvested, though."

Toronto Junction merchants intend asking the council of that town to increase the local peddlers' license.

IMPROVEMENTS IN AUER LIGHT.

The Auer gas lamp has now been thoroughly introduced into home and store, and The Auer Light Co., Montreal, are reaping the results of the thorough trials that have been given their various styles. At present the factory cannot turn out the goods fast enough for the sales and shipping departments.

Meanwhile they go on adding new features and new lines. The latest improvement is the new stop cock. It is fitted with a stuffing box which makes leakage absolutely impossible, and is turned out of a solid brass rod which does away with any couplings.

They have lately added a low-priced wall lamp to their range, No. 25, listed at \$4.50, equipped with the same generator as the higher-priced lines and embellished with the same high finish. A new outdoor lamp is now being shown, made of heavy sheet tin, listed at \$7. Both of these new lines have been put out in response to numerous inquiries and are meeting with a good demand.

BUYING BETTER GRADE GOODS.

One of the features of the business situation at the present time, says Stoves and Hardware Reporter, is the preference shown by buyers for the better quality of goods. This may be accepted as an evidence of undoubted strength and as showing that the distribution of money is general, a condition in itself that proves the existence of prosperity in a marked degree. Articles once regarded as luxuries are now looked upon by many people as actual necessities, simply because they have the means of gratifying their tastes and also realize that the best is always the cheapest. When this condition is in force the selling trade derives an advantage on account of the increase in the movement of money in their direction.

M. K. RICHARDSON, M.P., SELLS OUT

M. K. Richardson, M.P., has sold his general business in Flesherton, Ont., to J. A. and W. J. Boyd and F. H. W. Hickling, who will continue the business under the style of Boyd, Hickling & Co. Mr. Richardson started this business in a small way in 1865, but it steadily grew, forcing him to enlarge his premises three times. Early in 1899, Mr. Richardson opened a branch at Dundalk, Ont. This has not been sold, and will be continued by him.

THE EDINBURGH ROPERIE & SAILCLOTH CO., LIMITED

LEITH, SCOTLAND

Manufacturers of

Cordage of all kinds, Flax Sail-cloths, Tarpaulins and Water-proof Cloths, Sewing Twines, Fishing Twines, Fishing Lines, Tying Twines, Etc., Etc.

Represented by

DAVID INGLIS, 9 St. Peter St.,
MONTREAL

Phone Main 4359.



LOW TANK
WATER CLOSET
COMBINATIONS
THE MOST PER-
FECT ON THE
MARKET
NOISELESS IN
ACTION
BEAUTIFUL
DESIGNS.

Write for Catalogue.
The James Morrison
Brass Mfg. Co. Limited
TORONTO, ONT.

A PAINT THAT SHINES



There is sure profit in the paint business, if the business is done right. Done with a paint that will talk for itself, and sell again. A paint that will shine, and tell its own story, true to color, good in tone, with decent covering power.

RAMSAYS PAINTS

are made to sell again, to satisfy, to make friends. They stir up easily, go on smoothly, and stay on, and then you can buy them at a price that yields a profit and no trouble about it. Not quite so cheap as cheap paints, but a fair honest price for pure paints, the best that can be made, and no more.

A. Ramsay & Son

THE PAINTMAKERS,

Est'd. 1842

MONTREAL

ONTARIO SILVER CO.,

Limited,

NIAGARA FALLS, CANADA.

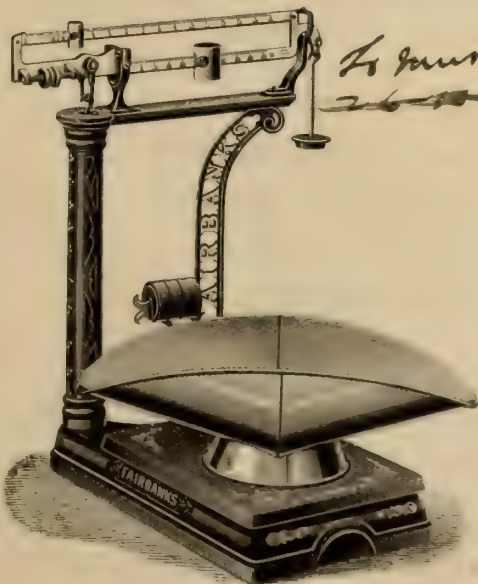
Manufacturers of FLATWARE, CUTLERY and
ELECTRO PLATE.
Ask for our Catalogue and Quotations.



Ontario Nut Works, Paris
BROWN & CO.

Manufacturers of
All sizes of Hot Pressed
Nuts, Square and Hexagon.

Fairbanks Standard Scales.



As much as

A Good Reputation
A Good Past
A Good Present
A Good Future

For the Fairbanks Scales.

The accompanying scale has a capacity of 240 lbs., and is suitable for store or household use. Handsomely finished, nicked beam, iron or porcelain platform, with scoop.

SEND FOR CATALOGUE AND PRICES.

The Fairbanks Company, 749 Craig St.,
MONTREAL

THE DRUMMER'S CIGAR.

"O H, old Jones is an easy mark," said one drummer to another, as they sat talking in the hotel office. By this he meant that it an easy thing to sell goods to Jones. Happening to overhear the remark, and being acquainted with the speaker, I asked him to tell me why he considered Jones an easy customer to sell to. He replied that Jones bought a good many things that he did not really need, and that he seemed to have a mania for buying. "Why," said he, "I have sold Jones goods enough of one kind to do him two years, when he had no possible use for more than enough to do him for three months." Not long after this conversation occurred, Jones failed in business, and his creditors said the reason for the failure was "overstocked in unseasonable goods." The fact was that Jones invested his money in goods he did not need, and when he needed the money to buy other goods with, or to pay other bills, he could not realize it from his foolish purchases. There are lots of Joneses in business yet, and in time they will fail, unless they quit buying goods they do not need. It will be as bad with them if they buy more than a reasonable quantity of anything, no matter how saleable it is.

"That cigar will be worth \$100 to me," said another drummer, as he bought a 15c. cigar of the newsboy at the hotel. The next time I met the man I asked him to explain how a single cigar would be worth \$100. "That is easy enough," he replied. It's this way: Smith is partial to that particular make of cigars, and when I give him one of them he invariably orders more goods of me than he would without the cigar. When I get him in a buying humor, it is no trick at all to sell him an extra \$100 worth of goods." "But do you consider it honest to impose on him in that way?" I asked. "Of course it is honest, if Smith is fool enough to bite at such bait," the man replied.

"If Smith is fool enough"—that tells the whole story. The man is on the road to sell goods, and he does not scruple about selling a dealer an overstock, or about selling him goods that he will find hard to dispose of. If the dealer refuses to buy more than he needs, the salesman tells his neighbors that he is a hard buyer. If he buys too much, he is known as an easy mark. If he has prejudices that the salesman can impose upon, or if he has weaknesses that can be taken advantage of, the salesman is very likely to offer him innocent bribes.

A dealer in our town has a weakness for good dinners. A certain salesman knows

it, and makes a habit of inviting the merchant to take dinner with him whenever he is in town. The dinner costs the salesman 50c. It sells \$50 worth of goods for him. For the salesman it is a good investment; for the merchant it is an expensive dinner, when he calculates how many dollars' worth of goods he has bought that he would not have bought without the dinner. Usually, he does not need the extra goods, and they are hard to dispose of.

Occasionally, a salesman is unfair to his customer, but, as a general rule, he will not impose on a customer who knows what he needs, who buys nothing he does not need, and who will not accept or be influenced by cigars, treats, dinners, theatre tickets, free rides or other bribes. All these things are bribes—offered to the man for his own trade. They are usually expensive for the man who accepts them. If you want a hotel dinner it is cheaper to go and buy it for 50c. than it is to pay the salesman the profit on \$100 worth of goods you do not want nor need.

Have you ever taken time to think of these matters? If you have not done so, now is a good time to sit down alone and carefully calculate how very costly a drummer's cigar may be for you.—"Yours Truly," in Merchants Journal.

THE WRITING OF AN "AD."

There is a widespread idea that a good advertisement must be one that is very

novel, very striking—one that exhibits a good deal of ingenuity in its construction, that contains a flash of wit, an epigrammatic phrase, or a clever word illustrated connection between the article in question and its practical qualities. The advertisement writer that is constantly evolving some of these "cunning" ideas is popular, supposed to be a clever advertisement writer.

Now, these things have their uses, but this idea is overtaxed. Now and then, some epigrammatic phrase, some clever idea or illustration along this line is so good, so happily hits off the idea to be conveyed, that it is a good, a very good advertisement, and serves very successfully, but these successes are the exception, not the rule.

A really good advertisement, outside of the technical knowledge that may be displayed in the arrangement, contrasts in type, in black and white, etc., is really a very simple thing. It consists in simply making use of the real, the practical, the truly valuable point or points of the article advertised, the feature or features which make it of plain worth and value to the prospective buyer, and of stating this in a clear, reasonable and logical way, stating where it excels, and then giving the reason why it does, so that the statement bears the stamp of truth, in a way that shows it must be so. This is the underlying principle of a good advertisement.

American Sheet Steel Company

Battery Park Building
New York

Manufacturers of all varieties of
Iron and Steel Sheets
Black and Galvanized
Plain and Painted
Flat, Corrugated and
"V" Crimped

Apollo Best Bloom Galvanized
W. Dewees Wood Company's
Patent Planished Iron
W. Dewees Wood Company's
Refined Smooth Sheets
Wellsville Polished Steel Sheets

Representatives for Canada
B. & S. H. Thompson & Company
26 St. Sulpice Street
Montreal

Island City Paints

ARE AS COMMENDABLE AS THEY ARE PROFITABLE.



The study of the requirements of the paint trade is our particular vocation and that our various lines are growing in popularity with painters is evidenced by the increased demand for them from dealers in every section of Canada. Our productions comprise :

ISLAND CITY
Mixed Paints.

ISLAND CITY
Floor Paints.

ISLAND CITY
Varnishes.

ISLAND CITY
White Lead.

ISLAND CITY
Pure Colors in Oil and Japan.

ISLAND CITY
House Paints.

No dealer desiring to sell paints that he can guarantee to give every satisfaction can afford to be without ISLAND CITY goods.

SEND FOR SAMPLE CARD SHOWING 56 COLORS.

P. D. DODS & CO.

TORONTO

PROPRIETORS

MONTREAL

HOW TO SELL STOVES.

BY "OBSERVER."

THIS is a problem that is interesting both to the wholesaler and the retail stoveman, for on its solution depends the profit or loss to those engaged in the trade. Naturally the burden of labor, enterprise and work of increasing the sales rests largely upon the manufacturers. But, unfortunately, they cannot do all that is necessary. Moreover, they have the right to expect that the stove dealer shall make persistent, continuous and intelligent effort to this end. They are always ready to give him the benefit of their best ideas, so there is no excuse for the dingy, unattractive array of stock in this line which many stores contain, nor for the perfunctory attention given to customers and the delay in naming a price, due to want of information, that are so often experienced by the buyer, and which really show a negligence which is entitled to no consideration.

MAKE NEAT DISPLAYS.

That this portrays the condition existing in many stores where stoves are sold is indisputable, and yet manufacturers protect all dealers alike, by selling them goods at special prices, while refusing more money for the same stoves from individuals who are not in the trade, thus reserving their product to be disposed of through the trade channels, so that the stove dealer can arrange to get profitable prices. The manufacturer has a perfect right to expect that all who are so favored will keep up with the progressive spirit prevailing in all other lines of retail trade. It is only fair that the expenditure in effort and advertising by stove makers to popularize their product should be supplemented by an expenditure of at least a portion of the profits derived from trade protection, as well as by courteous salesmanship and an active canvass to bring the stoves to the attention of the people in the community where the retail stove dealer has his store. The sample rooms of the manufacturers are good examples of how the retail dealer should display the stoves in order that the first impression received by prospective purchasers may develop into a sale at a fair price.

PLAN METHODS.

All businessmen have some dull periods, and these should be utilized to plan methods for increasing their sales. This is particularly true of those who handle stoves, as the principal rush in these goods comes in the fall, when the greatest amount of trade is secured by those who have used means for bringing it to their stores. It is useless to complain of the furniture and other stores taking away the business of the stove dealer. The thing for the stove dealer to do is to adopt similar methods to those used by such houses. People buy their clothes, groceries, and even their pills where they are presented most attractively, and where they are treated most courteously. Sales are more likely to be made where the goods receive the best description of their manufacture and features of merit, as well as explanation of their operation and use, by salesmen who are courteous in their manners and neat in appearance.

ADVERTISE.

If the stove dealer should place in his local paper an advertisement as interest-

ingly worded as those of the dry goods or notion houses, people who have but a passing interest in the matter would be apt to drop in to see what he offered for sale. If a boy put a circular in their market basket or put it under their door, consideration would be given to the enterprising house who thus attract their attention. If the department store, installment house, or furniture dealer uses this means to bring trade to his establishment, and has stoves for sale, the stove dealer has so much greater need for adopting similar methods. Nobody ever saw a fly paper covered with flies, neither will every advertisement or circular bring in a lot of customers. They can be depended upon to bring in some, and when they do come they must be made to feel perfectly welcome and at home, and be given interesting information that they will remember. There is nothing new under the sun, and it only needs an intelligent explanation of any old thing to give the visitor a pleasing impression which may lead to a latent want being developed into an active demand, and result in a sale.

POINTS TO BE REMEMBERED.

The stock of the stove dealer must be clean, as well as the place in which it is displayed. It must be well arranged and not too crowded. A study of the stove, range, parlor heater or furnace must be made so that the salesman will be thoroughly familiar with its special recommendations. The circulars of the manufacturer and the explanation of the travelling salesman should be carefully considered to aid in impressing customers favorably. It is not enough for the proprietor to have this information, but they should be explained to his assistants until they thoroughly understand them and can bring out all the points of the goods in an entertaining and instructive manner.

CONSULT WITH SALESMEN.

To plan such a method of selling and keeping stock, and to keep the whole scheme going will require mental effort and physical energy. Benefit will be de-

rived from thinking and planning out several base plans with suitable diversions and talking them over with the boys or men who must be largely depended upon to carry them to success. Such consultations with those who sell is absolutely necessary for success. It is the custom with some of the best houses to call their salesmen together periodically and hold what is practically a school for selling. It is an excellent practice, and should be followed by the stove men. Those who sell stoves and do plumbing, tin-smithing, or any other kind of mechanical or mercantile business cannot afford to let their stove trade be taken away from them. It cannot be done if the suggestions outlined are not only taken up and followed, but improved upon. Any stove dealer who has ambition along these lines and needs assistance, need only visit the private office of the stove manufacturer that he buys from, and explain that he wants to push his stove business, and he will be sure to get valuable assistance, and the dose can be repeated whenever he applies.

CREDIT SYSTEM AND COLLECTIONS.

The season for stove selling is now at hand, and those who have not formed any special plan should carefully observe all the little incidents that might have added to their fall trade and make notes of them, so that when the dull season arrives they may formulate a plan for some other reason which will enable them to gather in a larger stove trade. If they have to compete with the credit system, they should find out all the details of using it. Care should be taken to arrange for the payment of the bill for the stove when the sale is made. This will greatly facilitate the collection of it, and will enable the dealer to meet the bills of the stove manufacturer when they become due. These are the methods of those who have made inroads in the stove trade, and their adoption will benefit the regular stove dealer, who, by all means, should not let men who know less about stoves than he does, walk away with the profitable branch of his business from want of a little enterprise on his part.—Metal Worker.

"Anchor" Brand VARNISHES.

Dealers should get our quotations
before placing fall orders.

We manufacture a complete line,
and guarantee satisfaction.

HENDERSON & POTTS

HALIFAX and MONTREAL.

THOS. GOLDSWORTHY & SONS

MANCHESTER, ENGLAND.

EMERY

Cloth Corn Flour

We carry all numbers of Corn and Flour Emery in 10-pound packages, from 8 to 140, in stock. Emery Cloth, Nos. OO., O., F., FF., 1 to 3.

JAMES HUTTON & CO., Wholesale Agents for Canada, **Montreal.**

HARDWARE.**Ammunition.**

Cartridges.
B. B. Caps, Dom. 50 and 5 per cent.
Rim Fire Pistol, dis. 40 p. c., Amer.
Rim Fire Cartridges, Dom., 50 and 5 p. c.
Central Fire Pistol and Rifle, 10 p. c. Amer.
Central Fire Cartridges, pistol sizes, Dom.
30 per cent.
Central Fire Cartridges, Sporting and Military, Dom., 15 and 5 per cent.
Central Fire, Military and Sporting, Amer.
add 5 p. c. to list. B. B. Caps, discount 40 per cent. Amer.
Loaded and empty Shells, "Trap" and "Dominion" grades, 25 per cent. Rival and Nitro, 10 p. c. advance on list.
Brass Shot Shells, 55 per cent.
Primers, Dom., 30 per cent.

Wads. per lb.
Best thick white felt wadding, in ¾-lb. bags..... 1 00
Best thick brown or grey felt wads, in ½-lb. bags..... 70
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges..... 0 99
Best thick white card wads, in boxes of 500 each, 10 gauge..... 0 35
Best thick white card wads, in boxes of 500 each, 8 gauge..... 0 55
Thin card wads, in boxes of 1,000 each, 12 and smaller gauges..... 0 20
Thin card wads, in boxes of 1,000 each, 10 gauge..... 0 25
Thin card wads in boxes of 1,000 each, 8 gauge..... 0 20
Chemically prepared black edge grey cloth wads, in boxes of 250 each—
11 and smaller gauge..... 0 60
9 and 10 gauges..... 0 70
7 and 8 gauges..... 0 90
5 and 6 gauges..... 1 10
Superior chemically prepared pink edge, best white cloth wads, in boxes of 250 each—
11 and smaller gauge..... 1 15
9 and 10 gauges..... 1 40
7 and 8 gauges..... 1 65
5 and 6 gauges..... 1 90

Adzes.
Discount, 20 per cent.
Anvils.
Wright's, 80-lb. and over..... 0 10 ½
Hay Budden, 80-lb. and over..... 0 09 ½
Brook's,..... 0 11 ½

Augers.
Gilmour's, discount 65 and 5 p. c. off list.
Axes.
Chopping Axes
Single bit, per doz..... 5 50 10 00
Double bit, "..... 11 00 18 00
Bench Axes, 40 p. c..... 5 50 6 00
Broad Axes, 33 ½ per cent..... 5 75 6 75
Hunters' Axes..... 6 50 12 00
Splitting Axes..... 7 00 10 00
Handled Axes..... 7 00 10 00

Axle Grease.
Ordinary, per gross..... 5 75 6 00
Best quality..... 13 00 15 00
Bath Tubs.
Zinc..... 6 00
Copper, discount 15 p. c. off revised list

Baths.
Standard Enameled..... 25 00
5 ½-inch rolled rim, 1st quality..... 21 00
2nd..... 21 00
Anti-Friction Metal.
"Tandem" A..... per lb. 0 27
" B..... 0 21
" C..... 0 11 ½
Magnolia Anti-Friction Metal, per lb. 0 25
Frictionless metal, per lb. 0 23
SYRACUSE SWEETING WORKS.
Aluminum, genuine..... 0 45
Dynamo..... 0 29
Special..... 0 25
Aluminum, 99 p. c. pure "Syracuse"..... 0 50

Bells.
Hand.
Brass, 60 per cent.
Nickel, 55 per cent.

Cow.
American make, discount 68 ½ per cent.
Canadian, discount 45 and 50 per cent.
Door.
Gongs, Sargent's..... 5 50 8 00
" Peterboro', discount 45 per cent.
Farm.
American, each..... 1 25 3 00
House.
American, per lb..... 0 35 0 40

Bellows.
Hand, per doz..... 3 35 4 75
Moulders', per doz..... 7 50 10 00
Blacksmiths', discount 40 per cent.

Bolting.
Extra, 60, 10 and 5 per cent.
Standard, 70 per cent.
No. 1, 70 and 10 p. c.

Bits.
Auger.
Gilmour's, discount 60 and 5 per cent.
Rockford, 50 and 10 per cent.
Jennings' Gen., net list.

Car.
Gilmour's, 47 ½ to 50 per cent.
Expansive.
Clark's, 40 per cent.

Gimlet.
Clark's, per doz..... 0 65 0 90
Diamond, Shell, per doz..... 1 00 1 50
Nail and Spike, per gross..... 2 25 5 20

Blind and Bed Staples.
All sizes, per lb..... 0 07 ¼ 0 12

Bolts and Nuts. Per cent.
Carriage Bolts, full square, Norway..... 65
" full square..... 65
Common Carriage Bolts, all sizes..... 60
Machine Bolts, all sizes..... 60
Coach Screws..... 70
Sleigh Shoe Bolts..... 72 ½
Blank Bolts..... 60
Bolt Ends..... 62 ½
Plough Bolts..... 4 c off
Nuts, hexagon..... 4 ½ c off
Tire Bolts..... 67 ½
Stove Bolts..... 67 ½
Stove rods, per lb..... 5 ½ to 6 c.
Nuts, in 5 lb. lots ¼ c. per lb extra in less than 5 lb lots, ½ c. extra.

Boot Calks.
Small and medium, ball, per M..... 4 25
Small heel, per M..... 4 50

Bright Wire Goods. 6 ½ per cent.

Broilers.
Light, dis., 65 to 67 ½ per cent.
Reversible, dis., 65 to 67 ½ per cent.
Vegetable, per doz., dis. 37 ½ per cent.
Henis, No. 8, "..... 6 00
Henis, No. 9, "..... 7 00
Queen City..... 7 50 0 00

Butchers' Cleavers.
German, per doz..... 6 00 11 00
American, per doz..... 12 00 20 00

Building Paper, Etc.
Plain building, per roll..... 0 30
Tarred lining, per roll..... 0 40
Tarred roofing, per 100 lb..... 1 70
Coal Tar, per barrel..... 3 50
Pitch, per 100-lb..... 0 85
Carpet felt, per ton..... 45 10

Bull Rings.
Copper, \$2.00 for 2 ½ in. and \$1.90 for 2 in.

Butts.
Wrought Brass, net revised list
Cast Iron.
Loose Pin, dis. 60 per cent.

Wrought Steel.
Fast Joint, dis. 65, 10 and 2 ½ per cent.
Loose Pin, dis. 65, 10 and 2 ½ per cent.
Berlin Bronzed, dis. 70, 70 and 5 per cent.
Gen. Bronzed, per pair..... 0 40 0 65

Carpet Stretchers.
American, per doz..... 1 00 1 50
Bullard's, per doz..... 6 50

Castors.
Bed, new list, dis. 55 to 57 ½ percent
Plate, dis. 52 ½ to 57 ½ percent.

Cattle Leaders.
Nos. 31 and 32, per gross..... 8 50 9 50

Cement.

Canadian Portland..... 2 25 2 75
English..... 3 00 3 15
Belgian..... 2 50 2 75
Canadian hydraulic..... 1 25 1 50

Chalk.

Carpenters Colored, per gross..... 0 45 0 75
White lump, per cwt..... 0 60 0 65
Red..... 0 05 0 06
Crayon, per gross..... 0 14 0 18

Chisels.

Socket, Framing and Firmer.
Broad's, dis. 70 per cent.
Warnock's, dis. 70 per cent.
P. S. & W. Extra 60, 10 and 5 p. c.

Churns.

Revolving Churns, metal frames—No. 0, \$8—
No. 1, \$8.50—No. 2, \$9.00—No. 3, \$10.00—
No. 4, \$12.00—No. 5, \$16.00 each. Ditto,
wood frames—20c. each less than above.
Discounts: Delivered from factories, 16 p. c.; from stock in Montreal, 54 p. c.
Terms, 1 month or 3 p. c. cash in 30 days.

Clips.

Axle dis. 65 per cent.
Closets.
Plain Ontario Syphon Jet..... \$16 00
Emb. Ontario Syphon Jet..... 17 00
Fittings net..... 1 00
Plain Teutonic Syphon Washout..... 10 00
Emb. Teutonic Syphon Washout..... 11 00
Fittings net..... 1 25
Low Down Teutonic, plain..... 16 00
" embossed..... 17 00

Plain Richelieu net..... 3 75
Emb. Richelieu net..... 4 00
Fittings net..... 1 25
Low Down Ont. Sy. Jet, plain net..... 19 50
" " " emb'd net..... 20 50
Closest connection net..... 1 25
Basins, round, 14 in..... 1 00
" oval, 17 x 14 in..... 2 50
" " 19 x 15 in..... 3 75

Discount 40 p. c., except on net figures.
Compasses, Dividers, Etc.
American, dis. 62 ½ to 65 per cent.

Cradles, Grain.
Canadian, dis. 25 to 33 ½ per cent.

Crosscut Saw Handles.
S. & D., No. 3, per pair..... 17 ½
" 5, "..... 22 ½
" 6, "..... 15
Boynton pattern "..... 20

Door Springs.
Torrey's Rod, per doz. (15 p. c.)..... 2 00
Coil, per doz..... 0 88 1 60
English, per doz..... 2 00 4 00

Draw Knives.
Coach and Wagon, dis. 50 and 10 per cent.
Carpenters, dis. 70 per cent.

Drills.
Hand and Breast.
Miller's Falls, per doz. net list.
DRILL BITS.
Morse, dis. 37 ½ to 40 per cent.
Standard dis. 50 and 5 to 55 per cent.

Faucets.
Common, cork-lined, dis. 35 per cent.

ELBOWS. (Stovepipe.) per doz
5 and 6-inch, common..... 1 0
7-inch..... 1 35
Polished, 15c. per doz. extra.

ESCUTCHEONS.
Discount, 45 per cent.

ESCUTCHEON PINS.
Iron, discount 40 per cent.

FACTORY MILK CANS.
Discount off revised list, 40 per cent.

FILES AND RASPS.
Great Western..... 75 and 5 per cent.
Arcade..... 75 " 5
Kearney & Foot..... 75 " 5
American..... 75 " 5
J. Barton Smith..... 75 " 5
McClellan..... 75 " 5
Eagle..... 70 10 and 5
Nicholson..... 70 " 10
Royal..... 8

Black Diamond, 60 to 60 and 10 per cent.
Jowitt's, English list, 25 to 27 ½ per cent.
Nicholson File Co.'s "Simplicity" file handle,
per gross, 85c. to \$1.50.

FORKS.

Hay, manure, etc., dis., 50 and 10 per cent.
revised list.

GLASS—Window—Box Price.

Size United	Per	Per	Per	Per	D. Diamond
Inches.	50 ft.	100 ft	50 ft.	100 ft.	100 ft.
Under 26.....	2 15	4 15	.....	.....	6 00
26 to 40.....	2 30	4 45	.....	.....	6 50
41 to 50.....	4 85	.....	.....	7 50
51 to 60.....	5 15	.....	.....	8 50
61 to 70.....	5 50	.....	.....	9 50
71 to 80.....	6 00	.....	.....	10 50
81 to 85.....	6 50	.....	.....	11 75
86 to 90.....	14 00
91 to 95.....	15 50
99 to 100.....	18 00

GAUGES.
Marking, Mortise, Etc.
Wire Gauges.
Stanley's dis. 50 to 55 per cent.

Winn's, Nos. 26 to 33, each..... 1 65 2 40

HALTERS.
Rope, ¾ per gross..... 9 00
" ¾ to ¾..... 14 00

Leather, 1 in., per doz..... 3 87 ½ 4 00
" 1 ½ in., "..... 5 15 5 20
Web, — per doz..... 1 87 2 45

HAMMERS.
Nail
Maydole's, dis. 5 to 10 per cent. Can. dis.
25 to 27 ½ per cent.

Tack.
Magnetic, per doz..... 1 10 1 20

Sledge.
Canadian, per lb..... 0 07 ½ 0 08 ½

Ball Pean.
English and Can., per lb..... 0 22 0 25

HANDLES.
Axe, per doz. net..... 1 50 2 00
Store door, per doz..... 1 00 1 50

Fork.
C. & B., dis. 40 per cent. rev. list.

Hoe.
C. & B., dis. 40 per cent. rev. list.

Saw.
American, per doz..... 1 00 1 25
Plane.

American, per gross..... 3 15 3 75
Hammer and Hatchet.
Canadian, 40 per cent.

Cross-Cut Saws.
Canadian, per pair..... 0 13 ½ 0 14 ½

HANGERS.
Steel barn door..... 5 85 6 00
Sears, 4 inch..... 5 00
" 5 inch..... 6 50

Lane's covered—
No. 11, 5-ft. run..... 8 40
No. 11 ½, 10-ft. run..... 10 80
No. 12, 10-ft. run..... 12 60
No. 14, 15-ft. run..... 21 00
Lane's O.N.T. track, per foot..... 4 ½

HARVEST TOOLS.
Discount, 50 and 10 per cent.

HATCHETS.
Canadian, dis. 40 to 42 ½ per cent.

HINGES.
Blind, Parker's, dis. 50 and 10 to 60 per cent
Heavy T and strap, 4-in., per lb..... 0 06 ½
" " 5-in., "..... 0 06 ½
" " 6-in., "..... 0 06
" " 8-in., "..... 0 05 ½
" " 10-in., "..... 0 05 ½

Light T and strap, dis. 65 and 5 per cent.
Screw hook and hinge..... 4 25
6 to 10 in., per 100 lbs..... 3 25
12 in. up, per 100 lbs..... Per gro. pairs.

Spring..... 12 00

HOES.
Garden, Mortar, etc., dis. 50 and 10 p. c.
Planter, per doz..... 4 00 4 50

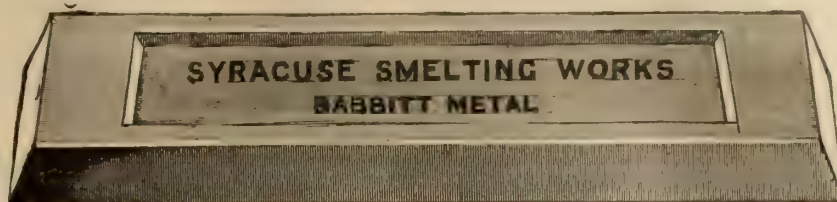
HOLLOW WARE.
Discount, 45 and 5 per cent.

HOOKS.
Cast Iron.
Bird Cage, per doz..... 0 50 1 10
Clothes Line, per doz..... 0 27 0 63
Harness, per doz..... 0 72 0 88
Hat and Coat, per gross..... 1 00 3 00
Chandelier, per doz..... 0 50 1 00

Wrought Iron.
Wrought Hooks and Staples, Can., dis.
47 ½ per cent.

Use Syracuse Babbitt Metal

IT IS THE
BEST MADE.



For
Paper and Pulp
Mills, Saw and
Wood Working
Machinery, Cotton
and Silk Mills,
Dynamos, Marine
Engines, and all
kinds of
Machinery
Bearings.

Wire, Triangular and Bar Solder, Pig Tin, Lead, Ingot Copper, Ingot Brass, Antimony, Aluminum, Bismuth, Zinc Spelter,
Phosphor Tin, Phosphor Bronze, Nickle, etc., always in stock.

Factories: { 332 William St., MONTREAL, QUE.
and SYRACUSE, N.Y.

Syracuse Smelting Works

Wire.
Hat and Coat, discount 45 per cent.
Belt, per 1,000..... 0 60
Screw, bright, dis. 55 per cent.
HORSE NAILS.
"C" brand 50 and 7 1/2 p.c. off new list } Oval-
"M" brand 50, 10 and 5 per cent. } head
Countersunk 60 per cent.

HORSESHOES
F.O.B. Montreal.
No. 2 No. 1.
and and
larger smaller.
Iron Shoes.
Light, medium, and heavy... 3 50 3 75
Snow shoes... 3 75 4 00
Steel Shoes.
Light... 3 60 3 85
Featherweight (all sizes)... 4 85 4 85
F.O.B. Toronto, Hamilton, London and
Guelph, 10c. per keg additional.
Toe weight steel shoes... 6 70

JAPANNED WARE.
Discount, 45 and 5 p.c. off list, June 1899
ICE PICKS.
Star per doz... 3 00 3 25
KETTLES.
Brass spun, 7 1/2 p.c. dis. off new list.
Copper, per lb... 0 30 0 50
American, 60 and 10 to 65 and 5 p.c.

KEYS.
Lock, Can., dis., 45 p.c.
Cabinet, trunk, and padlock,
Am. per gross... 60

KNOBS.
Door, japanned and N.F., per
doz... 1 50 2 50
doz... 2 75 3 25
Bronze, Berlin, per doz... 6 00 9 00
Shutter, porcelain, F. & L.
screw, per gross... 1 30 4 00
White door knobs—per doz... 1 25

HAY KNIVES.
Discount, 50 and 10 per cent.
LAMP WICKS.
Discount, 60 per cent.

LANTERNS.
Cold Blast, per doz... 7 00
No. 3 "Wright's"... 4 50
Ordinary, with O burner... 8 00
Dashboard, cold blast... 9 00
No. 0... 5 75
Japanning, 50c. per doz. extra.

LEMON SQUEEZERS.
Porcelain lined... per doz... 2 20 5 60
Galvanized... 1 87 3 85
King, wood... 2 75 2 90
King, glass... 4 00 4 50
All glass... 1 20 1 30

LINES.
Fish, per gross... 1 05 2 50
Chalk... 1 90 7 40

LOCKS.
Canadian, dis. 45 p.c.
Russel & Erwin, per doz... 3 00 3 25
Cabinet.
Eagle, dis 30 p.c.

Padlock
English and Am. per doz... 50 6 00
Scandinavian... 1 00 2 40
Eagle, dis. 20 to 25 p.c.

MACHINE SCREWS. Iron and Brass.
Flat head discount 25 p.c.
Round Head discount 20 p.c.

MALLETS.
Tinmiths' per doz... 1 25 1 50
Carpenters' hickory, per doz... 1 25 3 75
Lignum Vitae, per doz... 3 85 5 00
Caulking each... 60 2 00

MATTOCKS.
Canadian, per doz... 5 50 6 50

MEAT CUTTERS.
American, dis. 25 to 30 p.c.
Gro./man, 15 per cent.

MILK CAN TRIMMINGS.
Discount, 25 per cent.

NAILS.
Quotations are: Out. Wire.
2 1/2 and 3d... \$3 55 \$3 85
3d... 3 20 3 52
4 and 5d... 2 95 3 35
6 and 7d... 2 75 3 00
8 and 9d... 2 80 3 20
10 and 12d... 2 65 2 95
16 and 20d... 2 60 2 90
30, 40, 50 and 60d. (base)... 2 55 2 85

Wire nails in carlots are \$2.77 1/2
Galvanizing 2c. per lb. net extra.
Steel Cut Nails 10c. extra.
Miscellaneous wire nails, dis. 70 and 10 p.c.
Coopers' nails, dis. 30 per cent.
Flour barrel nails, dis. 25 per cent.

NAIL PULLERS.
German and American... 1 85 3 50
NAIL SETS.
Square, round, and octagon
per gross... 3 38 4 00
Diamond... 12 00 15 00

NETTING.
Poultry, 55 per cent for McMullen's
OAKUM. Per 100 lb.
Navy... 6 00
U. S. Navy... 7 25

OIL.
Water White (U.S.)... 0 16 1/2
Prime White (U.S.)... 0 15 1/2
Water White (Can.)... 0 15
Prime White (Can.)... 0 14

OILERS.
McClary's Model galvan. oil
can, with pump, 5 gal.,
per doz... 10 00
Zinc and tin, dis. 50, 50 and 10.
Copper, per doz... 1 25 3 50
Brass... 1 50 3 50
Malleable, dis. 25 per cent.

GALVANIZED PAIRS.
Dufferin pattern pairs, dis. 45 p.c.
Flaring pattern, discount 45 per cent.
Galvanized wash tubs discount 45 per cent.

PIECED WARE.
Discount 40 per cent. off list, June, 1899.
10-qt. flaring sap buckets, dis. 40 p.c.
6, 10 and 14-qt. flaring pails, dis. 40 p.c.
Creamer cans, dis. 40 p.c.

PICKS.
Per doz... 6 00 9 00

PICTURE NAILS.
Porcelain head, per gross... 1 75 3 00
Brass head... 0 40 1 00

PICTURE WIRE.
Tin and gilt, discount 75 p.c.
PLANES.
Wood, bench, Canadian dis. 50 per cent.
American dis. 50.
Wood, fancy Canadian or American 7 1/2
to 40 per cent.

PLANE IRONS.
English, per doz... 2 00 5 00

PLIERS AND NIPPERS.
Button's Genuine per doz pairs, dis. 37 1/2
40 p.c.
Button's Imitation, per doz... 5 00 9 00
German, per doz... 0 60 2 60

PUMBERS BRASS GOODS.
Compression work, discount, 60 per cent.
Fuller's work, discount 65 per cent.
Rough stops and stop and waste cocks, dis-
count, 60 per cent.

Jenkins disk globe and angle valves, dis-
count, 55 per cent.
Standard valves, discount, 60 per cent.
Jenkins radiator valves discount 55 per cent.

Quick opening valves discount, 60 p.c.
No. 1 compression bath cock... 2 00
No. 4... 2 00
No. 7, Fuller's... 2 50
No. 4 1/2... 3 00

POWDER.
Velox Smokeless Shotgun Powder,
100 lb. or less... 0 85
1,600 lb. or more... 0 80

PRESSED SPIKES.
Discount 22 1/2 per cent.

PULVEYS.
Hotchouse, per doz... 0 15 1 00
Axle... 0 22 0 33
Screw... 0 27 1 00
Awning... 0 35 2 50

PUMPS.
Canadian cistern... 1 80 3 60
Canadian pitcher... 1 40 2 10

PUNCHES.
Saddlers' per doz... 1 00 1 85
Conductors'... 9 00 15 00
Tinners' solid, per set... 0 00 0 72
" hollow, per set... 0 00 1 00

RANGE BOILERS.
Galvanized, 3 gallons... 7 60
" 35 " 8 25
" 40 " 9 50
Copper, 30 " 22 00
" 35 " 26 00
" 40 " 30 00

Discount off Copper Boilers 10 per cent.
RAKES.
Cast steel and malleable, 50, 10 and 5 p.c.
Wood, 25 per cent.

RAZORS.
per doz.
Elliot's... 4 00 18 00
Geo. Butler & Co.'s... 4 00 18 00
Boker's... 7 50 11 00
" King Cutter... 12 50 50 00
Wade & Butcher's... 3 60 10 00
Theile & Quack's... 7 00 12 00

REAPING HOOKS.
Discount, 50 and 10 per cent.

REGISTERS.
Discount... 40 per cent.

RIVETS AND BURRS.
Iron Rivets, black and tinned, discount 60
and 10 per cent.
Iron Burrs, discount 55 per cent.
Extras on Iron Rivets in 1-lb. cartons, 1/2 c.
per lb.
Extras on Iron Rivets in 1/2-lb. cartons, 1 c.
per lb.

Copper Rivets & Burrs, 35 and 5 p.c. dis.
and cartons, 1 c. per lb. extra, net.
Extras on Tinned or Coppered Rivets
1/2-lb. cartons, 1 c. per lb.

RIVET SETS.
Canadian, dis. 35 to 37 1/2 per cent.

ROPE ETC.
Sisal. Manila.
7-16 in. and larger, per lb 10 1/2 14
3/4 in... 11 1/2 15
1/4 and 5-16 in... 16 16
Cotton, 3-16 inch and larger... 16 16
" 5-32 inch... 21 21
" 1/2 inch... 22 1/2 22 1/2
Russia Deep Sea... 15 1/2 15 1/2
Jute... 8 8
Lath Yarn... 9 1/2 9 1/2
New Zealand Rope... 10 10

RULES.
Boxwood, dis. 75 and 10 p.c.
Ivory, dis. 37 1/2 to 40 p.c.

SAD IRONS. per set.
Mrs. Potts, No. 55, polished... 62 1/2
" No. 50, nickel-plated... 67 1/2

SAND AND EMERY PAPER.
Dominion Flint Paper, 47 1/2 p.c. cent.
B & A sand, 40 and 5 per cent.
Emery, 40 per cent.
Garret (Burton's), 5 to 10 p.c. advance on list.

SAP SPOUTS.
Bronzed iron with hooks, per doz... 9 50

SAWS.
Hand Dieston's, dis. 12 1/2 p.c.
S. & D., 40 per cent.
Crosscut, Dieston's, per ft... 35 0 55
S. & D., dis. 35 p.c. on Nos. 2 and 3.
Hack, complete, each... 0 75 2 75
" frame only... 0 75 2 75

SASH WEIGHTS.
Sectional, per 100 lbs... 2 75 3 00
Solid... 2 00 2 25

SASH CORD.
Per lb... 0 23 0 30

SAW SETS.
" Lincoln" and 1/2 Whiting, per doz... 6 00
Hand Saws No. 1 Woodyatt (Morrill) 4 25
" No. 3 Woodyatt (Morrill) 9 50

SCALES.
Standard, 45 p.c.
Champion, 65 p.c.
Spring Balances, 10 p.c.
Fairbanks Standard, 35 p.c.
" Dominion, 55 p.c.
" Richelieu, 55 p.c.

SCREW DRIVERS.
Sargent's per doz... 0 65 1 00

SCREWS.
Wood, F. H., bright and steel, 87 1/2 and 10 p.c.
Wood R. H., " dis. 82 1/2 and 10 p.c.
" F. H., brass, dis. 80 and 10 p.c.

Wood, R. H., " dis. 75 and 10 p.c.
" F. H., bronze, dis. 75 p.c.
" R. H., " 70 p.c.

Drive Screws, 87 1/2 and 10 per cent.
Bench wood, per doz... 3 25 4 00
" iron... 4 25 5 75
Set, Case hardened, 60 per cent.
Square Cap, 50 and 5 p.c. cent.
Hexagon Cap, 45 per cent.

SCYTHES.
Per doz, net... 9 01

SCYTHE SNATHS.
Canadian, dis. 45 p.c.

SHEARS.
Bailey Cutlery Co., full nickeled, dis. 60 p.c.
Seymour's, dis. 50 and 10 p.c.

SHOVELS AND SPADES.
Canadian, dis. 40 and 5 per cent.

SINKS.
Steel and galvanized, discount 45 per cent.

SNAPS.
Harness, German, dis. 25 p.c.
Lock, Andrews'... 4 50 11 50

SOLDERING IRONS.
1, 1 1/2 lb., per lb... 0 37
2 lb. or over, per lb... 0 34

SQUARES.
Iron, No. 493, per doz... 2 40 2 55
" Mo. 494... 3 25 3 40
Steel, dis. 60, 10 and 5 p.c.
Try and bevel, dis. 50 to 52 1/2 p.c.

STAMPED WARE.
Plain, dis. 75 and 12 1/2 p.c. off revised list
Retinned, dis. 75 p.c. off revised list.

STAPLES.
Galvanized... 3 50 4 00
Plain... 3 25 3 75
Coopers', discount 45 per cent.
Poultry netting staples, 40 per cent.

STOCKS AND DIES.
American dis. 25 p.c.

STONE. Per lb.
Washita... 0 28 0 60
Hindostan... 0 06 0 07
" slip... 0 09 0 09
Labrador... 0 13 0 13
" Axe... 0 15 0 15
Turkey... 0 50 0 50
Arkansas... 0 00 1 50
Water-of-Ayr... 0 00 0 10
Scythe, per gross... 3 50 5 00
Grind, 2 in. to 40 lb. per ton... 25 00
" under 40 lb... 28 00
Grind, under 2 in. thick... 29 00

STONE PIPES.
5 and 6 inch Per 100 lengths... 7 00
7 inch... 7 50

ENAMELINE STOVE POLISH.
No. 4—3 dozen in case, net cash... \$4 80
No. 6—3 dozen in case, " 8 40

TACKS BRADS, ETC.
Cheese-box tacks, blued... 80 & 12 1/2
Trunk tacks, black and tinned... 85
Carpet tacks, blued... 80 & 15
" " tinned... 80 & 20
" (in kegs)... 40
Cut tacks, blued, in dozens only... 80
1/4 weights... 60
Swedes cut tacks, blued and tinned... 80 & 10
In dozens... 75
Swedes, upholsterers, blued... 85, 12 1/2 & 12 1/2
" brush, blued & tinned, bulk 70
" gimps, blued, tinned and
japanned... 75 & 12 1/2
Zinc tacks... 25
Leather carpet tacks... 55
Copper tacks... 50
Copper nails... 50
Trunk nails, blued... 85 and 5
Trunk nails, tinned... 65 and 10
Clout nails, blued... 65 and 10
Chair nails... 35
Patent brads... 40
Fine finishing... 40
Lining tacks, in papers... 10

STANDARD CHAIN CO.,

MANUFACTURERS OF CHAIN

PITTSBURGH,
U. S. A.

OF ALL KINDS.

Proof Coil, B.B., B.B.B., Crane, Dredge Chain, Trace Chains, Cow Ties etc.

ALEXANDER GIBB,
Montreal.

For Provinces of Ontario and Quebec.

—Canadian Representatives— A. C. LESLIE & CO.,
Montreal.

For other Provinces.

Lining tacks, in bulk	15
" solid heads, in bulk.....	75
Saddle nails in papers.....	10
" in bulk.....	15
Tufting buttons, 22 line, in dozens only	60
Zinc capped trunk nails.....	15
Tin glazier's points.....	60
Double pointed tacks, papers.....	90 and 10
" bulk.....	40

TAPE LINES.

English, ass skin, per doz....	2 75	5 00
English, Patent Leather.....	5 50	9 75
Chesterman's each.....	0 90	2 85
steel, each	0 80	8 00

THERMOMETERS.

Tin case and dairy, dis. 75 to 75 and 10 p.c.	
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TRAPS. (Steel.)

Game, Newhouse, dis. 25 p.c.	
Game, H. & N., P. S. & W., 65 p.c.	
Game, steel, 72½, 75 p.c.	

TROWELS.

Disston's discount 10 per cent.		
German, per doz.....	4 75	6 00
S. & D., discount 35 per cent.		

TWINES.

Bag, Russian, per lb.....	0 27	
Wrapping, cotton, 3-ply.....	0 18	
" 4-ply.....	0 23	
Mattress, per lb.....	0 33	0 45
Staging, "	0 27	0 35

VISES.		
Wright's	0 13½	
Brook's	0 12¾	
Pipe Vise, Hinge, No. 1.....	3 50	
" " No 2	5 50	
Saw Vise	4 50	9 00

ENAMELLED WARE.

White, Princess, Turquoise, Blue and White, discount 50 per cent.	
Diamond, Famous, Premier, 50 and 10 p.c.	
Granite or Pearl, Imperial, Crescent, 50, 10 and 10 per cent.	

WIRE.

Brass wire, 50 to 50 and 2½ per cent. off the list.	
Copper wire, 45 and 10 per cent. net cash 30 days, f.o.b. factory.	
Smooth Steel Wire, is quoted at the following net selling prices:	
No. 6 to 8 gauge.....	\$2 90
" 9	2 80
" 10	2 87
" 11	2 90
" 12	2 95
" 13	3 15
" 14	3 37
" 15	3 50
" 16	3 65

Others sizes of plain wire outside of Nos. 9, 10, 11, 12 and 13, and other varieties of plain wire remain at \$2.80 base with extras as before. The prices for Nos. 9,

to 13 include the charge of 1¢. for oiling. Extras net per 100 lb.: Coppered wire, 60c.—tinned wire, \$2—oiling, 10c.—special hay-baling wire, 30c.—spring wire, \$1—best steel wire, 75c.—bright soft drawn, 15c.—in 50 and 100-lb. bundles net, 10c.—in 25-lb. bundles net 15c.—packed in casks or cases, 15c.—bagging or papering, 10c.

Fine Steel Wire, dis. 17½ per cent. List of extras: In 100-lb. lots: No. 17, \$5—No. 18, \$5.50—No. 19, \$6—No. 20, \$6.65—No. 21, \$7—No. 22, \$7.30—No. 23, \$7.65—No. 24, \$8—No. 25, \$8.90—No. 26, \$9.50—No. 27, \$10—No. 28, \$11—No. 29, \$12—No. 30, \$13—No. 31, \$14—No. 32, \$15—No. 33, \$16—No. 34, \$17. Extras net—tinned wire, Nos. 17-25, \$2—Nos. 26-31, \$4—Nos. 32-34, \$6. Coppered, 5c.—oil ing, 10c.—in 25-lb. bundles, 15c.—in 50 and 100-lb. bundles, 25c.—in 1-lb. hanks, 50c.—in ½-lb. hanks, 75c.—in ¼-lb. hanks, \$1—packed in casks or cases, 15c.—bagging or papering, 10c.

Galvanized Wire, per 100 lb.—Nos. 6, 7, 8, \$3.50 to \$3.85—No. 9, \$2.85 to \$3.15—No. 10, \$3.60 to \$3.95—No. 11, \$3.70 to \$4.10—No. 12, \$3 to \$3.30—No. 13, \$3.10 to \$3.40—No. 14, \$4.10 to \$4.50—No. 15, \$4.60 to \$5.05—No. 16, \$4.85 to \$5.35. Bare sizes, Nos. 6 to 9, \$2.57½ f.o.b. Cleveland. Clothes Line Wire, regular 7 strand No. 17, \$4.65; No. 18, \$2.90; No. 19, \$2.60. Hol-

low 6 str and, No. 17, \$4.30; No. 18, \$2.70; No. 19, \$1.35; No. 20, \$2.30, f.o.b. Hamilton, Toronto, Montreal.

WIRE FENCING.

Galvanized barb	3 65
Galvanized plain twist.....	3 65
Galvanized barb, f.o.b. Cleveland, \$2.82½ in less than carlots, and \$2.70 in carlots.	

WIRE CLOTH.

Painted Screen, per 100 sq. ft., net..	1 35
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WASTE COTTON.

Colored.....	4½ to 5
White, according to quality.....	6½ to 7½

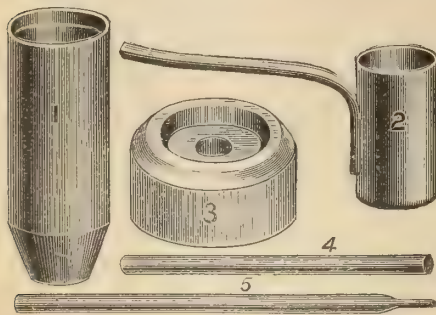
WRENCHES.

Acme, 35 to 37½ per cent.		
Agricultural, 60 p.c.		
Coe's Genuine, dis. 70 to 25 p.c.		
Towers' Engineer, each.....	2 00	7 00
" S., per doz.....	5 80	6 00
G. & K's Pipe, per doz.....	....	3 40
Burrell's Pipe, each.....	....	3 00
Pocket, per doz.....	0 25	2 90

WRINGERS.

Leader.....	per doz. \$30 0	33 00
Royal Canadian.....	" 26 00	28 00
Royal American.....	" 26 00	28 00
Sampson.....	" 26 00	30 00

Terms 4 months, or 3 p.c. 30 days.
WROUGHT IRON WASHERS.
Canadian make, discount, 40 per cent.

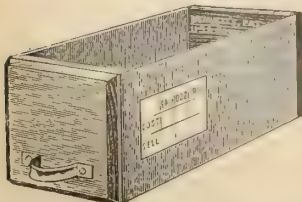


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LAMPLOUGH & McNAUGHTON, Montreal.

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ALL WHO USE



Bennett's Patent Shelf Drawer

or cabinets fitted with same are satisfied.

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"Dear Sir,—I want to see you about some more cabinets, kindly call at your earliest convenience.

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1832.
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Wood Turnings, Hand
Bench and other Screws
Mallets, Handles, Vises
Clamps, Tool Chests
Croquet, Lithographs
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and also the celebrated
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Gate
For Street and Steam Rail-
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Canadian Representative: ALEXANDER GIBB, 13 St. John St., MONTREAL.

DIAMOND EXTENSION STOVE BACK

Patented, July 11th, 1893.

Canadian Patent, June 14th, 1894.

They are easily
adjusted and
fitted to a stove
by any one.

Please your
customers by
supplying them
immediately
with what
they want.



Sold by
Jobbers
of ...

Hardware
Tinware
and
Stoves.

EXTENDED.

Manufactured by THE ADAMS COMPANY, Dubuque, Iowa, U.S.A.

" A. R. WOODYATT & CO., Guelph, Ontario.

*Standard Paint & Varnish Works.
Limited
Makers of High Grade
Varnishes, Lacquers,
Paints, Colors & Enamels.
Windsor, Ont.*



SEALED TENDERS addressed to the undersigned and endorsed "Tender for Heating Apparatus, Paris Ont.," will be received at this office until Tuesday, 1st October, inclusively, for supplying and placing in position of a heating apparatus at the Public Building, Paris, Ont., according to plans and specification to be seen at the Department of Public Works, Ottawa, and at the office of Duncan Mackay, clerk of works, Paris, Ont.

Tenders will not be considered unless made on the form supplied, and signed with the actual signatures of tenderers.

An accepted cheque on a chartered bank, payable to the order of the Minister of Public Works, equal to ten per cent (10 p.c.) of the amount of tender, must accompany each tender. The cheque will be forfeited if the party declines the contract or fails to complete the work contracted for, and will be returned in case of non-acceptance of tender.

The Department does not bind itself to accept the lowest or any tender. By order,

FRED. GELINAS, Secretary.

Department of Public Works,
Ottawa, 14th Sept., 1901.

Newspapers inserting this advertisement without authority from the Department, will not be paid for it. (39)

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of any kind that is of value to business men supplied by our Bureau. We can give you market quotations from any town in Canada, reports from the city markets, stock quotations, etc. You can get commercial news from any Canadian paper through us.

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75 YEARS.

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HEINISCH

SHEARS.

Tailors' Shears,
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Tinnern's Snips, etc.



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NEW YORK OFFICE, 90 Chambers St.
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CHAS. F. CLARK, President.

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HIGH-CLASS VARNISHES ONLY

Which can be obtained direct from the works or from the principal Color Dealers in Canada.



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HIGH PRESSURE PACKING.

For Steam, Hot or Cold Water, and Air.

Packs equally well for all. There is no packing made that will last as long or withstand as well the action of steam heat. Carried in stock in rolls about 36-in. wide, and the following thicknesses: 1/32, 1/16, 3/32 and 1/8.

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ALL KINDS AND FOR ALL PURPOSES.

Manila Rope
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LANGWELL'S BABBITT
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AND METAL
MERCHANT

The Weekly Organ of the Hardware, Metal, Heating, Plumbing and Contracting Trades in Canada.

VOL. XIII.

MONTREAL AND TORONTO, OCTOBER 5, 1901.

NO. 40

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IMPROVED
TREE BRAND
TRADE MARK
RAZORS **CUTLERY** SCISSORS

FOR SALE BY LEADING WHOLESALE HARDWARE HOUSES.

Lysaght's Brands

"Queen's Head"—Best quality, best galvanizing.

"Fleur de Lis"—Best quality, ordinary galvanizing.

"Redcliffe"—Corrugating quality.

"Orb"—Highest grade Corrugated Iron.

Each the leader in its grade.

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The reasons why are—no bolts, rods or packing—absolutely non-leakable—light, durable and perfect finish of casting—stands a pressure of 140 pounds to the square inch—quick circulation of heat. It fits curves, circles or angles. The ideal Hot Water or Steam heating Radiators are

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Safford
Radiators.

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Samuel, Sons & Benjamin, London and Liverpool, Eng.

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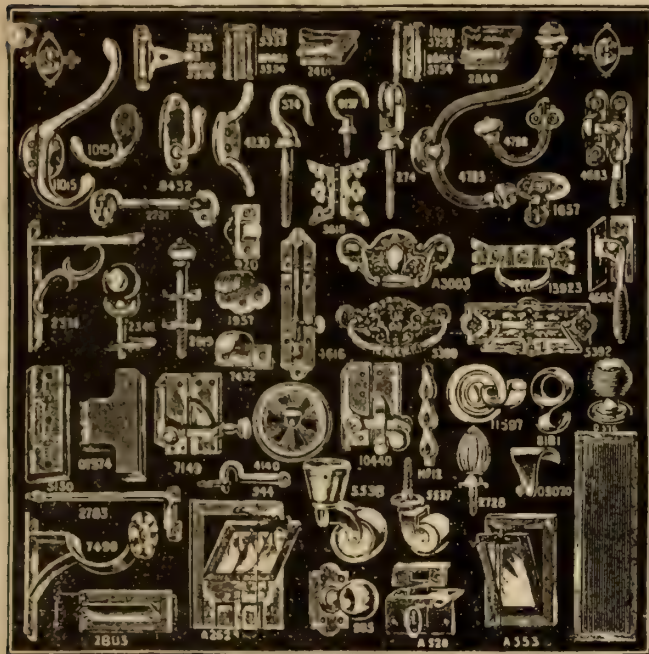
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Other Tools are very
good Tools, but

"YANKEE TOOLS" ARE BETTER



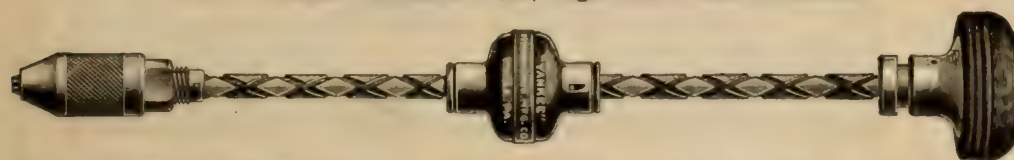
No. 15. "Yankee" Ratchet Screw Driver, with Finger Turn on Blade.



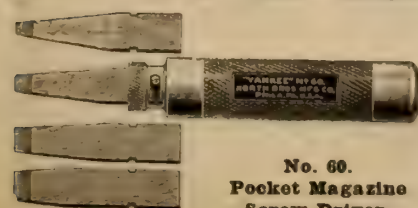
No. 30. "Yankee" Spiral-Ratchet Screw Driver, Right and Left Hand.



No. 41. "Yankee" Automatic Drill, Eight Drill Points in Handle.



No. 50. "Yankee" Reciprocating Drill, for Iron, Steel, Brass, Wood, etc.



No. 60.
Pocket Magazine
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tells all about them. Mailed
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**LIGHTNING,
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Ice Cream Freezers.

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Ice Chippers.

Fluting Machines,
Hand Fluters.

Sold by Leading Jobbers
in Canada.

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A few reasons why it is a winner:

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Flat in the crimp—easily cleaned.

Holds no dirt, inside or out.

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Saves time and labor in putting up. Makes neatest work.

Made of blued steel in 5, 6, 7, 8 inches.

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SKY LIGHT 	THE SAFE LOCK SHINGLE 	BABY SHINGLE MAILED FREE 	CORNICE 
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<p>about any prospective work, as we may be able to offer you some suggestions or give you such assistance as will enable you to secure the business at a good profit.</p> <p>Our New Catalogue.</p> <p>Did you receive a copy? We find that some of our customers still refer to old ones. You should be familiar with our line, otherwise want of information when your customer is ready to purchase may lose you his business.</p> <p>METAL SHINGLE & SIDING CO., Limited PRESTON, ONT.</p>			
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FINIAL 	ELBOWS 	CRIMPED SHEET 	METAL PUMP 

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Specially adapted for cold climates and takes the place of the inner window.

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Furnace Bricks and Range Bricks

Estimates furnished on application.

Bracondale P.O., Ont.

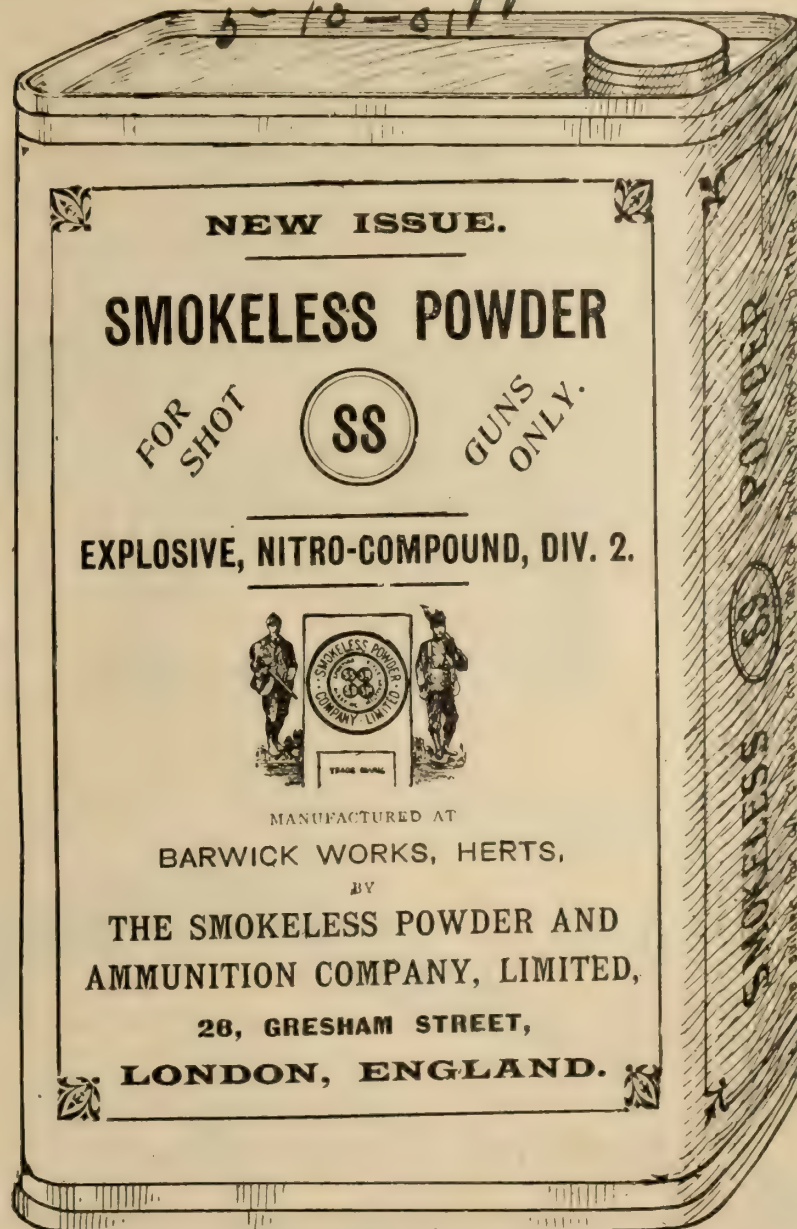
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Safe.



No Jar,
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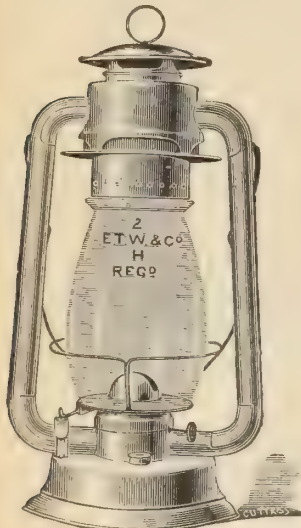
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COLD BLAST LANTERN
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GET THE ORIGINAL.

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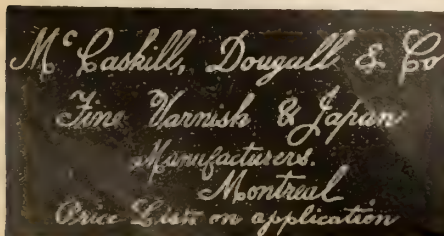
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That's what a shelf bracket is for.
For this purpose there can be

**NOTHING BETTER
NOTHING CHEAPER**

than the . . .

BRADLEY STEEL SHELF BRACKET

It is well **Japanned, Strong and Light.**
The saving in freight is a good profit, aside
from the **lower price** at which the goods are sold.
Order direct or through your jobber.

ATLAS MFG. CO., New Haven, Conn., U.S.A.

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Manufacturers' Agent and Metal Broker,

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Representing British and American Manufacturers. Correspondence invited from firms wishing to be represented in Canada.

STEVENS

ALL STEEL
TOOLS

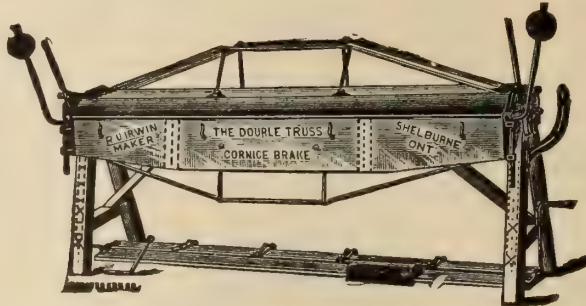
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STANDARD FOR QUALITY.

Your stock is not complete without a full line of our Rifles, Shotguns, Pistols, Tools
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This eight-foot Brake bends 22-gauge iron
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Price, \$60

Very handy beader attachment, \$15 extra
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**The Double Truss Cornice
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The Latest and Best.

**H. & R. Automatic Ejecting
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Steel and Twist Barrels
in 30 and 32-inch.
12 Gauge.

Model
1900.

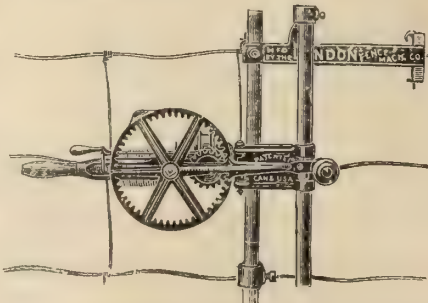


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Descriptive Catalogue on request.

London Fence Machines Lead



in every community where they have been introduced.

Our best ads. are the farmers who use them. They are delighted because they can erect a 50 per cent. better fence at 50 to 60 per cent. of the cost of a ready woven one, and in the same time that they can erect the latter.

Fifty rods per day is a very easy day's work with the London.

Dealers, are you aware that a perfect fence cannot be built from a ready woven roll? Farmers are finding this out; give them a chance to get the best and they will appreciate it.

If there is no agent in your town write us.

We manufacture a complete line of fencing supplies of superior quality. That we have the best, we know from practical experience.

The London Fence Machine Co., London, Canada.

LOCKS and BUILDERS' HARDWARE

Made in great variety of
design and finish.

Catalogues and price list mailed on
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THE LARGEST MAKERS
IN THE DOMINION.



The Gurney-Tilden Co., Limited, - Hamilton, Canada.

There are OILS and OILS

Why pay **freight** on **poor** oils?

OUR LEADING BRAND is . . .

“Pennoline” OIL

It is the best that money can buy. During the past year our sales on this brand have doubled. Can our competitors say as much? If your trade demands cheaper grades we have them—

“**Crystal Spray**” “**Silver Light**”

ALL of our OILS are AMERICAN PRODUCT.

The Atlantic Refining Co., Esplanade and Jarvis Streets, Toronto

Next Week the Royal Visit!

Toronto will be *en fete* to welcome the Duke and Duchess next week—and we invite all out-of town friends and patrons who intend visiting the city to enjoy the demonstrations, to make a point of calling at our showrooms while in town.

We extend a cordial invitation to everyone interested in Heating or Cooking Goods to come and see our display—no harm in gaining a little practical knowledge of our far-famed lines when you can so easily fill in a vacant hour or so by a visit to the headquarters of "**OXFORD**" Goods.

We will do our best to make your visit interesting, whether you are an old friend or a newcomer.

While every endeavor will be made to fill all shipping orders promptly on time, the coming public holiday may possibly retard some orders—if so, we beg in advance that you will make allowance for the unusual circumstances and believe that we are doing our very best in your interests.

The Gurney Foundry Co., Limited, 500 King St. West,
TORONTO
MONTREAL WINNIPEG VANCOUVER

MINES: BUCKINGHAM, QUE.

OFFICE: 193 SPARKS ST.,
OTTAWA, CAN.

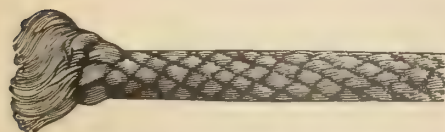
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**THE NORTH AMERICAN
GRAPHITE COMPANY**

Lubricating, Stove Polish, Foundry Facings and all other Graphite or Plumbago Stocks always on hand.

Write for Quotations and Samples.

Buy the Best.



HERCULES
Sash Cord.

Star Brand Cotton Rope
Star Brand Cotton Clothes Lines
Star Brand Cotton Twine

For Sale by all Wholesale Dealers

THE B. GREENING WIRE CO., LIMITED
HAMILTON, ONT., AND MONTREAL, QUE.

MANUFACTURERS
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Wire Rope

of every description and
for all purposes.

Lang's Patent Wire
Rope for
Colliery and Mining
Use.



The words "**DUNDAS
AXE**" are stamped on our hand made "Crown Jewel" and "Perfect Jewel" Axes. Knowing the quality of these Axes, we want every one to know who made them. They will hold an edge that will cut their way to success.

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If you want the best Trap or Game load in the world, buy "Robin Hood Smokeless," in "Robin Hood" Shells. It is quick, safe, and reliable. Try it for pattern and penetration from forty to seventy yards against any powder on the market. We make the powder, we make the shells, and we load them. Write for our booklet, "Powder Facts."

**The Robin Hood Powder
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SWANTON, VT



SEALED TENDERS addressed to the undersigned and endorsed "Tender for Heating Apparatus, Windsor, Ont.," will be received at this office until Friday, October 4th, inclusively, for the supplying and placing in position of a heating apparatus at the Drill Hall, Windsor, Ont., according to plans and specification to be seen at the Department of Public Works, Ottawa, and the office of Charles Smith, Clerk of Works, Windsor, Ont.

Tenders will not be considered unless made on the form supplied, and signed with the actual signatures of tenderers.

An accepted cheque on a chartered bank, payable to the order of the Minister of Public Works, equal to ten per cent. (10 p.c.) of the amount of tender must accompany each tender. The cheque will be forfeited if the party decline the contract or fail to complete the work contracted for, and will be returned in case of non-acceptance of tender.

The Department does not bind itself to accept the lowest or any tender.

By order,

FRED. GELINAS,

Secretary.

Department of Public Works,
Ottawa, September 17th, 1901.

Newspapers inserting this advertisement without authority from the Department will not be paid for it. (40)

R. BAILEY & SON

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All kinds of Fire Brick and Fire Clay Work,
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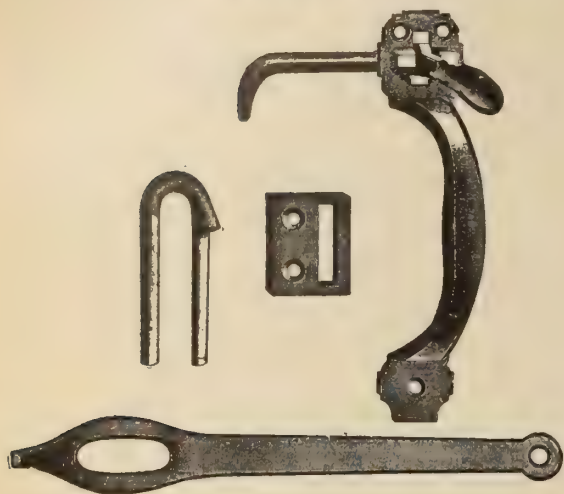
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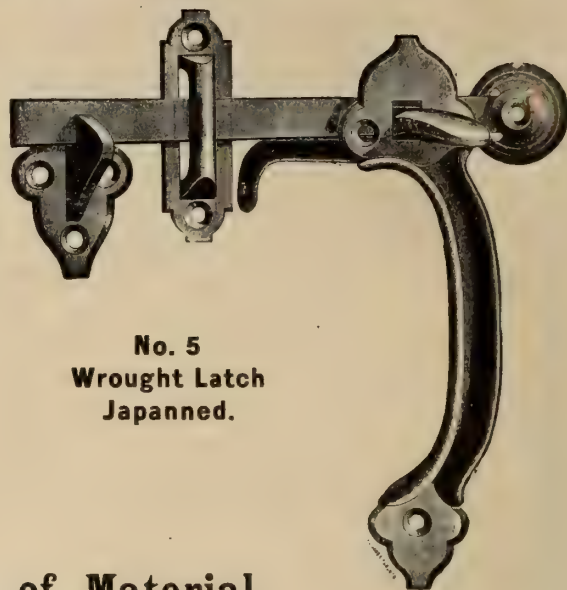
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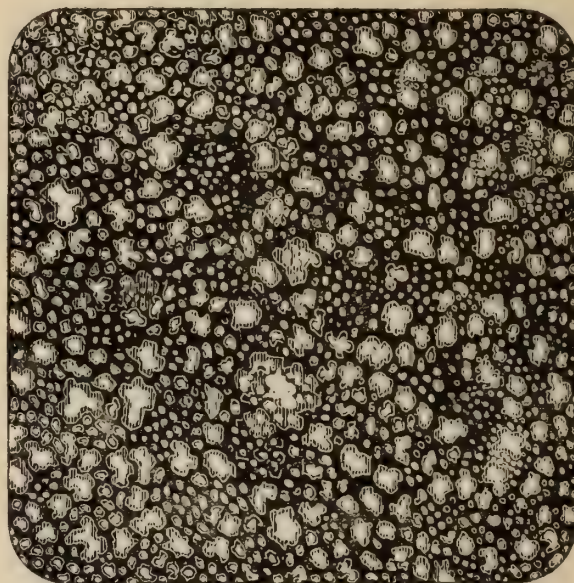
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The demand for

Onyx Stove Boards



has steadily increased ever since they were first offered to the trade.

They are attractive in design and are finished in six different colors.

Made of one piece and wood-lined.

All sizes always in stock.

For a cheaper grade we have the embossed wood lined, and the embossed paper lined.

PRICES ON APPLICATION.

Kemp Manufacturing Co., Toronto, Ont.



VOL. XIII.

MONTREAL AND TORONTO, OCTOBER 5, 1901.

NO. 40.

President,
JOHN BAYNE MacLEAN,
Montreal.

THE MacLEAN PUBLISHING CO. Limited.

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, North-West Territories, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, P.E. Island and Newfoundland.

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WHEN WRITING ADVERTISERS
PLEASE MENTION THAT YOU SAW
THEIR ADVERTISEMENT IN THIS PAPER

AN EXTRAORDINARY STATEMENT.

THE United States Steel Corporation, better known as the Steel Trust, has just declared a dividend on the preferred and common stock for the six months ending September. The announcement in regard to this dividend has been awaited with a great deal of interest, there being no small speculation as to how the recent strike, which is estimated to have cost the Trust \$15,000,000, would affect the earnings of the concern.

The financial statement which has just been issued is rather surprising as well as interesting. In spite of the strike the net earnings of the corporation during August were \$9,810,880, the largest in any one month of its history.

Another surprise was the net earnings for the six months. They amounted to no less than the enormous sum of \$54,954,871. After setting aside \$7,059,705 for sinking fund, \$7,600,000 for six months' interest and paying two quarterly dividends of 1½ per cent. each on the preferred stock and 1 per cent. on the common stock, there was a balance on hand of no less than \$12,326,742. The following table will enable our readers to examine the statement in detail:

	Net earnings from operation.
April	\$7,356,744
May	9,612,349
June	9,394,746
July	9,580,151
August	9,810,880
September (estimated).....	9,200,000
Total	\$54,954,871
Less total amount set aside for sinking funds and maintenance	7,059,705
Balance	\$47,895,166
Six months' interest on bonds	7,600,000
Balance	\$40,295,166
First quarterly dividend on stock, declared July 2nd:	
Preferred, 1½ per cent.....	\$8,895,913
Common, 1 per cent.....	5,061,115
Total	\$13,957,028
Balance	\$26,338,138
Second quarterly dividend on stock, declared October 1st:	
Preferred, 1½ per cent.....	\$8,929,049
Common, 1 per cent.....	5,082,347
Total	\$14,011,396
Balance applicable to surplus or new construction, as the Board of Directors may decide at end of year.....	\$12,326,742

In many respects the past six months were rather favorable for the Trust. The demand for all its manufactured goods in stock was active, while the prices it received were high. Its earning power was undoubtedly enormously diminished, but the sharp appreciation that took place in a number of its staple products went some distance towards providing compensation for the

losses sustained as a result of the idle plants.

The statement, however, is an extraordinary one, taking everything into consideration, and magnified rather than diminished one's ideas in regard to the enormous earning power and importance of the "Billion Dollar Trust."

THE LINSEED OIL MARKET

WHAT the future course of the linseed oil market is to be is a matter of deep concern and, at the same time, an intricate puzzle. Several weeks ago future oil was sold in Chicago at 38c., and it was thought that even this was not the bottom, but that when the heavy crop of American seed came rolling on the market values would recede even further. Seed was expected to go as low as \$1 a bushel.

But, just as the wise men were preparing for this drop, the market suddenly reacted, and to-day oil is over 60c. in Chicago. The English market has continued to show firmness, varying from £31 6s. to £31. Seemingly, Englishmen never had any faith in the American crop.

There are Canadian dealers who do not look for any drop in prices; but, again, there are those who expect a heavy decline when the full crop of seed is being marketed. The latter are so confident in their belief that they have this week sold some of their surplus stocks—presumably to the former—at less than market price. They contend that at present the American Linseed Oil Trust has suspended operations, but that when it does begin operations in earnest, it will force values down just as it did some weeks ago. What the outcome of the speculative movements will be is a matter for the speculative to talk about. Meanwhile, spot prices are firm.

A HINT TO SIR RICHARD.

The Canadian people are never above taking a hint. Let them note, then, that the Government of New South Wales has decided upon the establishment of full commercial agencies, not alone in London, but also in South Africa and China. There exists in London an agricultural agency established by the Victorian Government, and the New South Wales venture will, no doubt, follow somewhat the same lines. Moreover, branches are to be established in Italy and France in the hope of a considerable direct freight by the Australian steamers which call at Naples and Marseilles on their way home.—The Canadian Gazette, London, Eng.

It is quite true that "the Canadian people are never above taking a hint."

But we regret we cannot say the same in regard to the Trade and Commerce Department of Canada, in whose care commercial agencies are supposed to repose.

The Gazette evidently recognizes that one of the needs of Canada is a commercial agency in London, and, possibly hopes, by drawing the attention of the Canadian people to what New South Wales is doing, to stir up, through the people, the Trade and Commerce Department.

Candidly, we have little hope of the effort being successful. Sir Richard Cartwright has been importuned again and again in regard to the matter by organizations of business men, the trade press, and even by such influential papers of his own party as The Toronto Globe. But they have importuned in vain. Sir Richard Cartwright is more stubborn than the unjust judge. The latter did eventually supply the wants of the importunate widow. But Sir Richard appears to be as stolid and indifferent to the importunities of the business men of this country in regard to the appointment of a commercial agent at London as he was when the question was first mooted.

One of the ablest men in the Cabinet, as Sir Richard in many respects is, it was a grave mistake when he was appointed to the portfolio of Trade and Commerce. He never was in sympathy with the commercial men of this country. When they asked for bread he would with a great deal more pleasure prefer to give them a stone. And to-day his whole Department is largely permeated with the same spirit.

Matters of public interest, and which it was only right the public should obtain, have been refused by high officials in the

Department to important mercantile bodies seeking them.

We have in our mind at the moment an inquiry that was made at the Department of Trade and Commerce not long since by one of the important organizations in Canada for certain information of a public character. The applicant was, however, curtly told that it was none of the public's business. And yet, at the same time, the information was printed in one of the blue books, although the applicant was not aware of the fact at the time.

The portfolio of Trade and Commerce is one of the most important in the Government, and yet it is undoubtedly the one to which the least attention is paid.

What is wanted at the head of the Department is a man with the commonsense of

NOTICE TO ADVERTISERS.

As Thursday and Friday of next week will be observed as holidays, **HARDWARE AND METAL** will go to press a day earlier. Copy, therefore, should be in our hands not later than Tuesday at 5 p.m. The insertion of matter after that date cannot be guaranteed.

Hon. Wm. Paterson, the insight and application of Hon. Wm. Mulock, or the energy and ambition of Hon. J. Israel Tarte, and until such an one is appointed in the room and stead of Sir Richard Cartwright not only will the Department be a sinecure, but the interests of the country will suffer as well.

FILE FIRMS CONSOLIDATE.

It is understood that The Globe File Co. has sold out its works at Port Hope to a large American concern which has also taken over The Mechanics Star File Works, of Levis, Que., with the intention of consolidating the two enterprises at Port Hope, where the capacity will be doubled immediately. Further developments are looked for.

HARVEST TOOLS IN THE STATES.

HARDWARE AND METAL has been informed that the Harvest Tool Manufacturers' Association of the United States has not been dissolved. The association, how-

ever, is only nominally in existence, as the individual factories composing it are now making their own prices.

Whether the association again regulates prices in the near future or not, the Canadian manufacturers claim they will be quite able to meet any competition they may develop.

THE DISPLEASED POLITICIANS.

QUITE a little discussion is taking place in the columns of the daily papers in regard to the avenue through which the honors were distributed among the score or more of Canadians who obtained them.

By a sort of courtesy the honors have of recent years been bestowed upon those whom the Federal Government recommended. In the recent instance, however, the rule was not followed. The Governor-General largely, if not altogether, took the matter into his own hands.

This, naturally, has not pleased the politicians. And it was not to be expected it would, for a species of patronage is involved in having a voice in the selection of those upon whom the Royal favors shall be bestowed.

Some of them have gone to the length of consulting Sir John Bourinot in regard to the constitutional aspect of the matter, but they have not got much consolation from that gentleman's opinion, for he distinctly says that in making colonial recommendations for knighthood and other Royal honors the Governor-General is not required to take the advice of his Ministers.

The list may not be, perhaps, an altogether satisfactory one, but there has probably never been a better one in the history of the Dominion. And there have certainly been those that were a great deal worse.

Those selected for honors were not selected because of their political service. And for that let us be truly thankful.

What the people of this country are most concerned about is not so much how the honors are bestowed as about upon whom they are bestowed. That is how the business men, at any rate, look upon the question.

A CONVENIENT TELEPHONE.

Business expansion has necessitated the placing of a telephone switchboard in our Toronto office, and telephones have been located in the editorial, business, advertising and mechanical departments. This will prove of great convenience to our patrons as well as to ourselves. The call number is now either 2701 or 2702 main, instead of 2148.

TRADE IN COUNTRIES OTHER THAN OUR OWN.

THESE is no great weight of new business coming forward in pig iron, there being still a feeling abroad apparently that better terms may possibly be secured later on. Makers, however, are in a good position for the most part, and having a comfortable number of orders on their books, are by no means pressing iron on the market, although in Lancashire some sellers have been accepting less than current rates for future delivery. But in all the centres manufacturers are adhering firmly to their quotations for prompt delivery, and there is an upward tendency all round, while in Middlesbrough sales of No. 3 have been effected at an advance on last week's prices, in hematites there is an easier tone, which is attributed to the increase of the output in the Cleveland district, in Cumberland, and in Scotland, and mixed numbers are down 6d. at Middlesbrough, while in Barrow warrants are a shade cheaper. The following is a statement of the stocks of pig iron in public stores:

	Tons.
Connal's at Glasgow.....	58,370
Connal's at Middlesbrough.....	122,855
Railway Stores, Middlesbrough.....	7,500
Connal's at Middlesbrough, hematite.....	3,282
Cumberland and Barrow Stores.....	17,728

In Middlesbrough stocks have gone up during the week ended September 17 by 2,628 tons, but the Barrow figures show a decrease of 2,445 tons. So far this year the stocks in Middlesbrough have increased nearly 80,000 tons, including 2,707 tons of hematite, while at Glasgow and Barrow there have been decreases of 12,916 and 4,882 tons respectively. On the week the total increase in stocks throughout the country is 185 tons; on the year it is 57,782 tons.—Iron and Coal Trade Review, Sept. 20.

TIN PLATES EASIER IN ENGLAND.

Since our last, the market has weakened, and prices all round are lower. Common 14 by 20 112 sheets 108 lb. Bessemer cokes were freely quoted at 14s. 7½d. and 14s. 9d. per box f.o.b. South Wales for forward delivery, but buyers are not keen to purchase to any extent, even at these figures. For delivery over the first few months of next year even lower prices are talked of.

The inquiry during the week has been very fair all round, but the actual volume of business done has not been large. The demand for spot plates continues, and several parcels have again changed hands at, we believe, comparatively full prices.

The home trade is rather quieter; 14 by 20 full weight wasters in Bessemer coke finish are quoted at about 14s. 10½d. to

15s. 3d. per box f.o.b. Liverpool, with a few sales at the former figure, Siemens steel generally commanding 1½d. to 3d. more money. Common 14 by 18¾ 124 sheets 110 lb. Bessemer coke wasters are offered at 14s. 9d. to 15s. per box f.o.b. Liverpool for forward delivery. Plates for near delivery are, of course, held for higher figures.

Inquiries for the Continental market have been frequent, and for ordinary specifications of squares and odd sizes 14s. 9d. to 14s. 10½d. common basis has been paid f.o.b. Wales for delivery latter end of the year, in Bessemer steel cokes, Siemens cokes being quoted at from 14s. 10½d. to 15s. 1½d. basis, with option of lights and crosses at usual differences.

Twenty-eight by 20 cokes have been in good request, and at the reduced prices quoted it is anticipated that some decent orders will result. The contracts made during the last few days, however, have only been for small quantities, and the total of reported sales is not a large one. For reasonable delivery, makers' quotations for 28 by 20 56 sheets 108 lb. Bessemer cokes range from, say, 14s. 10½d. to 15s. 3d. per box f.o.b. Wales, Siemens steel 15s. to 15s. 6d. per box, while 28 by 20 in 112 sheets 216 lb. are quoted at 30s. to 30s. 9d. per box for Bessemer, and 3d. to 6d. per box advance for Siemens.—Iron and Coal Trade Review.

NEW YORK METAL MARKET.

TIN—The pig tin market was still very weak, and showed a further decline of 25s. The monthly statistics were not favorable. While the increase in the total visible supply was less than it seems, amounting to but 1,284 tons, the fact that the shipments from the Straits, which have been increasing month by month, were heavy was a prime cause of the weak feeling here and abroad. Its influence was the more pronounced because it is expected that Straits shipments will continue on a large scale for the next three months, while all along the East has been an anxious seller. The shipments from the Straits to all parts, as cabled by Powell, were 4,580 tons, compared with 3,650 tons in September, 1900. The deliveries in this country last month amounted to 2,400 tons, against 2,100 tons in August, while the world's deliveries for the two months were 4,838 tons and 5,138 tons, respectively, showing a decrease of 300 tons for September. Stocks in London on September 20 were 5,037 tons; in Holland, 2,402 tons, and in the United

States, exclusive of Pacific ports, 2,864 tons—a total of 10,303 tons, against 8,098 tons. The total stock afloat at the end of the month was 7,308 tons, compared with 8,229 tons last year. The total visible supply was 17,611 tons, against 16,327 tons.

The closing quotations on spot in the New York market were 24.25c., sales having been made at that. There were sellers of October at 24.35c., of November at 24.25c., and of December and January at 24c. Spot is at present the weakest of all positions, as the demand from the country is very slow and speculative interest is lacking. A further decline of 15s. occurred in London, that market closing weak.

COPPER—There was no material change in the situation here to-day. The outlook is as uncertain as ever, and, pending a return to settled conditions, even the largest consumers buy only from hand to mouth. Quotations are still nominally 16½ to 17c. for Lake Superior, 16¾ to 16¾c. for electrolytic and standard casting, and 15¾ to 16c. for outside brands of the latter. The London market was cabled firm, spot quotations showing a further advance of 3s. 6d. Future, on the other hand, declined 5s. 3d. early, and though there was a subsequent recovery, the market to night was still 1s. 3d. under yesterday's closing quotation.

Exports of copper from the United States for September amounted to 6,354 tons, while for the nine months, ending September, they were 69,620 tons, against 120,394 tons for the corresponding period last year, a decrease of 50,744 tons. Imports during September aggregated 4,109 tons.

PIG LEAD—The market remains quiet but steady at 4 37½c. for lots of 50 tons or over. St. Louis was reported easy at 4.25c. for soft Missouri and 4 24½c. for chemical hard. A further decline of 1s. 3d. was reported from London.

SPELTER—No change was noted in the situation here, the market being quiet at 4.05 to 4.10c. St. Louis wired a firmer market at 3 97½c. bid, while in London there was a decline of 2s. 6d.

REGULUS ANTIMONY—Prices are maintained under a steady demand at 10¼c. for Cookson's, 8½ to 8¾c. for Hallett's and 8¼ to 8½c. for other brands.

OLD METALS—The market remains quiet but steady.

IRON—While the tone of the market is very strong and in some instances higher prices are demanded, no very important advance in quotations is looked for. In finished material the situation is somewhat similar. There is an excellent business in progress, but the mills are beginning to make deliveries more promptly, and, there-

fore, it is expected that the premiums now commanded by spot stock in a number of lines will shortly disappear.

WIRE NAILS IN THE UNITED STATES.

The demand for wire nails is not quite so pressing, and mills are making shipments more promptly. At competitive points concessions in prices are made. The probable difficulty of obtaining steel for some time to come is alluded to as likely to keep the wire nail market fairly steady.—Iron Age.

SCYTHES LOWER IN THE UNITED STATES.

At a meeting of the manufacturers of scythes which was held last week the reduction in prices which was so generally expected was made. This reduction may be referred to in a general way as about \$1.75 to \$2 per dozen, according to the goods; for example, No. 1 clipper grass scythes are now quoted to the retail trade at \$6 per dozen. The jobbing trade are divided into two classes, designated A and B, who, besides purchasing at a lower figure, receive rebates of 25 and 50c. respectively. This reduction in price will meet with the general approval of the trade, and was made necessary by the universal feeling that quotations during the past season were unreasonably high.—Iron Age, September, 26.

PIG IRON HIGHER IN THE SOUTH.

A stronger feeling is developing. The leading southern pig iron makers have advanced prices on all grades 50c. per ton, making the price on the basis of \$11 for No. 2 at Birmingham, Ala. Sales in moderate lots have been widely distributed, both territorially and as to consuming interests, thus showing a widespread demand, the buyers naming early delivery almost unanimously. It is intimated that under certain circumstances a further hardening of prices may follow. It is, of course, too early to judge to what extent buyers will respond to this change in the situation, but there is evidence that on the whole consumers' yards are bare, and that their commitments are light.—Iron Age.

A pack train containing nearly a ton of mica from the new mica mine near Golden, B.C., arrived in that town this week.

A. Sydney, N.S., despatch states that arrangements have been made for the erection at North Sydney of a large iron and steel plant by the Nova Scotia Steel and Coal Company. Sufficient capital is said to have been secured and a site selected at Ferris Hill. Mr. Graham Fraser, the manager, has been on the ground for a week past.

THE IMPORTANCE AND USES OF ALUMINIUM.

AN interesting paper was read before the British Association in Glasgow the other day by Prof. E. Wilson on the commercial importance of aluminum.

The author pointed out that during the last 10 years enormous progress had been made in the production of aluminum. In 1900 no less than 5,000 tons were produced by plants having a combined output of about 25,000 horse-power, representing a capital of over £2,000,000 sterling. The introduction of the electrolytic process for the production of aluminum marked an epoch in the history of this subject, as at the present time all aluminum might be said to be produced by this method. The process was patented in 1886-87, by Hall, in America, and by Heroult, in England and France.

ALUMINIUM COULD COMBINE

to produce an enormous number of alloys, some of which, containing 1 to 2 per cent. of other metals, combined the lightness of aluminum with greater hardness and strength. Other alloys, containing 90 to 99 per cent. of other metals, exhibited properties of those metals much improved for certain purposes. Much as had been already done, much more remained, and the alloy-producing property of aluminum opened up a vast field for research. The purest aluminum obtained commercially contained traces of iron and silicon, giving about 99.6 per cent. of aluminum in the finished product. All aluminum might be said, therefore, to be

USED IN THE ALLOYED STATE

The extraordinary lightness of aluminum was one of its most striking characteristics. Since the weight of a given volume of metal might govern its financial value, copper being 3.37 times as heavy as aluminum, it followed that whenever aluminum cost less than 3.37 times copper, it was cheaper volume for volume. The prices of metals fluctuated very much, but taking copper at £70 and aluminum at £130 per ton, we saw that aluminum was considerably cheaper than copper. The use of aluminum as a conductor of electricity was engaging the attention of engineers very much at the present time, and already large quantities of it had been installed. A number of

INDIFFERENT ALLOYS

of aluminum had been tested in Professor Capper's laboratory at King's College, London, one aluminum, containing .31 per cent. of iron and .14 per cent. of silicon, had double the conductivity, weight for weight, of copper. This commercially pure aluminum, when in the form of wire .126 inch in diameter, had a breaking load of 28,200 lb. per square inch, a limit of elasticity 19,376 lb. per square inch, and percentage extension .19

within the limits of elasticity with an applied force of 16,250 lb. (7.2 tons) per square inch. Alloying this aluminum with copper, zinc, nickel, or iron in varying proportions to the extent of about 2 per cent. increased the tensile strength at the expense of conductivity. The Standard Electric Company, of California, in their 43 miles transmission line, employed aluminum wire .294 inches in diameter, having a resistance per mile of 1.008 ohms at 25 deg. C., and this was stated to have a conductivity of 59.9 per cent. of copper.

THE BREAKING LOAD.

was 22,800 lb. per square inch. No limit of elasticity was given, but it was stated that at 14,500 lb. to 17,000 lb. per square inch there was a marked increase in the permanent set, which was taken to indicate the limits of safe working load. At Northallerton, England, four miles of

OVERHEAD ALUMINIUM WIRES

were employed. Screwed socket joints had proved successful. At the Snoqualmie Falls 20 miles of overhead conductors conveyed current to Renton, where the line divided, one half going to Seattle and the other to Tacoma. About 139,000 lb. of aluminum were employed. The Blue Lakes transmission scheme had 43 miles of overhead wires. As indicating the satisfaction given by aluminum, it might be mentioned that in the new line about 1,000,000 lb. would be required in the form of stranded conductors, 3/4-inch in diameter. The Pittsburgh Reduction Company had received orders for 150,000 lb. of aluminum for the feeders of the North-Western Railway, Chicago. The Hartford Electric Light Company had 33 miles transmission, 2,000 horse-power at 10,000 volts, three-phase; the cable, 3/4-inch in diameter, consisted of seven strands. The Kansas City and Leavenworth Electric Railway line were using 76 miles of aluminum cable. At Waterport, U.S.A., a 6 1/2 miles transmission was employed; the conductor consisted of a seven-strand cable supported on 30-ft. poles 100 ft. apart.

The Niagara Falls Power Company had almost completed its second powers trans-

WIRE NAILS TACKS WIRE

Prompt Shipments

The ONTARIO TACK CO.
Limited
HAMILTON, ONT.

mission line between the Falls and Buffalo:

THE THREE-PHASE CURRENT

being transmitted by three aluminum cables, each composed of 37 strands. The span between the poles, which in the old copper lines was 75 ft., averaged 1124 ft. in the aluminum line. An electrical transmission plant had been completed in the Valley of Pompeii, near Naples, in which aluminum was employed for the line wires; three lines emanated from the power-house, two miles, nine miles, and two miles long respectively. In Provo Canyon, three aluminum cables, each of seven strands, transmitted over 40 miles to Tintic, which was connected with Mercur, 30 miles distant, and electric current was transmitted to Mercur via Tintic, as readily as by the direct line between Mercur and Provo. The addition of

ALUMINUM TO IRON OR STEEL

had the great advantage of keeping the metal more fluid in the ladle, thus saving by the avoidance of blowholes. At high temperatures the metal decomposed nearly all metallic oxides, and prevented blowholes by combining chemically with the gas which formed the holes. The quantity to be added varied according to the iron used: generally the amount ran from 2 lb. to 5 lb. per ton of iron. The great ductility of aluminum made it easy to work with rolls. Rolled sheet .001 inch thick was used for decorative purposes; in fact, leaf aluminum might be said to have replaced leaf silver. The hardness of aluminum varied according to its purity, the purest metal being softest. Ordinary 98 per cent. aluminum was about as hard as copper. Professor Thurston placed aluminum as sixth in the order of ductility, being preceded by gold, silver, platinum, copper, and iron, but it was doubtful whether if it did not rank as high as iron. It could be pressed or stamped under the drop hammer, hot or cold. The uses of aluminum were very numerous. Probably the widest field was still in the purification of steel and iron.

HOW TO LACQUER BRASSWORK.

LACQUERING is a process by which a glossy, golden appearance is given to various metallic articles by means of a more or less pale yellow varnish, says The Carpenter and Builder. Its object is chiefly to prevent such goods from becoming oxidated or tarnished by exposure to the atmosphere or immersion in water: and, if laid on and burned with attention and care, it adds much to the beauty of the brass or other metal to which it is applied. The art of lacquering, like all others of a similar character requiring practical knowledge to insure facility of manipulation and complete success as a result, consists in a number

of minute operations not easy to describe in writing; but the following remarks and recipes will assist, if not perfect, those who may wish to attain an intimate acquaintance with the process.

As the object of lacquering is not to impart a brilliancy, but to preserve one already obtained, it will be evident that the brighter the surface of the article intended to be operated upon is the better. Some goods are turned in the lathe and then polished, and sometimes, as is the case with philosophical instruments, etc., burnished also, which latter process renders them sufficiently bright. Other goods as, for example, those having chased surfaces, which, therefore, cannot be turned with a cutting tool, are held against a "scratch-brush," formed of wire, which is fixed to the lathe like a chuck, and made to revolve rapidly. This removes all asperities, and renders the surface fit to receive the lacquer. A third and more common process consists in, after the surface is rendered by other means as clean as possible, putting the goods into "pickle"—viz., into aquafortis diluted with water, and there suffered to remain for several hours. The acid eats away the surface of the articles to a certain distance, leaving a perfectly bright appearance. The goods are then

put into bran and shaken about until dry, when they are cleaned and made ready for use.

To relacquer old brasswork first boil a strong lye of wood ashes, which you may strengthen with soap lees; put in your brasswork, and the lacquer will immediately come off, then have ready a pickle of aquafortis and water strong enough to take off the dirt, dip in the article, and wash it immediately after in clean water, dry it well, and lacquer it.

Laying on the lacquer is performed in two ways, called respectively cold and hot lacquering. By the first process, the brush, which should be a common camel hair one, similar to those used for laying on varnish, is dipped into the lacquer and rubbed carefully and evenly over the work, which is then placed in an oven or on a hot stove, and exposed to the heat for a minute or two, by which time the lacquer will become set and the work finished. By the second method, the article is first heated to about the temperature of a flat iron as used by laundresses, and the lacquer quickly brushed over it before it cools. The work afterwards may be subjected to heat as above. And this is often dispensed with. However, if the article be very small it will require this, as most of the heat will have been lost during the time required for laying on the lacquer. The greatest difficulty attending this process is to know exactly the degree of heat required, and this knowledge can only be obtained by experience, as the mixtures often vary greatly in their proportions.

The Finishing Touch



Good advertising is the "finishing touch" to modern business methods. Without good advertising, in these days of competition, it is impossible to make the most of your opportunities.

Good paint needs good advertising to push it into prominence—to bring it to the front—to get business. But good advertising is wasted on poor, "cheap" paint—the quality of the goods must back up the advertising.

THE SHERWIN-WILLIAMS PAINTS are the best paints made.

THE SHERWIN-WILLIAMS PAINTS are the best advertised paints sold.

It's a combination you need in your business.



THE SHERWIN-WILLIAMS Co.

PAINT AND VARNISH MAKERS.

CLEVELAND,

CHICAGO,
NEW YORK,

NEWARK,
MONTREAL,

BOSTON,
TORONTO,

SAN FRANCISCO,
KANSAS CITY



NOT FAIR TO HIS DEBTORS.

WHEN a merchant buys goods and does not discount his bills, says Stoves and Hardware Reporter, he knows that he is expected to meet them when due, and he ordinarily makes provisions for this purpose. In other words, he tries to be fair to his creditors. But he is not always equally fair to his debtors. It is a common habit for retailers to allow an account to overrun the date of payment, either through carelessness or because of a fear that the customer will be offended if asked for a settlement. No debtor whose business is worth having can reasonably take offence at being asked to fulfill a contract of his own making. There is but one business-like way of opening an account. Let it be understood at the beginning that payments are to be made at fixed dates, making this an absolute condition of the sale.

Customers on credit may unintentionally neglect the payment of bills on fixed dates, thinking that they can attend to it at their convenience, and that their creditor will not care for a few days of overtime. In such cases a quiet reminder of the obligation may answer the purpose, but it is always a better plan to begin right, and this is better accomplished by having the conditions of the sale fully understood at the time the credit is given. There is often a very liberal giving of credit to be met "when my crops are sold," or under similar circumstances, but it is a safer plan to allow a reasonable time for this purpose and then fix an absolute date for payment.

ADVANCE IN LATH YARN.

Late this week lath yarn was advanced $\frac{1}{4}$ c. per lb., making it now 10c. in Ontario and Quebec. Our market reports also show a rise of $\frac{1}{2}$ c. in the price of sisal rope and, taken as a whole, the cordage market is decidedly strong. Retailers should mark up their prices in sympathy.

AN EXPERTS OPINION NEEDED.

The Imperial Cement Company, whose large mills near Owen Sound, Ont., were started the other day, have suspended operations until the arrival of a prominent cement expert, who will examine the conditions as to whether the dry process which the company have endeavored to adopt can be made a commercial success or whether it will be necessary to convert the system into a wet or slurry process. There is no question as to whether cement can be made by the dry system as installed by the Imperial Company. A first-class article can be made, but the expense in producing cement by such a process is such that the product cannot be marketed at a paying

figure. It is quite apparent that there is scope for inventive genius to devise a cheap and rapid method of abstracting the last vestige of moisture from the marl, which seems to be the most obstinate material to dry that has been discovered. The expert is expected to reach Owen Sound this week,

and the resumption of operations will probably follow soon.

The Canada Foundry Co., Limited, have opened a branch office in the Y.M.C.A. block, Portage avenue, Winnipeg, under the management of C. E. Mackenzie.

MEN ARE THINKING

about a gun for Fall shooting. To provide a safe and reliable gun for such occasions

WE HAVE BEEN THINKING

for 30 years—in fact, we have given the subject so much thought that the

IVER JOHNSON SINGLE GUN

enjoys the particular distinction of being superior to all others. It's a little higher in price, but so much higher in quality that the trade prefers them and the public demands them. Whether single or double, no gun contains features that are more advanced than those of the Iver Johnson.



12-16 gauge, 30-32 barrel. Semi-hammerless. Trigger action. Automatic ejector or non-ejector (at option).

SEND FOR CATALOGUE.

Iver Johnson's Arms & Cycle Works,

Branches—New York—99 Chambers St.
Boston—165 Washington St.
Worcester—364 Main St.

FITCHBURG, Mass.

THE Best Wooden Packages, Pails and Tubs for Pork Packers, Confectioners, Canners, Manufacturers of Pickles, Paints and Oils, Varnishes, Syrups and Jams are those bearing the brand of the Wm. Cane & Sons Mfg. Co'y, Limited (STAR). They are a superior line.

BOECKH BROS. & COMPANY,
Sole Agents, TORONTO.

H. S. HOWLAND, SONS & CO.

WHOLESALE
ONLY

37-39 Front Street West, **Toronto.**

ONLY
WHOLESALE

GUNS AND RIFLES

Air Rifles.



Flobert Rifles.



Winchester Single Shot Rifles.



Stevens Single Shot Rifles.



Winchester Repeating Rifles.



Marlin Repeating Rifles.



Pieper's Breech-Loading Guns.



Pieper's Hammerless, 1900 Model.



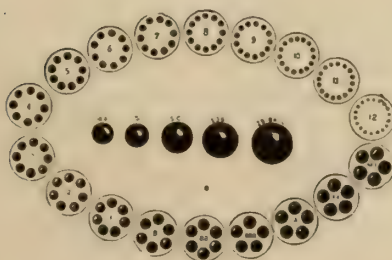
Stevens Single-Barrel Shot Guns.



The Iver-Johnson Top Snap Ejector Single Guns.



SHOT



"DEAD SHOT"



For fuller particulars see our No. 12 Catalogue.

H. S. HOWLAND, SONS & CO., Toronto.

WE SHIP
PROMPTLY

Graham Wire and Cut Nails are the Best.

Factory: Dufferin Street, Toronto.

OUR PRICES
ARE RIGHT

CATALOGUES, BOOKLETS, ETC.

PITTSBURG.

THE American Manufacturer and Iron World, Pittsburg, Pa., is to be congratulated upon their publication "Greater Pittsburg and Alleghany County," which was issued for distribution at the Pan-American Exposition, Buffalo. The edition is a large book, printed on glazed paper, and excellently illustrated. It contains an interesting though brief history and description of Pittsburg, showing its remarkable development, as well as that of the neighboring county, which is known as Greater Pittsburg, and comprises a population of nearly 1,000,000. The purpose of the book is avowedly to prove that Pittsburg is "American's greatest workshop," and after one has read of the numerous great enterprises the existence of which has been made possible by the great neighboring coal fields, and the energy and enterprise of the leaders of industry who have built up her iron and steel industries, one recognizes the reasonableness of the claim. Pittsburg has long been recognized as one of the great industrial centres of the world, but it is safe to say that few realize the real magnitude of its industries, as is so interestingly and convincingly set forth in this work. The book is a credit to its publishers as well as to its subject.

TOOLS 300 YEARS OLD.

In the course of reopening a disused pit at Blair Burn by the Wemyss Coal Co. some miners' tools and a few wooden shovels, such as were in use 300 years ago, have been discovered. The shovels are all made of wood, some of them being as good as the day they were made. The picks and mells are iron. It is further stated that there are huge blocks of coal lying about, all cut out with the pick, and so large that it puzzles present day colliers to know how the task of cutting them out was accomplished. The pit in question was sunk in 1654, and closed about 1657.—Ironmonger.

ATTRACTIVE HARDWARE DISPLAY.

G. Tweeddale & Co., hardware dealers, Queen street, Fredericton, N.B., have in their window a display which is attracting a great deal of attention. The window is trimmed to depict a typical hunting scene, and, as the trimmer is a sportsman of renown, every detail of the decoration is carried out true to life. In the centre of the window is a brook ending in a miniature lake and spanned by a rustic bridge, which is being crossed by a horse with a hunter upon his back. On the right of the window is a log cabin with thatched roof, and toiling up the hill are three pack mules. On the left is a sportsman with rifle in hand

and trying to get a shot at a deer, which peers from behind a boulder in the distance. The window is surrounded by throngs of interested spectators all day and evening.

THE SMALL SCREW GAUGE.

AT the recent meeting of the British Association in Glasgow a report was received from an influential committee appointed to consider the present position of the small screw-gauge, and to devise means by which practical effect can be given to the introduction of the screw-gauge proposed by the Association in 1884. The committee find that at the meeting held at Bradford in 1900 it was recommended that the shape of the thread of British Association screw-gauge for the use of instrument makers should be altered in the following particulars for all screws, from No. 0 to No. 11 inclusive:

For Screws.—That the designating numbers, pitches, outside diameters, and the common angle of $47\frac{1}{2}$ degrees remain unchanged; but that the top and bottom of the thread shall be cylindrical, showing the flats in section, and that the depth of the thread shall be increased by one-tenth of the pitch, the diameter of the solid core being in consequence diminished by one-fifth of the pitch.

For Nuts.—That the designating numbers, the pitches, the diameter of the clear holes, and the common angle of $47\frac{1}{2}$ degrees remain unchanged; but that the top and bottom of the thread shall be cylindrical, showing flats in section, and that the depth of the thread shall be increased by one-tenth of the pitch.

They believe that these alterations will enable the users of such screws gradually to effect a change from present-day practice to a uniform and interchangeable system with a minimum of inconvenience. Experience has shown that the British Association screw-gauge of 1884 was of too complicated a form to allow of its accurate realization except at a cost which has proved prohibitive. The use of fine screws for cycle work has materially enhanced the question in practical importance, and Mr. O. P. Clements, the author of a paper on screw-threads used in bicycles, read before the Section at Bradford, has been elected to the committee. Arrangements have been made between the committee and Dr. R. T. Glazebrook, the director of the National Physical Laboratory, by which the National Physical Laboratory will undertake to examine and to report upon gauges of the British Association submitted to them. The committee have appointed Mr. C. V. Boys, Lieut.-Colonel Crompton, and Colonel Watkin to be a sub-committee to consult with Dr. Glazebrook.



About Horse Nails

There is one brand of horse shoe nails that you can do all your business with—the old reliable "C" brand. If you keep your stock of this one brand, you will satisfy any farrier you sell to, in the matter of quality, pattern or finish.

If you want cheap nails, the "C" brand is the cheapest to buy, though not the lowest priced. Best quality and lowest price never go together. Low price—low quality. Best price—best quality, is the rule.

Many buyers are tempted to purchase low-priced nails, thinking they are saving the difference in price between the "C" brand and low-priced horse nails. We wish to inform such buyers that twenty-five cents a box less than our price, only reduces the cost of the nails used in a full set of shoes, one third of one cent; and fifty cents a box less, two-thirds of one cent; it requires, therefore, seventy-five cents a box below our price to reduce the cost one cent in the nails used in shoeing a horse. We base above on the average size nail No. 8, and the statement is absolutely correct.

No intelligent farrier who values his reputation for good work, but can afford, and will pay a little more for the best nails, when the difference in quality and price, as above stated, are fairly presented to him.

Our works (which are the oldest and largest in Canada) have been employed in making horse nails, only, since the year 1865. You have the benefit of this long experience in purchasing our "C" brand. You get the best that are made in Canada.

We want your trade, and will appreciate your orders through any dealer, or direct if they cannot supply you.

Canada Horse Nail Co.

MONTREAL.

MANITOBA MARKETS.

WINNIPEG, September 30, 1901.

BUSINESS has been very good throughout the week. Almost the only change in price to note is an advance in stovepipe elbows, amounting to 15c. on 6-in. and 25c. on 7-in. The prices now are \$1.35 for 6 in. and \$1.50 for 7-in. Copperware has also advanced 10 per cent. Paints, oils and glass are all dull owing to the wet weather.

Barbed wire, 100 lb.	\$3 45
Plain twist	3 45
Staples	3 95
Oiled annealed wire	10 3 95
"	11 4 00
"	12 4 05
"	13 4 20
"	14 4 35
"	15 4 45
Wire nails, 30 to 60 dy, keg.	3 50
" 16 and 20	3 60
" 10	3 60
" 8	3 70
" 6	3 75
" 4	3 90
" 3	4 15
Cut nails, 30 to 60 dy.	3 20
" 20 to 40	3 25
" 10 to 16	3 30
" 8	3 35
" 6	3 40
" 4	3 50
" 3	3 85
Horsenails, 45 per cent. discount.	
Horse shoes, iron, No. 0 to No. 1.	4 65
No. 2 and larger	4 40
Snow shoes, No. 0 to No. 1	4 90
No. 2 and larger	4 40
Steel, No. 0 to No. 1	4 95
No. 2 and larger	4 70
Bar iron, \$2.60 basis.	
Swedish iron, \$5.00 basis.	
Sleigh shoe steel	3 25
Spring steel	3 25
Machinery steel	3 75
Tool steel, Black Diamond, 100 lb.	8 50
Jessop	13 00
Sheet iron, black, 10 to 20 gauge, 100 lb.	3 50
20 to 26 gauge	3 75
28 gauge	4 00
Galvanized American, 16 gauge.	2 79
18 to 22 gauge	4 75
24 gauge	5 00
26 gauge	5 25
28 gauge	5 50
Genuine Russian, lb.	12
Imitation	8
Tinned, 24 gauge, 100 lb.	7 75
26 gauge	8 00
28 gauge	8 50
Tinplate, IC charcoal, 20 x 28, box	11 00
IX	13 00
IXX	15 00
Ingot tin	33
Canada plate, 18 x 21 and 18 x 24	3 50
Sheet zinc, cask lots, 100 lb	7 00
Broken lots	7 50
Pig lead, 100 lb.	6 00
Wrought pipe, black up to 2 inch.	50 an 10 p.c.
Over 2 inch.	50 p.c.
Rope, sisal, 7-16 and larger	\$11 00
" 3/4	11 50
" 1/2 and 5-16	12 25
Manila, 7-16 and larger	14 00
" 3/4	14 50
" 1/2 and 5-16	15 00
Solder	20
Cotton Rope, all sizes, lb.	17
Axes, chopping	\$ 7 50 to 12 00
" double bits	12 00 to 18 00
Screws, flat head, iron, bright.	87 1/2
Round	82 1/2
Flat " brass	80
Round	75
Coach	57 1/2 p.c.
Bolts, carriage	55 p.c.
Machine	55 p.c.
Tire	60 p.c.
Sleigh shoe	65 p.c.
Plough	40 p.c.
Rivets, iron	50 p.c.
Copper, No. 8	35
Spades and shovels	40 p.c.
Harvest tools	50, and 10 p.c.

Axe handles, turned, s. g. hickory, doz.	\$2 50
No. 1	1 50
No. 2	1 25
Octagon extra	1 75
No. 1	1 25
Files common	70, and 10 p.c.
Diamond	60
Ammunition, cartridges, Dominion R.F.	50 p.c.
Dominion, C.F., pistol	30 p.c.
" military	15 p.c.
American R.F.	30 p.c.
C.F. pistol	5 p.c.
C.F. military	10 p.c. advance.
Loaded shells:	
Eley's soft, 12 gauge black	16 50
chilled, 12 gauge	18 00
soft, 10 gauge	21 00
chilled, 10 gauge	23 00
Shot, Ordinary, per 100 lb	6 25
Chilled	6 75
Powder, F.F., keg	4 75
F.F.G.	5 00
Tinware, pressed, retinned	75 and 2 1/2 p.c.
plain	70 and 15 p.c.
Graniteware, according to quality	50 p.c.

PETROLEUM.

Water white American	25 1/2 c.
Prime white American	24 c.
Water white Canadian	22 c.
Prime white Canadian	21 c.

PAINTS, OILS AND GLASS.

Turpentine, pure, in barrels	\$ 61
Less than barrel lots	66
Linseed oil, raw	87
Boiled	90
Lubricating oils, Eldorado castor	27 1/2
Eldorado engine	26 1/2
Atlantic red	29 1/2
Renown engine	41
Black oil	19 1/2
Cylinder oil (according to grade)	55 to 74
Harness oil	61
Neatsfoot oil	\$ 1 00
Steam refined oil	85
Sperm oil	1 50
Castor oil	11 1/2
Glass, single glass, first break, 16 to 25	
united inches	2 25
26 to 40	per 50 ft. 2 50
41 to 50	" 100 ft. 5 50
51 to 60	" " 6 00
61 to 70	per 100-ft. boxes 6 50
Putty, in bladders, barrel lots	per lb. 2 1/2
kegs	" 2 3/4
White lead, pure	per cwt. 7 00
No. 1	" 6 75
Prepared paints, pure liquid colors, according to shade and color, per gal.	\$1.30 to \$1.90

NOTES.

The representative of the American Steel Wire Co. was in the city last week calling on the trade.

TORONTO JUNCTION MERCHANTS MEET.

A branch of the Retail Merchants' Association of Canada was organized at Toronto Junction last week. The following officers were elected:

President—James Bond.
1st Vice-president—W. W. Howell.
2nd Vice-president—A. M. Gobel.
Secretary—H. E. Snell.
Treasurer—E. R. Rogers.
Credit and Collecting Board—A. Chisholm and W. H. Raymond.

"THE COUNTRY IS ALL RIGHT."

Mr. J. J. Roberts, Winnipeg, representative of HARDWARE AND METAL in that part of the country, was in Toronto last week. He reported that trade conditions and business methods were gradually improving in the West. "Our population is increasing," he said, "but we want more. The country is all right. We have a great country."

THE

CANADA PAINT COMPANY

LIMITED

STOVE PIPE VARNISH.



BRILLIANT BLACK STOVEPIPE VARNISH, JET BLACK, dries quickly without odour. Small size in Stone Bottles. Large size in Stone Bottles.

STOVEPIPE VARNISH in I ever Lid Tins. (2 sizes.)

STOVEPIPE VARNISH, CRYSTAL BLACK, in Lever Lid Tins with Brush attached.

For further particulars see page No. 44 of catalogue.

Quick shipment from Montreal or Toronto.



PUTTY.

We are by far the largest makers of PUTTY in the Dominion of Canada.

P . . . in Bulk.
U . . . in Bladders.
T . . . in Barrels.
T . . . in 25 lb. Tins.
Y . . . in 12 1/2 lb. Tins.

THE

CANADA PAINT COMPANY LIMITED

MARKETS AND MARKET NOTES

QUEBEC MARKETS.

Montreal, October 4, 1901.

HARDWARE.

THE hardware market is in a particularly healthy condition, and while there is no immediate likelihood of any marked advances, the tendency is strong. At the beginning of the week there was a little scurry for nails antecedent to the meeting of the manufacturers on Tuesday, owing to the fear that prices would be advanced. However, nothing occurred, it having been decided to let well enough alone. All staples are moving nicely under a regular run of fair sized orders. Fall and winter goods continue to be shipped in large quantities. Skates, hockey sticks, guns and ammunition, oyster knives and

other cutlery, sleigh bells, axes and saws, are all in good demand. Tinware and enamelled ware are brisk articles, while hot-air furnaces are a decidedly scarce article. Sisal rope has been advanced $\frac{1}{2}$ c., and the rope market is still strong. Payments are good.

BARB WIRE—Business is now confined to small limits. The price is steady at \$3 05 per 100 lb. f.o.b. Montreal.

GALVANIZED WIRE—A small business is reported. We quote: No. 5, \$4.25; Nos. 6, 7 and 8 gauge, \$3.55; No. 9, \$3.10; No. 10, \$3.75; No. 11, \$3.85; No. 12, \$3.25; No. 13, \$3.35; No. 14, \$4.25; No. 15, \$4.75; No. 16, \$5.

SMOOTH STEEL WIRE—Hay-baling wire is by no means plentiful, but the mills have

about caught up with the orders and no further trouble is anticipated. We quote oiled and annealed: No. 9, \$2.80; No. 10, \$2.87; No. 11, \$2.90; No. 12, \$2.95; No. 13, \$3.15 per 100 lb. f.o.b. Montreal, Toronto, Hamilton, London, St. John and Halifax.

FINE STEEL WIRE—A moderate inquiry is reported. The discount is still $17\frac{1}{2}$ per cent.

BRASS AND COPPER WIRE—There is but little inquiry. The discounts are still 55 and $2\frac{1}{2}$ per cent. on brass and 50 and $2\frac{1}{2}$ per cent. on copper.

FENCE STAPLES—Trade is quiet in this line. We quote: \$3.25 for bright, and \$3.75 for galvanized, per keg of 100 lb.

WIRE NAILS—Early this week there was quite a flurry in the trade on account of

CHILLY WEATHER HEATERS

At this season (too soon to light the furnace or heavy base-burner), when the evenings and odd days are damp and cool, a light, cheap heater is required to take off the chill.

We are making small, handy stoves for just this purpose—stoves that sell easily and at a low price, and still leave the dealer a good profit. Note these:—



"BELLE"

Direct Draft Heater.

Burns Coal only.

A highly finished heater at a reasonable price.

Has bright polished sheet iron body, brick linings, heavy cast dumping grate and ash pan.

Legs are bolted to stove and cannot fall out.

Has swing top with fancy nicked urn and nicked shaker.

Just the stove for a small office or room.

Will retain fire over night.



"FAMOUS"

Oil Heater

Economical on Oil.

Easily Operated.

Light to Move.

Perfectly Safe.

Wonderful Heater.

No. - - 30

Circumference of wick, ins. - 10

Capacity of Oil Tank, gallons - 4

Height over all, ins. - - - 32

Weight, lbs. - - - - - 25

The McCLARY Manufacturing Co.

LONDON, TORONTO, MONTREAL, WINNIPEG, VANCOUVER AND ST. JOHN, N.B.

"Everything for the Tinshop."

DEC 13 1901

THE PAGE-HERSEY IRON & TUBE CO.

Limited

MONTREAL

Manufacturers of

Wrought Iron Pipe

For Water, Gas, Steam, Oil,
Ammonia and Machinery.

**DRAIN PIPES,
PORTLAND CEMENTS,
FIRE BRICKS AND CLAY
SILICA AND MAGNESIA
BRICKS,**

with specially prepared mortar.

Contractors' and Founders'
Supplies.

F. HYDE & CO.

31 WELLINGTON ST., MONTREAL

.. FULL STOCK ..

Salt Glazed Vitrified



Double Strength Culvert Pipe
a Specialty.

THE CANADIAN SEWER PIPE CO.

HAMILTON, ONT. TORONTO, ONT.
ST. JOHNS, QUE.

Deseronto Iron Co.

LIMITED

DESERONTO, ONT.

Manufacturers of

Charcoal Pig Iron

BRAND "DESERONTO."

Especially adapted for Car Wheels, Malleable Castings, Boiler Tubes, Engine Cylinders, Hydraulic and other Machinery where great strength is required; Strong, High Silicon Iron, for Foundry Purposes.

the credency placed in the story that there was to be an advance on Tuesday. Retailers and wholesalers ordered heavily, but no change was made. Trade is in a good healthy condition, and it was considered wise not to take advantage of the opportunity that the foreign markets afforded to raise the prices. We now quote: \$2.85 for small lots and \$2.77½ for carlots, f.o.b. Montreal, London, Toronto, Hamilton and Gananoque.

CUT NAILS—There is a very fair movement in cut nails. The market is steady. We quote: \$2.55 per keg for small and \$2.45 for carlots; flour barrel nails, 25 per cent. discount; coopers' nails, 30 per cent. discount.

HORSE NAILS—A very fair trade is being done in horse nails at unchanged figures. "C" brand is held at a discount of 50 and 7½ per cent. off the new list. "M" brand is quoted at 60 per cent. off old list on oval and city head and 66⅓ per cent. off counter-sunk head. Monarch's discount is 66⅓ per cent., and 70 per cent. in 25-box lots.

HORSESHOES—There is nothing new to report. An average fall business is going on. We quote as follows: Iron shoes, light and medium pattern, No. 2 and larger, \$3.50; No. 1 and smaller, \$3.75; snow shoes, No. 2 and larger, \$3.75; No. 1 and smaller, \$4.00; X L steel shoes, all sizes, 1 to 5, No. 2 and larger, \$3.60; No. 1 and smaller, \$3.85; feather-weight, all sizes, \$4.85; toe weight-steel shoes, all sizes, \$5.95 f.o.b. Montreal; f.o.b. Hamilton, London and Guelph, 10c. extra.

SCREWS—A good trade is being done on a steady market. Discounts are: Flat head bright, 87½ and 10 per cent. off list; round head bright, 82½ and 10 per cent.; flat head brass, 80 and 10 per cent.; round head brass, 75 and 10 per cent.

BOLTS—A goodly number of inquiries are reported and shipments are of a good volume. Discounts are as follows: Norway carriage bolts, 65 per cent.; common, 60 per cent.; machine bolts, 60 per cent.; coach screws, 70 per cent.; sleigh shoe bolts, 72½ per cent.; blank bolts, 70 per cent.; bolt ends, 62½ per cent.; plough bolts, 60 per cent.; tire bolts, 67½ per cent.; stove bolts, 67½ per cent. To any retailer an extra discount of 5 per cent. is allowed. Nuts, square, 4c. per lb. off list; hexagon nuts, 4¼c. per lb. off list. To all retailers an extra discount of ¼c. per lb. is allowed.

BUILDING PAPER—The demand has been well maintained. We quote: Tarred felt, \$1.70 per 100 lb.; 2-ply ready roofing, 80c. per roll; 3-ply, \$1.05 per roll; carpet felt, \$2.25 per 100 lb.; dry sheathing, 30c. per roll; tar sheathing, 40c. per roll; dry fibre, 50c. per roll; tarred fibre,

A. C. LESLIE & CO.

Merchants Bank Building,
MONTREAL.

HEADQUARTERS FOR

IRON, STEEL, and METALS.

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BRASS

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Manufacturers. Galt, Canada.

ADAM HOPE & CO.

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Coke Tin Plates 1 C 14 x 20,
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Galvanized Sheet Iron,
"Comet" and American Brands.
L. and F. Ingot Tin,
Straits Tin,
Ingot Copper,
Pig Lead, Spelter and Antimony.

NOVA SCOTIA STEEL CO.

Limited

NEW GLASGOW, N.S.

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Ferrona Pig Iron

And SIEMENS MARTIN

Open Hearth Steel



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TORONTO, ONT., CANADA.

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Window Glass

We are receiving large consignments of Window Glass by the following Steamers, viz. :

**Belgian, Mexican,
Boliviana, Cebriana**—

and will be able to fill all orders promptly.

**THE JOHN BOWMAN
HARDWARE & COAL CO.,
LONDON, ONT.**

60c. per roll ; O.K. and I.X.L., 65c. per roll ; heavy straw sheathing, \$28 per ton ; slaters' felt, 50c. per roll.

RIVETS AND BURRS—Business in rivets and burrs is very healthy. Discounts are now quoted as follows : Best iron rivets, section, carriage, and wagon box, black rivets, tinned do., coopers' rivets and tinned swedes rivets, 60 and 10 per cent. ; swedes iron burrs are quoted at 55 per cent. off ; copper rivets, 35 and 5 percent. off ; and coppered iron rivets and burrs, in 5-lb. carton boxes, are quoted at 60 and 10 per cent. off list.

CORDAGE—The cordage market shows an advance of $\frac{1}{2}$ c. on sisal this week, making sisal now worth 11c. Manila is quoted at 14c., British Empire at 11 $\frac{1}{2}$ c. and lath-yarn at 9 $\frac{3}{4}$ c. Manitoba prices are : Manila, 14 $\frac{1}{2}$ c., British Empire, 12c. ; sisal, 11 $\frac{1}{2}$ c., and lath-yarn, 10 $\frac{1}{2}$ c. The market is firm throughout.

HARVEST TOOLS—The Canadian factories have not as yet issued any new prices on harvest tools. Several shipments have been made from stock this week. The discount is 50, 10 and 5 per cent.

SPADES AND SHOVELS—A fair trade is reported. The discount is 40 and 5 per cent,

FIREBRICKS—The demand has been slow, as is generally the case at this season

of the year, but prices are ruling steady. We quote : Scotch at \$17.50 to \$22 and English at \$17 to \$21 per 1,000 ex wharf.

CEMENT—There is nothing new to report. The demand is fair for small lots. We quote : German cement \$2.25 to \$2.40 ; English, \$2.20 to \$2.35 ; Belgian, \$1.65 to \$1.95 per bbl. ex wharf, and American, \$2.15 to \$2.30 ex cars.

METALS.

The scarcity of sheet metals seems to have been generally relieved except in black sheets and tinplates, which are yet scarce and high. In other lines there appears to be sufficient supplies coming to hand to fill orders, but there is little going into warehouses.

PIG IRON—There is not much activity noticeable in pig iron, only a few sales being reported. Summerlee is worth \$20 to \$20.50 and Canadian pig, \$18 to \$19.

BAR IRON—The market is firm under a strong demand, but, as yet, higher prices are not looked for. Dealers ask \$1.90 for merchants' bar and \$2.15 for horseshoe.

BLACK SHEETS—There is still quite a scarcity of black sheets, supplies being even scarcer than last week. We quote : 28 gauge, \$2.85 ; 26 gauge, \$2.65 ; 22 to 24 gauge, \$2.60, and 8 to 20 gauge, \$2.55.

GALVANIZED IRON—The market is firm and the demand good. Dealers have only

light stocks. We quote as follows : No. 28 Queen's Head, \$4.50 ; Apollo, 10 $\frac{3}{4}$ oz., \$4.50 ; Comet, \$4.25, with 25c. extra in less than case lots.

COPPER—There is a fair demand, the ruling figure being 17 $\frac{1}{2}$ c.

INGOT TIN—Prices are steady at 29 to 30c.

LEAD PIPE—A good trade is passing in lead pipe at unchanged prices. We quote : 7c. for ordinary and 7 $\frac{1}{2}$ c. for composition waste, with 30 per cent. off.

IRON PIPE—The market is very firm on iron pipe, but no changes have occurred during the week. We quote : Black pipe, $\frac{1}{4}$, \$2.90 per 100 ft. ; $\frac{3}{8}$, \$2.80 ; $\frac{1}{2}$, \$3 ; $\frac{3}{4}$, \$3.30 ; 1-in., \$4.75 ; 1 $\frac{1}{4}$, \$6.75 ; 1 $\frac{1}{2}$, \$8.10 ; 2-in., \$10.80. Galvanized, $\frac{1}{4}$, \$4.20 ; $\frac{3}{4}$, \$4.75 ; 1-in., \$6.80 ; 1 $\frac{1}{4}$, \$9.50 ; 1 $\frac{1}{2}$, \$11.40 ; 2-in., \$15.20.

TINPLATES—Deliveries are coming forward very slowly, and, while some dealers have filled orders, others are still behind. Values are well maintained at \$4.50 for cokes and \$5 for charcoal.

CANADA PLATE—Stocks are short and some orders lie unfilled. We quote : 52's, \$2.70 to \$2.75 ; 60's, \$2.80 to \$2.85 ; 75's, \$2.85 to \$2.90 ; full polished, \$3.75, and galvanized, \$4.25 to \$4.50.

STEEL—Unchanged. We quote : Sleigh shoe, \$2 ; tire, \$2.05 ; bar, \$2 ; spring,

\$2.75; machinery, \$2.75, and toe-calk, \$2.50.

SHEET STEEL—We quote: Nos. 10 to 20, \$2.50.

TOOL STEEL—Black Diamond, 8c. and Jessop's, 13c.

TERNE PLATES—Some sales have been made at \$8.

COIL CHAIN—There is no change to report. We quote as follows: No. 6, 12½c.; No. 5, 10½c.; No. 4, 10c.; No. 3, 9½c.; ¼-in., 7¼c. per lb.; 5-16, \$4.80; 5-16 exact, \$5.25; ¾, \$4.25; 7-16, \$4.05; ½, \$3.85; 9-16, \$3.75; ⅝, \$3.55; ⅜, \$3.50; ⅙, \$3.45; 1 in., \$3.45. In carload lots an allowance of 10c. is made.

SHEET ZINC—In cask lots, sheet zinc is worth \$5.75; in less, \$6.25.

ANTIMONY—Quiet at 10c.

ZINC SPELTER—Steady at 5c.

SOLDER—We quote: Bar solder, 18½c.; wire solder, 20c.

GLASS.

The glass market is still firm, but arrivals are expected soon. We quote as follows: First break, 50 ft., \$2.10; second, \$2.20 for 50 ft.; first break, 100 ft., \$4, second break, \$4.20, third break, \$4.70 and fourth break, \$4.95.

PAINTS AND OILS.

The fall trade is somewhat above that of last year, and not a complaint is heard. Linseed oil is very firm both in England and the United States, but people here are content to abide their time, thinking that we must have lower prices. There is a good demand for white lead and the English lead market is firm. Turpentine is unchanged. We quote:

WHITE LEAD—Best brands, Government standard, \$6.00; No. 1, \$5 62½; No. 2, \$5.25; No. 3, \$4 87½, and No. 4, \$4.50 all f.o.b. Montreal. Terms, 3 per cent. cash or four months.

DRY WHITE LEAD—\$5.25 in casks; kegs, \$5.50.

DRY WHITE ZINC—Pure, dry, 6¼c.; No. 1, 5¼c.; in oil, pure, 7¼c.; No. 1, 6¼c.; No. 2, 5¼c.

PUTTY—We quote: Bulk, in barrels, \$1.90 per 100 lb.; bulk, in less quantity, \$2.05; bladders, in barrels, \$2.10; bladders, in 100 or 200 lb. kegs or boxes, \$2.25; in tins, \$2.55 to \$2.65; in less than 100-lb. lots, \$3 f.o.b. Montreal, Ottawa, Toronto, Hamilton, London and Guelph. Maritime Provinces 10c. higher, f.o.b. St. John and Halifax.

RED LEAD—Genuine red lead in casks, \$4.50; in 100 lb. kegs, \$4.75; less quantities, \$5.75 per 100 lb. No. 1 red lead, casks, \$4.25; kegs, \$4.50, and smaller quantities, \$5.50.

ORANGE MINERAL—Casks, 7c.; 100 lb. kegs, 7¼c.; smaller quantities, 8¼c.

LITHARGE—Ground, casks, 5c.; less, 5½c.; flake litharge, casks, \$5.25; smalls, \$5.75 per 100 lb.

LINSEED OIL—Raw, 79c.; boiled, 82c. in 5 to 9 bbls., 1c. less, 10 to 20 bbl. lots, open, net cash, plus 2c. for 4 months. Delivered anywhere in Ontario between Montreal and Oshawa at 2c. per gal. advance and freight allowed.

TURPENTINE—Single bbls., 54c.; 2 to 4 bbls., 53c.; 5 bbls. and over, open terms, the same terms as linseed oil.

MIXED PAINTS—\$1.20 to \$1.45 per gal.

CASTOR OIL—8¼ to 9¼c. in wholesale lots, and ½c. additional for small lots.

SEAL OIL—47½ to 49c.

COD OIL—32½ to 35c.

NAVAL STORES—We quote: Resins, \$2.75 to \$4.50, as to brand; coal tar, \$3.25 to \$3.75; cotton waste, 4½ to 5½c. for colored, and 6 to 7½c. for white; oakum, 5½ to 6½c., and cotton oakum, 10 to 11c.

SCRAP METALS.

There is a little more activity than there was, but prices are unchanged. Dealers are now paying the following prices in the country: Heavy copper and wire, 13½ to 4c. per lb.; light copper, 12 to 12½c.; heavy brass, 12 to 12½c.; heavy yellow, 9½ to 10c.; light brass, 6½ to 7c.; lead, 2½ to 2¾c. per lb.; zinc, 2¼ to 2½c.; iron, No. 1 wrought, \$14 to \$15 per gross ton f.o.b. Montreal; stove plate, \$8 to \$9; machinery scrap, \$15; light iron, No. 2, \$4 a ton; malleable and steel, \$4; rags, country, 60 to 70c. per 100 lb.; old rubbers, 7 to 7½c. per lb.

HIDES.

The buying of hides is going on very keenly and prices have advanced ½c., making the price now paid to butchers 8c. for No. 1, 7c. for No. 2, and 6c. for No. 3; calfskins, 9c. for No. 1 and 7c. for No. 2; lambskins, 40c.

ONTARIO MARKETS.

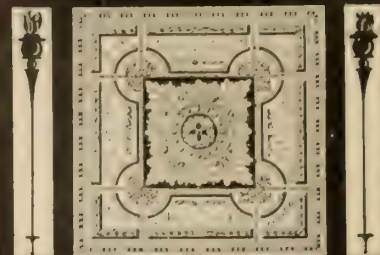
TORONTO, Oct. 4, 1901.

HARDWARE.

OCTOBER is usually a good month in the hardware trade, and the present one is opening up in a promising manner. Trade is very brisk in such lines as tinware, granite ware, stove pipes, elbows, stove boards, building paper, eave troughs, etc. Wire nails are still going out well in small quantities. Cut nails are as quiet as ever. A large trade is still to be noted in bolts, rivets and bar iron. The screw trade keeps good. Rope is in fair demand and sisal is ½c. per lb. dearer. Lath yarn is also quoted higher. An active business is still to be noted in

OUR METALLIC CEILINGS AND WALLS

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METALLIC ROOFING CO., Limited
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sporting goods, and also cutlery. Belting is firmer, and there is a fair trade being done. Horseshoes and horse nails are both going out well.

BARB WIRE—Quite a few orders have been received during the past week of a sorting-up nature. We quote: \$3.05 per 100 lb. from stock Toronto; and \$2.82½ f.o.b. Cleveland for less than carlots, and \$2.70 for carlots.

GALVANIZED WIRE—There is quite a little of this going out this week, particularly in No. 9 for patented fences. We quote: Nos. 6, 7 and 8, \$3.50 to \$3.85 per 100 lb., according to quantity; No. 9, \$2.85 to \$3.15; No. 10, \$3.60 to \$3.95; No. 11, \$3.70 to \$4.10; No. 12, \$3 to \$3.30; No. 13, \$3.10 to \$3.40; No. 14, \$4.10 to \$4.50; No. 15, \$4.60 to \$5.05; No. 16, \$4.85 to \$5.35. Nos. 6 to 9 base f.o.b. Cleveland are quoted at \$2.57½ in less than carlots and 12c. less for carlots of 15 tons.

SMOOTH STEEL WIRE—A fairly good movement is still being experienced in hay-baling wire, but very little is being done in ordinary oiled and annealed. We now quote the net selling prices: Nos. 6 to 8, \$2.90; 9, \$2.80; 10, \$2.87; 11, \$2.90; 12, \$2.95; 13, \$3.15; 14, \$3.37; 15, \$3.50; 16, \$3.65. Delivery points, Toronto, Hamilton, London and Montreal, with freights equalized on those points.

WIRE NAILS—Although the demand is largely for small lots, a few carloads have changed hands during the week, and the wire nail trade generally is still reported brisk. The base price is \$2.85 for less than carlots, and \$2.77½ for carlots.

Delivery points Toronto, Hamilton, London, Gananoque and Montreal.

CUT NAILS—These are still quiet and without special feature. The base price is \$2.55 per keg, with 10c. allowance on carlots.

HORSE NAILS—The demand for horse nails is keeping up well and prices are steady and unchanged. Discounts on "C" brand, oval head, 50 and 7½ per cent. off new list, and on "M" and other brands, 50, 10 and 5 per cent. off the old list. Countersunk head 60 per cent.

HORSESHOES—A brisk business is still to be noted in horseshoes. Prices are firm and unchanged. We quote f. o. b. Toronto, as follows: Iron shoes, No. 2 and larger, light, medium and heavy, \$3.60; snow shoes, \$3.85; light steel shoes, \$3.70; featherweight (all sizes), \$4.95; iron shoes, No. 1 and smaller, light, medium and heavy (all sizes), \$3.85; snow shoes, \$4; light steel shoes, \$3.95; featherweight (all sizes), \$4.95.

SCREWS—Trade continues steady. Discounts are as follows: Flat head bright, 87½ and 10 per cent.; round head bright, 82½ and 10 per cent.; flat head brass, 80 and 10 per cent.; round head brass, 75 and 10 per cent.; round head bronze, 65 per cent., and flat head bronze at 70 per cent.

RIVETS AND BURRS—A good trade is being done. The manufacturers of boiler rivets are experiencing a big demand. They are somewhat handicapped, however, on account of the difficulty of getting supplies of raw material. They practically can get no steel, and the supply of soft iron to which they are turning their attention is anything but plentiful. We quote: Iron rivets, 60 and 10 per cent.; iron burrs, 55 per cent.; copper rivets and burrs, 25 and 5 per cent.

BOLTS AND NUTS—There is still a difficulty being experienced by the manufacturers getting raw material to keep them going, and meanwhile the demand is still brisk. We quote as follows: Carriage bolts (Norway), full square, 65 per cent.; carriage bolts full square, 65 per cent.; common carriage bolts, all sizes, 60 per cent.; machine bolts, all sizes, 60 per cent.; coach screws, 70 per cent.; sleighshoe bolts, 72½ per cent.; blank bolts, 60 per cent.; bolt ends, 62½ per cent.; nuts, square, 4c. off; nuts, hexagon, 4¼c. off; tire bolts, 67½ per cent.; stove bolts, 67½; plough bolts, 60 per cent.; stove rods, 6 to 8c.

ROPE—The feature of the rope market this week is an advance of a ½c. per lb. in sisal rope, the quotation now being 11c. base. Lath yarn is also dearer, being quoted at 10c. Manila rope is unchanged, the base price being 14c.

SPORTING GOODS—A large business is being done in all kinds of ammunition, guns and rifles.

CUTLERY—A nice trade is still being experienced in this line.

BUILDING PAPER—Trade continues active with prices unchanged. We quote: Tarred roofing, \$1.70; building paper, 30c., and tarred paper, 40c.

ELBOWS—Trade in this line continues brisk. We quote 5 and 6-inch common at \$1.20 and 7-inch at \$1.35. Polished 15c. per dozen extra.

BELTING—There is a firmer feeling in belting in sympathy with the leather market and a good trade is being done. We quote: extra 60 and 10 per cent.; standard 60, 10 and 10 per cent.; No. 1 70 per cent.; agricultural 70 and 10 per cent.

STOVES AND FURNACES—The demand for stoves and furnaces is still brisk, and manufacturers report that they are not yet able to catch up with orders.

TINWARE AND ENAMELLED WARE—Trade is fairly good this week in both these lines.

SPADES AND SHOVELS—There is not a great deal doing, but the manufacturers report that they, like a good many others, are experiencing difficulty in getting a supply of steel.

CEMENT—We quote barrel lots as follows: Canadian portland, first grade, \$2.35 to \$2.75; German, \$3 to \$3.15; English, \$3; Belgian, \$2.50 to \$2.75; Canadian hydraulic, \$1.25 to \$1.50.

METALS.

The pig iron market is showing an increasing firmness, and the demand is improving. In sheet metals generally trade continues brisk and stocks light, particularly in tinplates, Canada plates and galvanized sheets. Pig tin is a little easier, and our quotations are down 1c.

PIG IRON—The improvement noted last week in the pig iron market has been maintained, and prices are held rather firmly. The idea for No. 2 Canadian foundry iron is \$18 on track Toronto.

BAR IRON—There does not yet appear to be any falling off in the demand for bar iron, while the mills seem to be as far behind as ever with their orders. The base price is \$1.90.

STEEL—The steel market keeps active and prices firm. We quote as follows: Merchantable cast steel, 9 to 15c. per lb.; drill steel, 8 to 10c. per lb.; "BC" and "Black Diamond" tool steel, 10 to 11c.; Jessop's, Morton's and Firth's tool steel, 14c.; toe-calk steel, \$2.85 to \$3; tire steel, \$2.30 to \$2.50; sleighshoe steel, \$2.10 to \$2.25; reeled machinery steel, \$3; hoop steel, \$3.10.

BLACK SHEETS—Trade is active and

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**NEWMAN'S PATENT
INVINCIBLE FLOOR SPRINGS**
Combine all the qualities desirable in a Door Closer. They work silently and effectually, and never get out of order. In use in many of the public buildings throughout Great Britain and the Colonies
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Oneida Community Goods
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THE PULLMAN PNEUMATIC
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for Screen Doors. Small, Simple, Strong, Perfect and Ornamental. Low in Price.

**PULLMAN SASH BALANCE CO.,
ROCHESTER, N.Y., U.S.A.**

stocks are also light in this line. We quote: Common, \$3.15 for 28 gauge and dead flat; \$3.50 for 26 gauge.

CANADA PLATES—The situation in regard to Canada plates is becoming even more acute than before. There are practically no plates in stock here, and the lots arriving are small while the demand is active. We quote all dull, \$2.90; half polished, \$3; and all bright, \$3.50.

GALVANIZED SHEETS—A brisk trade is still to be noted, and stocks, if anything, are lighter than they were a week ago. The ruling prices are still \$4.60 for "Queen's Head" in case lots and \$4.75 in smaller quantities. Some dealers will not accept less than \$4.75 for case lots.

PIG TIN—The outside markets have shown further weakness, and in London on Wednesday, both spot and future tin declined 17s. 6d. compared with the previous day's figures. Despatches from New York say that it is difficult to understand there the decline in London, as it is unwarranted by the statistical position. Locally, prices are 1c. lower at 30c. per lb., and the demand is light.

TIN PLATES—The conditions as far as stocks are concerned are even worse than they were a week ago, and arrivals are very disappointing. Tinplates are a little easier in London, but in the United States figures are firmly maintained. Quotations locally are unchanged, \$4.75 being the ruling figure on I C.

TINNED SHEETS—The demand for tinned sheets is fair and prices are unchanged at 8½c. for 28 gauge.

TERNE PLATES—Trade is gradually improving in terne plates, and we still quote I C at \$9.

COPPER—A little more activity is to be noted in ingot copper and a brisk business is still to be reported in sheet copper. The idea for ingot copper is 17¾c., and for sheet 23 to 25c.

BRASS—Business is fair, and the discount on rod and sheet is 10 per cent.

SOLDER—A fairly good trade is to be reported this week in solder, and prices rule as before.

IRON PIPE—Business continues fairly good in iron pipe, and prices are unchanged at \$5 for 1-inch black and at \$7.36 for 1 inch galvanized per 100 ft.

LEAD—Stocks are light and the demand is good. The outside markets are easier, and in London, on Tuesday, there was a decline of 8s. Locally, we still quote 4 to 4¼c. per lb.

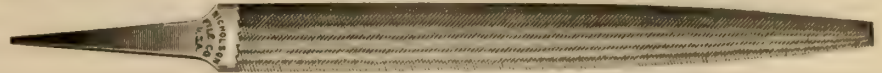
ZINC SPELTER—A rather better demand is reported this week. Local prices are unchanged at 5½ to 6c. The London market is slightly higher.

SHEET ZINC—An improvement is also to

FILES

7 FACTORIES
10 BRANDS

RASPS



NICHOLSON FILE CO., Providence, R.I., U.S.A.

be reported this week in sheet zinc, and prices are unchanged at 6c. for cask lots and 6¼c. for part casks.

ANTIMONY—Only a light trade is being done. Quotations are unchanged at 10½ to 11c.

PAINTS AND OILS.

There is a good general movement, though there is little doing in prepared paints and a rather quiet trading in turpentine. Prices are steady throughout, both locally and at primary markets. We quote:

WHITE LEAD—Ex Toronto, pure white lead, \$6.12½; No. 1, \$5.75; No. 2, \$5.37½; No. 3, \$5.00; No. 4, \$4.62½; genuine dry white lead in casks, \$5.12½.

RED LEAD—Genuine, in casks of 560 lb., \$5.25; ditto, in kegs of 100 lb., \$5.50; No. 1, in casks of 560 lb., \$4.50; ditto, kegs of 100 lb., \$4.75.

LITHARGE—Genuine, 6¼ to 6½c.

ORANGE MINERAL—Genuine, 7½ to 8c.

WHITE ZINC—Genuine, French V.M., in casks, \$6 to \$6.25; Lehigh, in casks, \$6.

BENZINE—In barrel lots, 18 to 20c. per gal.; less quantities, 25c. per gal.

PARIS WHITE—90c. to \$1 per 100 lb.

WHITING—65c. per 100 lb.; Gilders' whiting, 80c.

GUM SHELLAC—In cases, 22c.; in less than cases, 25c.

PUTTY—Bladders, in bbls., \$2.10; bladders, in 100 lb. kegs, \$2.25; bulk in bbls., \$1.90; bulk, less than bbls. and up to 100 lb., \$2.05; bladders, bulk or tins, less than 100 lb., \$2.90.

PLASTER PARIS—New Brunswick, \$1.90 per bbl.

PUMICE STONE—Powdered, \$2.50 per cwt. in bbls., and 4 to 5c. per lb. in less quantity; lump, 10c. in small lots, and 8c. in bbls.

LIQUID PAINTS—Pure, \$1.20 to \$1.30 per gal.

CASTOR OIL—English, in cases, 9½ to 10c. per lb. and 10 to 10½c. for single tins.

LINSEED OIL—Raw, 1 to 4 barrels, 81c.; boiled, 84c.; 5 to 9 barrels, raw, 80c.; boiled, 83c., delivered. To Toronto, Hamilton and London, 2c. less.

TURPENTINE—Single barrels, 55c.; 2 to 4 barrels, 54c., delivered. Toronto, Hamilton and London 1c. less. For less quantities than barrels, 5c. per gallon extra will be added, and for 5-gallon packages, 50c., and 10-gallon packages, 80c. will be charged.

GLASS.

The excellent demand for all lines, as noted last week, continues. Prices are steady. We quote: Under 26 in., \$4.15; 26 to 40 in., \$4.45; 41 to 50 in., \$4.85; 51 to 60 in., \$5.15; 61 to 70 in., \$5.50; double diamond, under 26 in., \$6; 26 to 40 in., \$6.65; 41 to 50 in., \$7.50; 51 to 60 in., \$8.50; 61 to 70 in., \$9.50, Toronto, Hamilton and London. Terms, 4 months or 3 per cent. 30 days.

OLD MATERIAL.

Rags are 10c. lower. The market is dull throughout. We now quote jobbers' prices as follows: Agricultural scrap, 60c. per cwt.; machinery cast, 60c. per cwt.; stove cast, 40c.; No. 1 wrought 50c. per 100 lb.; new light scrap copper, 12c. per lb.; bottoms, 11c.; heavy copper, 13c.; coil wire scrap, 12½c.; light brass, 7c.; heavy yellow brass, 10c. heavy red brass, 10½c.; scrap lead, 2½c.; zinc, 2c.; scrap rubber, 6½c.; good country mixed rags, 65 to 75c.; clean dry bones, 40 to 50c. per 100 lb.

HIDES, SKINS AND WOOL.

HIDES—The market continues active, with prices firm. We quote: Cowhides, No. 1, 8c.; No. 2, 7c.; No. 3, 6c. Steerhides are worth 1c. more. Cured hides are quoted at 8½ to 9c.

SKINS—Lambskins and pelts are 5c. higher. We quote as follows: No. 1 veal, 8-lb. and up, 9c. per lb.; No. 2, 8c.; dekins, from 55 to 60c.; culls, 20 to 25c.; lambs and pelts, 55c.

WOOL—There is not much doing. Our quotations are: Combing fleece, washed, 12 to 12½c., and unwashed, 7½ to 8c.

COAL.

The scarcity of cars is curtailing shipments somewhat, but there is a big trade doing, nevertheless. Prices are unchanged. We quote at international bridges as follows: Grate, \$4.75 per gross ton; egg, stove and nut, \$5 per gross ton.

PETROLEUM.

The demand continues to improve at steady prices. We quote as follows: Pratt's Astral 16½ to 17c. in bulk (barrels, \$1 extra); American water white, 17 to 17½c. in barrels; Photogene, 16 to 16½c.; Sarnia water white, 15½ to 16c. in barrels; Sarnia prime white, 14½ to 15c. in barrels.

MARKET NOTES.

Sisal rope is ½c. higher at 11c. per lb.

Pig lead is 1c. per lb. lower.

F. Mortimer, manufacturers' agent, Toronto, has been appointed agent in Ontario for William Bayliss, Limited, brass-cased tube and rod manufacturers, Birmingham, and Canadian representative for John Harper & Co., Limited, manufacturers of locks, tower bolts, connecting links, etc., Willenhall, England.

AMONG TORONTO RETAILERS.**Trading Stamps
and Early Closing.**

On Monday, the Toronto City Council passed a by-law prohibiting the giving, sale or use of trading stamps in that city after January 1, 1901. It is fully three months since the by-law was introduced, but its passage was postponed till after the summer holidays, and has since been delayed by pressure of other business. A by-law to amend the early-closing by-law to make it enforceable was also before the council for many weeks. It received its second reading on Monday, but the third reading was deferred in order that a deputation might be heard in regard to the amendment.

**Decorate Your
Stores.**

The merchants of Toronto, especially those on the principal streets, should make a big effort to make their premises gay and attractive next week. The event of a visit from the heir apparent to the British throne is a fitting occasion for celebration and should be taken advantage of by every loyal citizen. The preparations made so far would indicate that Toronto will be in gala attire, and if the merchants of the city all fall in line, the reception of the Duke and the Duchess of Cornwall and York will prove a success not likely to be soon forgotten.

A VISITOR FROM AMHERST, N.S.

Mr. J. A. Morrison, who is connected with the well-known firm of Dunlap Bros. & Co., Limited, of Amherst, Nova Scotia, was a welcome visitor to Montreal this week. Mr. Morrison, accompanied by Mrs. Morrison, reports having had a delightful sojourn in Montreal before proceeding to Toronto en route for Niagara Falls.

Mr. Morrison is a smart bright hardware salesman, understands the carriage and general hardware trade thoroughly and is exceedingly popular amongst his customers and confers down by the sea.

LIGHT IN THE STORE.

One of the points about store arrangement that is too often neglected is the matter of light, says Hardware and Stoves Reporter. Many stores are so dark that the goods do not show up to advantage and cannot be given that inspection which careful buyers require. It is not a difficult or expensive matter to provide light, wherever the store may be located. If architectural conditions are not favorable, artificial light can be had at an expense that is very small in comparison with the profit resulting from its use, yet many dealers make the mistake of practising economy through the saving of

light. A store that is well arranged and well lighted is a source of attraction and a personal advertisement, but a dark and dingy store is a place that is to be avoided when there is another establishment dealing in the same class of goods in the same neighborhood. The day of the tallow dip has gone by in business and there is no excuse whatever for a dealer who attempts to display his goods without the aid of sufficient light.

NEW BRUNSWICK TOURIST BUREAU

The Tourist Information Bureau closes to-day after a very successful season. A heavy correspondence has been carefully attended to, while visitors in the city have been enlightened regarding our most attractive and most interesting places. Visitors are surprised that such an office should be in existence, where there are no charges for literature and information, and are always impressed with the open-heartedness of the people.

The Tourist Association have done everything possible to advertise and bring visitors to the Province, and have also looked after their comfort while here. Weather and everything else have favored us this year, and we have good cause to consider this summer's tourist travel the heaviest for some time.—Sun, St. John, N.B., September 28.

INQUIRIES AND ANSWERS.

WANTS A BUYER FOR STEEL SCRAP.

"F.", Welland, Ont., writes :

Will you kindly give us the address of two or three scrap iron dealers? We have about 20 tons small Bessemer steel scrap for sale.

[REMARKS : W. G. Harris, 32 William street, and Frankel Bros., corner George and Duke streets, Toronto, are dealers in scrap.—The Editor]

ALUMINUM CHECKS WANTED.

"E. F. C." writes :

Can you tell us of whom we can procure aluminum checks? We have seen bread tickets made of that material.

[REMARKS : J. K. Cranston, Galt, Ont., and Patterson & Heward, Toronto, are manufacturers of aluminum checks.—The Editor]

AGENT FOR SCALES WANTED.

HARDWARE AND METAL is advised by a correspondent in the United States that a scale and cash register concern of some proportions is prepared to establish an agency in Canada and is looking for an energetic man to appoint as representative. Any letters in the nature of applications that come to us will be forwarded.

PORTLAND CEMENTS

Best German, Belgian and English Brands.

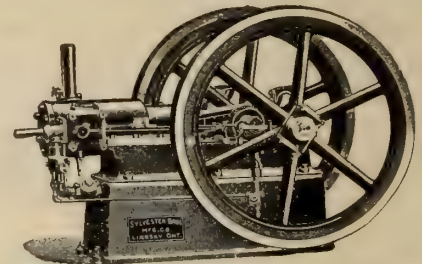
Fire Bricks, Fire Clay,
Flue Linings,
Drain Pipes,
Calcined Plaster,
Granite Hard Wall Plaster,
Wheelbarrows,
Mortar Stains.

A full stock of Builders' and Contractors' Supplies. Write for Quotations.

W. McNally & Co.,
MONTREAL.

◀ THE ▶

SYLVESTER Gas and Gasoline ENGINES



are beyond doubt, the most complete and economical engines on the market. They are compact and perfectly under control, easily managed, get up speed immediately, thoroughly reliable, and, where intermittent power is required, they are just the thing.

They are built in sizes from 1 to 20 horse power, upright and horizontal, for pleasure yachts, boats, shops, farm work, and any purpose where light power is required.

Tell us to what use you want to put the engine and what power you require, and we will name you prices.

THE SYLVESTER BROS. MFG. CO.,
LINDSAY, ONT.

REPORTER WANTED.

A BRIGHT young man, full of ideas, one who has had experience in a general store preferred, is wanted to assist the commercial editor of a newspaper, as a market reporter and assistant editor. Apply, stating experience, wages expected, etc.,

Box 64, CANADIAN GROCER,
TORONTO.

BURMAN & SONS' CELEBRATED CLIPPERS

Established 1871.

BIRMINGHAM, ENG.

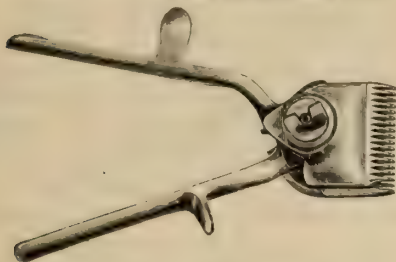
for Horsemen
and Barbers.

NO. 297.



NO. 3—POWER CLIPPER, with "Wrist Joint."

As supplied to:
The Czar of Russia,
The King of Denmark,
Earl Roberts, Etc., Etc.



THE "LEOPOLD" TOILET.



THE "WARWICK"
CLIPPER.
Cuts over three teeth.

As supplied to
His Majesty's
War Department.

SEND FOR PRICE LIST AND TERMS.

To be obtained from all the principal Jobbers throughout
the Dominion.

THE TIME TO INSURE IS NOW

While you are WELL, STRONG and INSURABLE.

THE

Confederation Life

ASSOCIATION issues policies on all approved plans
of Insurance, and is a prosperous and progressive
Canadian Company.

PROTECTION FOR YOUR FAMILY.

PROFITABLE INVESTMENT FOR YOURSELF.

Pamphlets and full information sent on application.

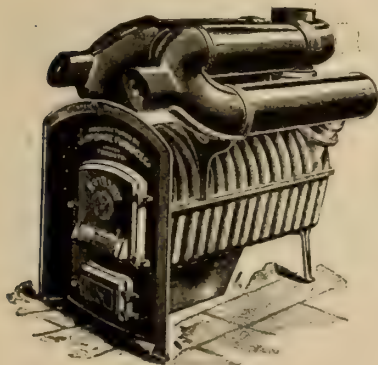
Hon. Sir W. P. Howland, K.C.M.G., C.B.,
PRESIDENT.

W. H. Beatty, Esq., W. D. Matthews, Esq.,
VICE-PRESIDENTS.

W. C. MACDONALD,
ACTUARY.

J. K. MACDONALD,
MANAGING DIRECTOR.

HEAD OFFICE, - TORONTO.



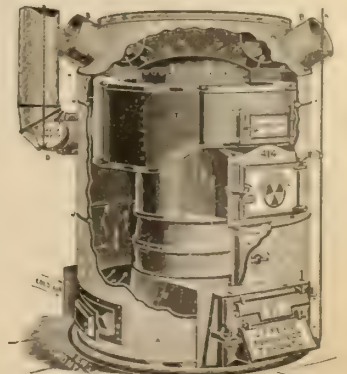
"Economy" Wood Furnace.

FEARING A REPETITION OF TROUBLE

How many of your cus-
tomers have complained
that their furnaces gave them a lot of trouble last
year and that they are fearing a repetition of it
this year?

Do away with it at once

by advising them to put in a **PEASE ECONOMY**,
noted for its excellent heating qualities and saving of fuel.
This is the best remedy, and in advising it you are safe.
Our reputation and our guarantee are behind it.



"Economy" Warm Air Furnace,
400 Series. For hard coal.

J. F. Pease Furnace Co., LIMITED

189-193 Queen St. East, - - - TORONTO

A SILENT PARTNER.

A PROMINENT business man, whose opinion is held in high repute, discussed the trade press with a writer in *Electricity* recently, and his observations are interesting and instructive.

"Trade journalism," said he, "is to the trader an index, educator, informant, teacher, profit-gatherer, counsel—in short, the prized silent partner. The trade paper is an insurance against the dishonest, tricky salesman: is the champion of the trader against unjust charges or rules, whether attempted by a railway organization or an individual: it is the advocate of organization, the mouth-piece of associations; their champion and defender therefore, worthy of the support of everyone interested in cooperative effort.

"Primarily, the trade journal is for the dealer, the man so anxious to concentrate all his energy upon his business that he seeks all aids, and is willing to pay for news or information that is calculated to push him forward to success.

"The trade journal is a tool of business. If the tool is poorly tempered, of weak constitution and untidy appearance, it will exert no influence, do more harm than good; turn traders into blunderers and live a short life. If, on the other hand, this tool of trade is well tempered, put together in attractive style, has force, a moral tone, and puts character first, it will live and thrive, and as it grows older exert more and more influence—secure respect for its opinion. The trade journal, then, to be a power, to have merit, to become the trader's tool, must be worth paying for. It must have individuality of its own, for in this world men count for more than method.

"By taking a trade paper you become an associate worker for your own and other's benefit, and thus carry out the highest ideals of conduct. You should ever keep in mind the old proverb, 'A man of knowledge increaseth in strength.'"

LABOR CONDITIONS IN GERMANY.

The Berlin semi-monthly periodical *Der Arbeits Markt* (The Labor Market) furnishes facts and figures which show that there is a continuous scarcity of work in Germany. From the mining district and from the centres of the iron-making and machine-making regions, short hours, dismissal of hands, and the cutting down of wages are reported. In the month of July, 1900, when the depression of business in general was felt for the first time on the labor market, the decrease of employed laborers amounted to only 3 per cent., while in July of this year their already much reduced number has decreased by a further 5 per cent. There is a marked increase in the num-

ber of men applying for work at the public labor offices. In July, 1900, for every 100 open places 122.2 applicants were counted; this year their number has run up to 160.9. The labor offices report an increased rush for places, particularly by metal workers and those employed in the building trade (*Bauarbeiter*). The latter may hope for an improvement, at least in some places, at the beginning of the autumnal building season, but for the iron workers the outlook is gloomy, indeed.

ENLARGED FIREARMS FACTORY.

The Marlin Fire Arms Co. have well under way a new four-storey brick addition about 115 ft. long and about 50 ft. wide. It is expected that it will be completed and ready for occupancy early in 1902, and will give an addition to their plant of about 20,000 sq. ft. of floor surface. This will enable them to add to their output next season and serve their customers more promptly than ever before.

BRANTFORD CLERKS ORGANIZE.

Many Brantford retail clerks met on Thursday night last week, and, after hearing an address from J. R. O'Brien, of Buffalo, president of the Retail Clerks' International Protective Association, decided to organize. The following officers were elected:

President—G. W. Slaght.
1st Vice-President—H. V. Bauslaugh.
2nd Vice-President—C. H. Rutherford.
Secretary—H. D. Smith.
Treasurer—J. E. Church.

The number of charter members at the present time amounts to about 20. Another meeting will be held this week.

PERSONAL MENTION.

Mr. W. G. A. Lambe left on Wednesday night for a fishing trip to the Trent river.

Mr. John Irving, representing the Nova Scotia Steel and Coal Co., Limited, New Glasgow, N.S., is in Toronto this week.

Mr. C. S. Pickford, who has been in Halifax in charge of the West-Indian exhibit at the exhibition there, has returned to Toronto where he will spend another couple of months in the interest of West-Indian trade. He is accompanied by Mrs. Pickford.

TO LOOK AFTER PAINTS IN TORONTO.

Mr. Harry Clucas, who has long represented The Canada Paint Co. in Western Ontario, has been appointed to the charge of the sales department of the Toronto office, and will shortly take up his residence in that city. He will be assisted by Mr. Lee, who has been doing excellent service for his firm, while Mr. Monckhouse will also be on the western territory. This staff ought to prove a first-class combination.

AN UNWISE STOVE DEALER.

THE Stoves and Hardware Reporter tells of a St. Louis householder's complaint regarding the treatment he received at the hands of a local stove dealer. "I inherited a gas range not long ago," he says, "that is, one was sent me as a present from an out-of-town factory, but when it was set up the cook complained that the gas wouldn't burn in the oven. There was something wrong with the air pipe but I couldn't determine what it was and so I went to the nearest stove dealer I could find, telling him about the trouble and asking him to go out to the house and fix it up. He asked me the name of the make and I told him. Then he got mad, much to my surprise. 'Don't know anything about those ranges,' he said. 'I handle such and such line and don't care to have anything to do with your range. You'll have to go somewhere else.' I did and had the range put in good shape, but it occurs to me that a dealer who won't do repair work on a line he doesn't carry is making a big mistake. It won't hurt his trade to accommodate even a stranger, providing he is paid for it, and it may bring him in some new and desirable business, as it probably would in this case because I buy a good many things in the course of a year and like to go to stores where I am assured of decent treatment. But I wouldn't go into that store again under any consideration, and I am justly mean enough to tell other people of my experience."

TRADE CHAT

THE construction of The Canadian Bent Chair Co.'s factory at Listowel, Ont., is well under way.

Fire did considerable damage to M. Loughlin's hardware store, Montreal, on Friday afternoon last week.

John Drew, general merchant, Snowflake, Man., had his kneecap injured the other day, but is about better now.

Ephraim Goldberg, merchant, Vancouver, has been fined \$25 for infraction of the early-closing by-law of that city. He will appeal.

N. E. Hicks, general merchant, Norwich, Ont., is being congratulated by his friends. He entered a "life partnership" the other day.

The Oshawa Wire Fencing Co., Limited, is being promoted by F. L. Fowke, A. Hesselbacher, T. H. Everson, L. K. Murton, John Currie and others to acquire the business of The Detroit Fence Co., Oshawa, manufacturers of wire fencing and farm and automatic gates. The suggested capital of the proposed company is \$50,000.



Famous Men

There would be very few famous men, if the papers didn't advertise them and their achievements.

Think of the big business concerns that also owe their success to the power of the press! You could name lots of them that have grown strong and influential by means of advertising, while neighboring concerns, who probably sell the same goods at same prices, are small and unnoticed.

HARDWARE & METAL

has a very far-reaching influence amongst constant buyers all over Canada. To those who would like to secure advertising space, we have an interesting proposition to make.

Advertising Dept.,

Hardware & Metal,
MONTREAL and TORONTO.

THE TORONTO SILVER PLATE CO., Limited

Silversmiths and Manufacturers of Electro Silver Plate

It is important for you to remember that we are

Not in the Trust

or are we

**Members of any
Silverware As-
sociation or
Combine.**



NO. 2188—BAKE DISH.

The Toronto Silver Plate Co. 3 page 136
We are issuing a new Catalogue.

If you are in the trade and desire a copy, all you have to do is to write for it.

Do not place your order until you receive our Catalogue or our traveller has called on you.

Factories and Salesrooms, Toronto, Canada.

E. G. GOODERHAM, Managing Director.

A CANADIAN TORPEDO BOAT.

An Ottawa despatch says that Prof. Emerson, of Primrose avenue, has just completed an auxiliary torpedo boat, such as is used in the United States and Britain, and which, in place of being run by steam power, is manipulated by gasoline. The boat is 30 feet in length, drawn much on the lines of a war canoe, and the motor generator is of 50 horse-power. This motor is situated

amidships, with the gasoline tank under the bow. It gives 2,000 revolutions per minute, and will develop a speed of 26 miles an hour. The motor is of the hydro carbon explosive type, with four cylinders, operated by eight valves. The main object of the boat is to obtain speed with a driving power, and one that is instantaneous, noiseless and smokeless, to give no evidence of its locality to an enemy.

The C.P.R. has decided to issue bonds to the extent of £480,000 sterling for the acquisition of steamships and their equipment. It is proposed to acquire 14 steamers of The Canadian Pacific Navigation Co., to construct a vessel of 1,800 tons for the Upper Lakes, one to replace the Charmer between Victoria and Vancouver, and one similar to the Empress liners for the trans-pacific trade, only larger and of greater speed.

HEATING AND PLUMBING

STEAM-HEATING AND PLUMBING IN GERMANY.

IMPROVED methods of steam or hot water heating, sanitary plumbing, and elevators have not been widely adopted in Central and North Germany, according to the United States consul at Brunswick. South Germany is said to be more advanced. In the city of Brunswick there are a large number of hotels, but as far as I know only one can boast of an elevator and steam heaters. Last year, steam heating was introduced for the first time in four newly built houses, and the apparatus was furnished by a firm in Geneva, N.Y. With a conservatism that is remarkable, the people adhere to the old system of heating by "Kachelofen," or stoves incased in tiles. These huge arrangements, standing in the corner of a room, look as if they would heat a whole house; but when their modest iron interior is examined, one is convinced that they do not suffice to heat a room. There is no word in the German language for furnace, and this method of heating is known here as "Central Heizung," or central heating. Lately, there has been introduced in a new flat a method of heating through steam or hot water, the apparatus standing in the hall or corridor of each story. This system has not been tested yet. Most people in Germany live in flats; there are but few private residences. The difficulty in heating an apartment building from the basement has been the distribution of the expense, as each family must pay for its own fuel. This expense is not assumed by the landlord. As to plumbing, the kitchen ranges are without water backs, and when hot water is required for a bath, a fire must be made under a stove surmounted by a boiler in the bath room. "There is unquestionably a large field, which has not been adequately worked, for American enterprise," says the consul. "Manufacturers and dealers in elevators, heating apparatus, and plumbing materials who desire to introduce their goods should have advertising matter in the German language. Probably the best way of introducing goods of these kinds is to establish an agency or store where the articles can be inspected."

A MUSEUM OF SANITATION.

It is proposed to erect in London, England, a new building for the Parkes Museum of Sanitation, an institution established in 1876 with the object of promoting sanitary science and which

has grown to have an important relation to matters of public health throughout both Great Britain and Ireland. The museum contains a permanent exhibit of methods of construction, materials, water supply, sanitary plumbing, sewerage, heating, lighting and ventilation. It carries on special investigations into problems of sanitation, and maintains a library and reading room for purposes of original research, and conducts courses of lectures for the instruction of sanitary inspectors and engineers, and also gives instructions to teachers, in order to enable them to impart to their pupils primary lessons in the science of hygiene and sanitation.

With such an institution as this in their midst British plumbers should not be open to the criticism made a few weeks ago by Mr. Joseph Wright, of The Bennett & Wright Co., Limited, Toronto, that they are fully three years behind their contemporaries in this country.

PLUMBING AND HEATING NOTES.

Tellier, Tellier & Co., electrical contractors, Montreal, have dissolved.

Edward H. Braden, of Braden Bros., plumbers, Victoria, B.C., is dead.

Levesque & Trudel, contractors, St. Henri de Montreal, have dissolved.

Wm. A. Verge has registered as proprietor of The Electric Wiring & Meter Co., Montreal.

Carroll Bros., plumbers, Montreal, have assigned, and a meeting of their creditors has been called.

The Garth Co., manufacturers of plumbing supplies, etc., Montreal, have applied for incorporation.

The Canadian Niagara Power Co. has awarded a contract for a tunnel and postal to A. C. Douglas. The tunnel is to be over a quarter of a mile long and 21 feet in diameter; to be bricked throughout and to cost about \$500,000. This tunnel will convey water to the company's plant for generating power from electricity.

BUILDING PERMITS ISSUED.

Building permits have been issued in Toronto to James Dempster, for a \$2,000 bakery on Dundas street; to John E. Hoore, for a \$3,500 dwelling at 69 Howland avenue; to Mrs. James McCartin, for a \$2,500 store and dwelling at the corner of Bathurst and Dufort streets; to The Massey-Harris Co., Limited, for a \$7,200 sawshop and warehouse and a \$1,100 storage warehouse on King street west; to Garrett & Hill, for \$1,000 alterations to 93 and 95 Homewood avenue.

Building permits have been issued in Ottawa, to D. Storey, for a \$1,500 store, Bank street; to Dr. J. L. Chabot, for a \$6,000 building on Theodore street; to James Whyte, for a \$1,100 building on

James street; to W. H. Lester, for a \$1,200 building on Second avenue; to James Usher, for two \$1,200 dwellings on Queen street; to T. Lemay, for a \$3,500 warehouse on Murray street; to The Ottawa and New York Railway, for \$4,000 addition to their shops in Ottawa, and to The American Bank Note Co., for placing two storeys on buildings and erecting new warehouse, at a cost of \$25,000.

SOME BUILDING NOTES.

A new soap factory is being built at Preston, Ont.

C. D. Mitchell has almost completed the erection of a new house in Orangeville.

The G.T.R. have decided to erect a 1,000,000 bushel elevator at Point Edward, Ont., to take the place of the elevator burned there last week.

PLUMBING AND HEATING CONTRACTS.

Purdy, Mansell & Co., Toronto, have contracts for hot-water heating in the old Bodega restaurant for the Murray estate and in a residence on Catherine street for James McKerrow; for steam heating in Walmer road Baptist church; for plumbing in a residence for F. Baillie on Roxborough avenue, Toronto, and for hot-water heating and plumbing in a residence in Tilsonburg, Ont., for J. Caruthers.

Many of the Toronto plumbing and heating contractors have as many contracts on hand as they can look after. One of these, The Bennett & Wright Co., Limited, have so much work in hand that they cannot take any more orders which call for completion before the end of December.

THE NEED FOR COMPETENT PLUMBERS.

The Lord Mayor of Birmingham, in presenting registration certificates to a number of plumbers on September 17, said he hoped that the days when complaints were made about unsatisfactory plumbing work were over. Many dangers arose from defective workmanship on the part of the plumber, and it was most important that the work should be done by competent and certified men. It was gratifying to find that the reforms which were taking place in the trade arose from an "almost spontaneous conviction of masters and men that they could work together to uplift the trade." Mr. Bellamy moved a resolution to the effect that it was desirable that a measure should be passed by Parliament with the object of protecting the public from the results of bad or incompetent workmanship, and of securing the efficiency and responsibility of plumbers through a system of registration of the qualified masters and operatives; and that it was the duty of the Government acting in the public interest, to carry through a measure with that object. The resolution was seconded and carried.—The Ironmonger, London.

(This is what The National Association of Master Plumbers' of Canada have, for some time, been trying to bring about. —Ed. "Hardware and Metal.")

THE EDINBURGH ROPERIE & SAILCLOTH CO., LIMITED

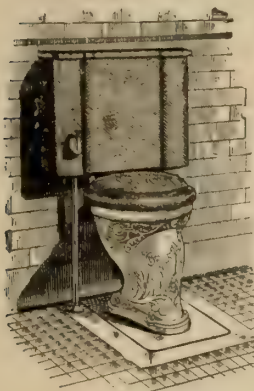
LEITH, SCOTLAND

Manufacturers of

Ordage of all kinds, Flax Sail-cloths, Tarpaulins and Water-Proof Cloths, Sewing Twines, Fishing Twines, Fishing Lines, Tying Twines, Etc., Etc.

Represented by

DAVID INGLIS, 9 St. Peter St.,
MONTREAL
Phone Main 4359.



LOW TANK
WATER CLOSET
COMBINATIONS
THE MOST PER-
FECT ON THE
MARKET
NOISELESS IN
ACTION
BEAUTIFUL
DESIGNS.

Write for Catalogue,
The James Morrison
Brass Mfg. Co.
Limited
TORONTO, ONT.

LOOK AT THAT PAINT



Are you satisfied with your paint business? Have you a paint that attracts customers? That people will look at? The mixed paint business is increasing with enormous strides. To secure this business it must be done with good paint. Cheap stuff will not do now.

RAMSAYS PAINTS

are the kind that attract attention, because in their purity, durability and working powers they are made to do their duty. We have nice advertising matter to assist the dealer, and the price is just right for pure paints, making them popular and profitable.

A. Ramsay & Son

THE PAINTMAKERS,

Est'd. 1842

MONTREAL

ONTARIO SILVER CO.,

Limited,

NIAGARA FALLS, CANADA.

Manufacturers of **FLATWARE, CUTLERY and
ELECTRO PLATE.**
Ask for our Catalogue and Quotations.



Ontario Nut Works, Paris
BROWN & CO.

Manufacturers of

All sizes of Hot Pressed
Nuts, Square and Hexagon.

WROUGHT IRON PIPE

We have a large stock
of

3, 4 and 5-inch

for immediate delivery.

Do you need any?

The Fairbanks Company, 749 Craig St.,
MONTREAL

A REMEDY FOR ALL STOVE TROUBLES.

THIS is the time of year when stove dealers are so busy selling stoves that they overlook many of the little details that will be sure to make them trouble before the year dies, says Metal Worker. Complaints will come in that the range doesn't bake; that the stove doesn't heat; that no heat comes from the register to the upper room from double heating stoves; that the grate was made of poor iron and melted with the first fire, and a multitude of kindred reflections on the honor of the stove dealer who palmed off poor apparatus on his confiding customers. This year being 1901, the beginning of a new century, may be a miraculous one and the usual complaints may fail to materialize. But I have strong doubts in the matter, and, feeling that I should be glad to alleviate the troubles that I am satisfied must come, I will suggest a few points which all the young men in the trade can use to overcome any of the difficulties that may be brought to their attention.

In the first place, all of the air that goes out of the top of the chimney should only find entrance to it through the draft slide in the stove connected with it. If my young friend will carefully consider this rule he will see to it that the chimney is properly constructed before he connects the stove with it. He will then be careful to see that the stovepipe does not enter too far into the chimney and that the stovepipe hole will permit the use of a collar on the pipe, so as to practically cut off the entrance of any air around it into the chimney. He will go further, in case of a complaint, and examine the stove to see if putty has been omitted from any of the joints, or has been shaken off in shipping. For if air can get in at some unexpected point it will surely cut off the draft, make the parlor stove throw out gas and fail to prove a strong heater, and it will make the kitchen stove get red hot on top and fail to bake.

There is an old axiom that two things cannot occupy the same space at the same time. If a parlor heater has a pipe run up to a register in the floor of a room above, it is a perfectly safe conclusion that the upper room cannot be heated if the air that is in the room cannot in some way get out and make room for the hot air to enter through the register. It is not always well to open a door to another room, for it is probable that the stove will not heat the two rooms. In some instances benefit has been derived by placing another register in the floor of the room and a fretwork-work plate on the ceiling of the room below, so that the cold air in the upper room can drop down into the room where

the parlor heater is located, and thus set up a circulation which will aid the heating of both rooms.

The third point is in reference to the burning out of grates. Foundrymen melt pig iron by placing a strong heat underneath it, and as the cupola is run often-times there is heat both under and above the pig iron to be melted. Now, if this is the practice in melting iron in foundries, the iron in the grate of a stove can only be melted under the same conditions. These conditions are often found in stoves, particularly where the ash pit has not been cleared of the ashes and a new lot of ashes and coals are shaken through the grate so as to lie underneath it and very close to it. Then, when a draft is given to the stove, these coals underneath burn up very hot, and, with the hot coals and ashes underneath the grate and the hot fire above it, the grate will be sure to melt or warp so as to be unfit for further service.

Three main points have been given here which are the basis on which all investigation of troubles relating to stoves may be made. There is no mystery in anything that pertains to the operation of a stove. Its satisfactory operation is a very simple matter and there is nothing difficult to understand about it. Whenever any of the modern stoves give trouble on any of the points mentioned, there is no occasion for any worryment of mind to find out some peculiar, unusual or extraordinary thing. All that is re-

quired is a start along the lines presented for the discovery of some infraction of these rules which cannot be violated without causing trouble. These investigations can be made just as readily by the younger men employed in the establishment as by the gray-haired veterans.

Such investigations and the treatment of customers must always be done with a most liberal use of common sense and courtesy. If a customer has a wrong idea, a blunt statement of the fact should be avoided. When people are wrong they are not any too anxious, as a rule, to be told so, and they should be made aware of their position by a careful explanation made in the most courteous manner. Their confidence will be gained and their good-will retained if a course is pursued which allows their common sense to reach the same conclusion which the expert knows must be the final outcome. It is better to proceed on a courteous explanatory course in most instances than on any other. When an unreasonable customer is found, then patience and endurance must be used in addition to common sense and courtesy, and his impatience and unreasonableness will be worn out by a continued good-natured deference to his position, accompanied with a reiteration of the facts that will never vary. The largest drafts that will be made on those who come in contact with complaining customers will be on their general information and good nature.

American Sheet Steel Company

Battery Park Building
New York

Manufacturers of all varieties of
Iron and Steel Sheets
Black and Galvanized
Plain and Painted
Flat, Corrugated and
"V" Crimped

Apollo Best Bloom Galvanized
W. Dewees Wood Company's
Patent Planished Iron
W. Dewees Wood Company's
Refined Smooth Sheets
Wellsville Polished Steel Sheets

Representatives for Canada
B. & S. H. Thompson & Company
26 St. Sulpice Street
Montreal

*The***WATSON FOSTER CO.**

LIMITED

MONTREAL**SILVER MEDAL
PARIS 1900
CHICAGO 1893****WALL PAPERS****THE MAN
WHO HESITATES**

TO BUY WALL PAPERS BEFORE INSPECTING
THE WATSON FOSTER LINE
FOR 1902

IS SAVED BY FAITH

IN THE UNIVERSAL TRADE VERDICT OF TO-
DAY, THAT IT CONTAINS BY FAR THE GREATEST
VARIETY OF SELF-SELLING, PROFITABLE GOODS,
IN ALL GRADES, SUCCESSFULLY MEETING
HOME AND FOREIGN COMPETITION,
AND BY CONFIDENCE

IN
THE
WATSON, FOSTER CO.

OCTOBER, 1901.

BUSINESS CHANGES.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

B. LEVESQUE, general merchant, Chicoutimi, Que., has assigned, and V. E. Paradis has been appointed provisional guardian.

Exancele Gardner, tinsmith, Halifax South, N.S., has assigned.

Henry G. Hines, bicycle dealer, London, Ont., has assigned to Alfred Robinson.

The creditors of B. Bowring, general merchant, Sydney, N.S., are to meet.

Porier, Fidele & Son, general merchants, Shediac, N.B., are asking an extension.

The sheriff is in possession of the business of John Dunlop, general merchant, Lillooet, B. C.

Frechette & Frere, general merchants, East Angus, Que., have effected a compromise.

A meeting of the creditors of G. A. Labelle, general merchant, Masham Mills, Que., has been called.

The creditors of J. Ouellet, general merchant, Chicoutimi, Que., will meet to appoint a curator to-morrow (Saturday).

Samuel Orchard, dealer in agricultural implements, Holstein, Ont., has assigned to George Calder, and a meeting of his creditors has been called.

Byron Hines, general merchant, East Pubnico, N.S., has assigned to J. Horton, Yarmouth, N.S., and a meeting of his creditors will be held to day (Friday).

SALES MADE AND PENDING.

The assets of Felix Morineau, blacksmith, Montreal, have been sold.

J. W. Robinson, general merchant, Rockwood, Ont., is offering his business for sale.

The assets of Dionne & Cie, general merchants, St. Moise, Que., have been sold.

The assets of A. Dumesnil, general merchant, Cascades Point, Que., have been sold.

L. G. Hooey, hardware dealer, etc., Fordwich, Ont., is advertising his business for sale.

The stock of J. M. Mickle, general merchant, Cardinal, Ont., is advertised for sale by tender.

The stock of the estate of Jacob Rosen, general merchant, Selkirk, N.W.T., is to be sold by auction.

The stock of the estate of Alex. Cowan, general merchant, Kingsville, Ont., has been sold to Emily Allworth at 62c. on the dollar.

CHANGES.

Keeler & Constance, general merchants, Mount Sicker, B.C., have sold out to M. V. Finch.

The general business of the estate of P. Lamphier, Grahamsville, Ont., has been

sold to Mr. Steel, who took possession on Tuesday.

F. A. McCullough, harness dealer, Elkhorn, Man., has retired from business.

Daniel McLeod, blacksmith, Halifax, N.S., has been succeeded by McNicoll Bros.

The Thessalon Hardware and Coal Co., Thessalon, Ont., are closing up their business in that place.

Mrs. Alderic Lauzon has registered under the style of A. Lauzon & Co., blacksmiths, St. Louis de Mile End, Que.

The stock of James McSweeney, tinware dealer, etc., Hamilton, Ont., has been sold by the bailiff to Hugh C. Sweeney.

David Brocklebank, hardware dealer, etc., Arthur, Ont., has bought out John Foster, hardware and stove dealer, of the same place.

FIRES.

D. Isenor, shingle miller, North Salem, N.S., has been burned out; no insurance.

The stock of Magloire Longtin, hardware dealer, Montreal, has been damaged by fire and water; insured.

DEATHS.

Robert Fulton, of Fulton Bros., saw-millers, etc., Fingal, Ont., is dead.

A SUCCESSFUL TRAVELLER.

One of the crack salesmen in Western Ontario, attached to the travelling staff of Wood, Vallance & Co., Mr. William H. Dean, paid a brief visit to Montreal recently.

Mr. Dean, who was in the old days amongst the most successful of Montreal travellers, received a hearty welcome everywhere and called upon his old friends, Mr. J. M. Henderson, the accountant of H. H. Ives & Co., and Mr. W. H. Evans, of The Canada Paint Company.

PRESENTATION TO MR. C. C. BALLANTYNE.

Mr. C. C. Ballantyne, Montreal, manager of the Canadian Division of the Sherwin-Williams Paint Company, was presented with a magnificent cabinet of cutlery and silverware on the eve of his approaching marriage. The entire Canadian staff was present, and the room was handsomely decorated with Canadian and American flags. Mr. J. H. Gordon, the cashier, made the presentation address, and briefly referred to Mr. Ballantyne's good qualities and to his successful career with the company. Mr. J. D. Barker also made a few complimentary remarks on behalf of the factory employees, after which Mr. Ballantyne made a most appropriate and feeling reply. He was then bounced in true Montreal style and heartily cheered as he left the room. In a short time afterwards he was presented on behalf of the president and directors in Cleveland, with a handsome solid silver tea service of six pieces. Mr. Ballantyne's marriage to Miss E. N. Trenholme took place on Wednesday evening at the Church of St. Philip, Montreal West.

HINTS FOR FILE USERS.

To clean used files the user is recommended to hold them for a minute in a steam current with a pressure of 40 pounds per square inch, when the file is absolutely clean and looks like new. To sharpen or cut the file it is advisable to hold it in an acid bath, consisting of seven parts of water, three parts of sulphuric acid and one part nitric acid, after which a clear water and milk-of-lime bath clears them. Brush the file then with a mixture of olive and turpentine oil, and afterward with fine pulverized coke.

"ANCHOR"

DECORATIVE WHITE LEAD.

Made Expressly for Exterior Use.

This White Lead has proved so satisfactory, and commands such ready sale that other makers have copied the name "Decorative." There is only one "Anchor Decorative White Lead," and that is manufactured by

HENDERSON & POTTS

HALIFAX and MONTREAL.

Try it and you will come back for more.

"MIDLAND" "The Peerless"

BRAND

Foundry Pig Iron.

Made from carefully selected Lake Superior Ore, with Connellsville Coke as fuel, "Midland" will rival in quality and grading the very best of the imported brands.

Write for Prices to Sales Agents:

Drummond, McCall & Co.

or to

MONTREAL, QUE.

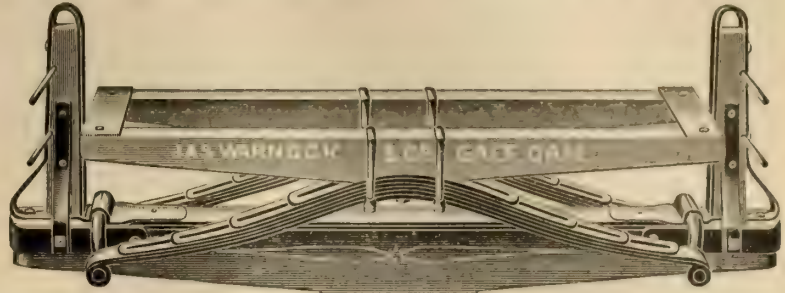
Canada Iron Furnace Co.

MIDLAND, ONT.

Limited

James Warnock & Co.

= Galt, Ont.



is the best Bolster Spring ever produced. A fine line for the hardware trade. Write Us For Prices.

CURRENT MARKET QUOTATIONS.

October 4, 1901.

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list as the desire is to make it perfectly accurate.

METALS.

Tin.

Lamb and Flag and Straits—
56 and 28 lb. ingots, per lb. 0 30

Tinplates.

Charcoal Plates—Bright
M.L.S., equal to Bradley. Per box
I.C., usual sizes..... \$6 75
I.X. 8 25
I.X.X., " 9 75

Famous—
I.C. 6 75
I.X. 8 25
I.X.X. 9 75

Raven & Vulture Grades—
I.C., usual sizes..... 5 00
I.X. 6 00
I.X.X. 7 00
I.X.X.X. 8 00
D.C., 12½x17 4 50
D.X. 5 25
D.X.X. 6 00

Ooke Plates—Bright
I.C., usual sizes..... 4 75
I.C., special sizes, base... 5 00
20 x 28 9 50

Charcoal Plates—Terne
Dean or J. G. Grade—
I.C., 20x28, 112 sheets.... 9 00
I.X., Terne Tin 11 00

Charcoal Tin Boiler Plates.
Cookley Grade—
X.X., 14x56, 50 sheet bxs }
14x60, 0 06½
14x65, 0 06½

Tinned Sheets
72x30 up to 34 gauge..... 0 07½
" 26 " 0 08
" 28 " 0 08½

Iron and Steel.
Common Bar, per 100 lbs.... 1 90
Refined " 2 41
Horse Shoe Iron 2 40
Hoop steel, 1½ to 3 in. base, 3 10
Sleigh Shoe Steel " base 2 10
Tire Steel..... 2 30
Reeled Machinery 3 00
Toe Oalk Steel 2 85
T. Firth & Co's tool steel, per lb 0 12½
Jessop's tool steel 0 14
Morton's tool steel 0 13
Black Diamond and " B.C. 0 10
tool steel..... 0 08
Chas. Leonard's tool steel..... 0 08
Drill Steel, per lb..... 0 08

Boiler Tubes.
¾ inch..... 0 12½
" 0 13
2½ " 0 15
3 " 0 16
3½ " 0 20
4 " 0 25

Steel Boiler Plate.
¾ inch..... 2 50
3-16 inch..... 2 60
¾ inch and thicker..... 2 50

Black Sheets.
18 gauge..... 2 85
30 gauge..... 2 85
22 to 24 " 2 95
26 " 3 05
28 " 3 15

Canada Plates.

All dull, 52 sheets 2 90
Half polished..... 3 00
All bright..... 3 10

Iron Pipe.

Black pipe—
¾ inch..... 4 30
1 inch..... 3 15
1½ inch..... 3 19
2 inch..... 3 42
2½ inch..... 3 56
3 inch..... 5 00
1½ inch..... 7 12
2 inch..... 8 51
2½ inch..... 11 56
3 inch..... 22 75
3½ inch..... 30 00
4 inch..... 37 50
4½ inch..... 42 75
5 inch..... 51 50
5½ inch..... 57 50
6 inch..... 74 50

Galvanized pipe—
¾ inch..... 4 75
1 inch..... 5 09
1½ inch..... 7 36
2 inch..... 10 00
2½ inch..... 11 98
3 inch..... 16 05

Galvanized Sheets.

G.C. Comet. Amer. Head.
16 gauge 4 15
18 to 24 gauge 4 15 3 85 4 15
26 " 4 35 4 10 4 55
28 " 4 60 4 25 4 60

Less than case lots 10 to 150, extra.
28 gauge American equals 26-gauge English.

Chain.
Proof Coil, 3-16 in., per 100 lb 7 85
" 5-16 " " 4 95
" ¾ " " 4 55
" 7-16 " " 4 15
" 1 " " 4 10
" 1½ " " 3 90
" 2 " " 3 80
" 2½ " " 3 85

Halter, kennel and post chains, 40 to 40 and 5 p.c.
Cow ties..... 40 p.c.
Tie-out chains..... 55 p.c.
Stall fixtures..... 35 p.c.
Trace chain..... 45 p.c.
Jack chain, iron, single and double, discount 35 p.c.
Jack chain, brass, single and double, discount 40 p.c.

Copper.
Ingot
English B. S., ton lots 0 17½
Lake Superior..... 0 17½

Cut lengths round, ½ to ¾ in. 0 23 0 25
" round and square
1 to 2 inches..... 0 23 0 25

Sheet.
Plain, 14 oz., and light, 16 oz., 14x48 and 14x60 0 24 0 24½
Plain, 14 oz., and light, 16 oz., irregular sizes 0 24½ 0 25
Tinned copper sheets 0 26
Planished 0 32

Braziers (In sheets.)
4x6ft. 25 to 30 lbs. ea., per lb. 0 25
" 35 to 45 " 0 24
" 50-lb. and above, 0 23

Boiler and T. K. Pitts
Plain Tinned, per lb 0 28
Spun, per lb..... 0 32

Copper Ware.
Discount, 50 per cent.

Brass.
Rod and Sheet, 14 to 30 gauge 10 per cent.
Sheets, hard-rolled, 2x4 0 23
Tubing, base, per ft..... 0 23½

Zinc Spelter

Foreign, per lb 0 05½ 0 06
Domestic " " "

Zinc Sheet.

5 cwt. casks 00 6
Part casks..... 00 6½

Lead.

Imported Pig, per lb 0 04 0 04½
Bar, 1 lb. 0 05½ 0 05½
Sheets, 2½ lbs. sq. ft., by 0 06½
Sheets, 3 to 6 lbs. " 0 06
NOTE.—Cut sheets ½ cent per lb. extra.
Pipe, by the roll, usual weights per yard, lists at 7c. per lb. and 30 p.c. dis. f.o.b. Toronto.
NOTE.—Cut lengths, net price, waste pipe 8-ft. lengths lists at 7½ cents.

Shot.

Common, \$6.50 per 100 lb.; chilled, \$7.00 per 100 lb.; buck, seal and ball, \$7.50. Discount, 17½ p.c. Prices are f.o.b. Toronto, Hamilton, Montreal, St. John and Halifax. Terms 3 per cent. cash, freights equalized.

Soil Pipe and Fittings.

Discount, 60 and 10 per cent. on medium and extra heavy, and 60 per cent. on light.

Solder.

Bar half-and-half, guarant'd 0 19½
Bar half-and-half, commer'l 0 19
Refined..... 0 18½
Wiping 0 18

NOTE.—Prices of this graded according to quantity. The prices of other qualities of solder in the market indicated by private brands vary according to composition.

Antimony.

Cookson's, per lb. 0 10½ 0 11
White Lead. Per 100 lb.
Pure 6 12½
No. 1 do 5 75
No. 2 do 5 37½
No. 3 do 5 00
No. 4 do 4 82½

Munro's Select Flake White..... 7 37½
Elephant and Decorators' Pure..... 7 12½
Bradram's B. B. Genuine..... 7 50
" Decorative..... 7 00
" No. 1 6 50
" No. 2 6 75

Red Lead.

Genuine, 560 lb. casks, per cwt. \$5 25
Genuine, 100 lb. kegs, per cwt..... 5 50
No. 1, 560 lb. casks, per cwt..... 4 50
No. 1, 100 lb. kegs, per cwt..... 4 75

White Zinc Paint.

Elephant Snow White 0 08 0 09
Pure White Zinc..... 0 07½ 0 08
No. 1..... 0 06½ 0 07

Dry White Lead.

Pure, casks..... 5 12½
Pure, kegs..... 5 62½
No. 1, casks 4 87½
No. 1, kegs..... 4 75

Prepared Paints.

In ¼, ½ and 1 gallon tins.
Pure, per gallon 1 25
Second qualities, per gallon..... 1 10
Barn (in-bla.) 0 75 0 85
The Sherwin-Williams Paints. 1 45
Canada Paint Co's Pure 1 25
Toronto Lead & Color Co's Pure..... 1 25
Sanderson Peasey's Pure 1 20
Stewart & Wood's Champion Pure. 1 30

Colors in Oil.

25 lb. tins, Standard Quality.
Venetian Red, per lb..... 0 05
Chrome Yellow 0 11
Golden Ochre 0 06
French " 0 05
Marine Black 0 09
Green 0 09
Chrome 0 08
French Imperial Green..... 0 09

Colors, Dry.

Yellow Ochre (J.C.) bbls. 1 35 1 40
Yellow Ochre J.F.L.S., bbls 2 00
Yellow Ochre (La Belle) 1 25
Brussels Ochre 2 00
Venetian Red (best), per cwt. 1 50 1 75
English Oxides, per cwt..... 3 00 3 25
American Oxides, per cwt. 1 50 2 00
Canadian Oxides, per cwt. 1 25 1 75
Super Magnetic Oxides, 33 p.c. 2 00 2 25
Burnt Sienna, pure, per lb. 0 10
" Umber, " 0 10
" do Raw, " 0 09
Drop Black, pure..... 0 09
Chrome Yellows, pure..... 0 08
Chrome Greens, pure, per lb. 0 12
Golden Ochre..... 0 06

Ultramarine Blue in 28-lb. boxes, per lb..... 0 06 0 10
Fire Proof Mineral, per 100 lb 1 00
Genuine Eng. Litharge, per lb 0 07
Mortar Color, per 100 lb..... 1 50
English Vermilion 0 95
Pure Indian Red, No. 45 lb. 0 18 0 10
Whiting, per 100 lb..... 0 60 0 65

Blue Stone.

Casks, for spraying, per b..... 0 07
100-lb. lots, do, per lb..... 0 08

Putty.

Bulk in bbls., 1 90
Bulk in less quantity..... 2 05
Bladders in bbls..... 2 10
Bladders in kegs, boxes or loose... 2 25
Bladders in 25-lb. tins 2 35
Bladders in 12½-lb. tins..... 2 65
Bladders in bulk or tins less than 100 lb 2 90

Varnishes.

In 5-gal. lots. Per gal.
Carriage, No. 1..... 2 90 3 30
" body..... 8 00 9 00
" rubbing..... 4 00 5 00
Gold Size, Japan..... 3 00 3 40
Brown Japan 2 40 2 80
Elastic Oak..... 2 90 3 30
Furniture, extra..... 2 40 2 80
" No. 1..... 1 60 2 00
Hard Oil Finish..... 2 70 3 10
Light Oil Finish..... 3 20 3 60
Demar..... 3 30 3 70
Shellac, white..... 4 40 4 80
" orange..... 4 00 4 40
Furniture Brown Japan..... 1 60 2 00
Black Japan..... 2 40 2 80
" No. 1..... 1 60 2 00

The Imperial Varnish & Color Co's. Limited, Elastilite Varnish 1 gal. can, each. \$3.00.

Gran tine Floor Finish per gal., \$2.75.
Maple Leaf Coach Enamels: Size 1, \$1 20; Size 2, 70c.; Size 3, 40c. each.

Castor Oil.

East India, in cases, per lb. 0 09½ 0 10
" small lots..... 0 10 0 10½

Cod Oil, Etc.

Cod Oil per gal..... 0 50 0 55
Pure Olive..... 1 20
Nestsfoot..... 90

Glue.

Common 0 08½ 0 09
French Medal..... 0 14 0 14½
Cabinet sheet 0 12 0 13
White, extra 0 18 0 20
Gelatine 0 22 0 30
Scrip 0 18 0 20
Coopers 0 19 0 20
Huttner..... 0 18

JOSEPH RODGERS & SONS

SHEFFIELD, ENGLAND.

Limited

Each blade of our Goods bears the exact mark here represented.

JAMES HUTTON & CO., MONTREAL

SOLE AGENTS
IN CANADA.



HARDWARE. Ammunition.

Cartridges.
B. B. Caps Dom. 50 and 5 per cent.
Rim Fire Pistol, dis. 40 p. c. Amer.
Rim Fire Cartridges, Dom. 50 and 5 p. c.
Central Fire Pistol and Rifle, 10 p. c. Amer.
Central Fire Cartridges, pistol sizes, Dom.
30 per cent.
Central Fire Cartridges, Sporting and Military,
Dom., 15 and 5 per cent.
Central Fire, Military and Sporting, Amer.
add 5 p. c. to list. B. B. Caps, discount 40
per cent. Amer.
Loaded and empty Shells, "Trap" and
"Dominion" grades, 25 per cent. Rival
and Nitro, 10 p. c. advance on list.
Brass Shot Shells, 55 per cent.
Primers, Dom., 30 per cent.

Wads per lb.
Best thick white felt wadding, in ¼-lb
bags, 1 00
Best thick brown or grey felt wads, in
½-lb. bags, 70
Best thick white card wads, in boxes
of 500 each, 12 and smaller gauges
Best thick white card wads, in boxes
of 500 each, 10 gauge, 0 35
Best thick white card wads, in boxes
of 500 each, 8 gauge, 0 55
Thin card wads, in boxes of 1,000
each, 12 and smaller gauges, 0 20
Thin card wads, in boxes of 1,000
each, 10 gauge, 0 25
Thin card wads in boxes of 1,000
each, 8 gauge, 0 25
Chemically prepared black edge grey
cloth wads, in boxes of 250 each—
11 and smaller gauge, 0 60
9 and 10 gauges, 0 70
7 and 8 gauges, 0 90
5 and 6 gauges, 1 10
Superior chemically prepared pink
edge, best white cloth wads, in
boxes of 250 each—
11 and smaller gauge, 1 15
9 and 10 gauges, 1 40
7 and 8 gauges, 1 65
5 and 6 gauges, 1 90
Discount, 20 per cent.

Anvils.
Wright's, 80-lb. and over, 0 10 1/2
Hay Budden, 80-lb. and over, 0 09 1/2
Brooks, 0 11 1/4

Augers.
Gilmour's, discount 65 and 5 p. c. off list.

Axes.
Chopping Axes
Single bit, per doz, 5 50 10 00
Double bit, 11 00 18 00
Bench Axes, 40 p. c.
Broad Axes, 33 1/2 per cent.
Hunters' Axes, 5 50 6 00
Boys' Axes, 5 75 6 75
Splitting Axes, 6 50 12 00
Handled Axes, 7 00 10 00

Axe Grease.
Ordinary, per gross, 5 75 6 00
Best quality, 13 00 15 00

Bath Tubs.
Zinc, 6 00
Copper, discount 15 p. c. off revised list

Baths.
Standard Enameled, 25 00
5 1/2-inch rolled rim, 1st quality, 21 00

Anti-Friction Metal.
"Tandem" A, per lb., 0 27
" B, " " " 0 21
" C, " " " 0 11 1/2
Magnolia Anti-Friction Metal, per lb., 0 25
Frictionless metal, per lb., 0 23
SYRACUSE SMELTING WORKS.
Aluminum, genuine, 0 45
Dynamo, 0 29
Special, 0 25
Aluminum, 99 p. c. pure "Syracuse", 0 50

Bells.
Hand.
Brass, 60 per cent.
Nickel, 55 per cent.

Cow.
American make, discount 66 2/3 per cent.
Canadian, discount 45 and 50 per cent.
Door.
Gongs, Sargent's, 5 50 8 00
" Peterboro ", discount 45 per cent.
Farm.
American, each, 1 25 3 00
House.
American, per lb., 0 35 0 40
Bellows.
Hand, per doz., 3 35 4 75
Moulders, per doz., 7 50 10 00
Blacksmiths, discount 40 per cent.

Beltting.
Extra, 60 and 10 per cent.
Standard, 60, 10 and 10 per cent.
No. 1, 70 p. c.

Bits.
Auger.
Gilmour's, discount 60 and 5 per cent.
Rockford, 50 and 10 per cent.
Jennings' Gen., net list.

Car.
Gilmour's, 47 1/2 to 50 per cent.
Clark's, 40 per cent.
Expansive.
Gimlet.
Clark's, per doz., 0 65 0 90
Diamond, Shell, per doz., 1 00 1 50
Nail and Spike, per gross, 2 25 5 20

Blind and Bed Staples.
All sizes, per lb., 0 07 1/2 0 12

Bolts and Nuts. Per cent.
Carriage Bolts, full square, Norway, 65
" full square, 65
Common Carriage Bolts, all sizes, 60
Machine Bolts, all sizes, 60
Coach Screws, 70
Sleigh Shoe Bolts, 72 1/2
Blank Bolts, 70
Bolt Ends, 62 1/2
Plough Bolts, 60
Nuts, square, 4 c. off
Nuts, hexagon, 4 1/4 c. off
Tire Bolts, 67 1/2
Stove Bolts, 67 1/2
Stove rods, per lb., 5 1/2 to 60.
Nuts, in 5 lb. lots 1/4 c. per lb extra in less
than 5 lb lots, 1/2 c. extra.

Boot Calks.
Small and medium, ball, per M., 4 25
Small heel, per M., 4 50

Bright Wire Goods.
Discount, 62 1/2 per cent.

Broilers.
Light, dis., 65 to 67 1/2 per cent.
Reversible, dis., 65 to 67 1/2 per cent.
Vegetable, per doz., dis. 37 1/2 per cent.
Henis, No. 8, 6 00
Henis, No. 9, 7 00
Queen City, 7 50 0 00

Butcher's Cleavers.
German, per doz., 6 00 11 00
American, per doz., 12 00 20 00

Building Paper, Etc.
Plain building, per roll, 0 30
Tarred lining, per roll, 0 40
Tarred roofing, per 100 lb., 1 70
Coal Tar, per barrel, 3 50
Pitch, per 100-lb., 0 85
Carpet felt, per ton, 45 00

Bull Rings.
Copper, \$2.00 for 2 1/2 in. and \$1.90 for 2 in.

Butts.
Wrought Brass, net revised list
Cast Iron.
Loose Pin, dis., 60 per cent.
Wrought Steel.
Fast Joint, dis. 65, 10 and 2 1/2 per cent.
Loose Pin, dis. 65, 10 and 2 1/2 per cent.
Berlin Bronzed, dis. 70, 70 and 5 per cent.
Gen. Bronzed, per pair, 0 40 0 65

Carpet Stretchers.
American, per doz., 1 00 1 50
Bullard's, per doz., 6 50

Castors.
Bed, new list, dis. 55 to 57 1/2 per cent.
Plate, dis. 52 1/2 to 57 1/2 per cent.

Cattle Leaders.
Nos. 31 and 32, per gross, 8 50 9 50

Cement.

Canadian Portland, 2 25 2 75
English, 3 00 3 15
Belgian, 2 50 2 75
Canadian hydraulic, 1 25 1 50

Chalk.

Carpenters Colored, per gross, 0 45 0 75
White lump, per cwt., 0 60 0 65
Red, 0 05 0 06
Crayon, per gross, 0 14 0 18

Chisels.

Socket, Framing and Firmer.
Broad's, dis. 70 per cent.
Warnock's, dis. 70 per cent.
P. S. & W. Extra 60, 10 and 5 p. c.

Churns.

Revolving Churns, metal frames—No. 0, \$2—
No. 1, \$3.50—No. 2, \$9.00—No. 3, \$10.00—
No. 4, \$12.00—No. 5, \$16.00 each. Ditto,
wood frames—20c. each less than above.
Discounts: Delivered from factories, 56
p. c.; from stock in Montreal, 54 p. c.
Terms, 4 months or 3 p. c. cash in 30 days.

Closets.

Plain Ontario Syphon Jet, \$16 00
Emb. Ontario Syphon Jet, 17 00
Fittings net, 1 00
Plain Teutonic Syphon Washout, 10 00
Emb. Teutonic Syphon Washout, 11 00
Fittings net, 1 25
Low Down Teutonic, plain, 16 00
" embossed, 17 00
Plain Richelieu net, 3 75
Emb. Richelieu net, 4 00
Fittings net, 1 25
Low Down Out. Sy. Jet, plain net, 19 50
" emb'd net, 20 50
Closet connection net, 1 25
Basins, round, 14 in., 1 00
" oval, 17 x 14 in., 2 50
" 19 x 15 in., 3 75
Discount 40 p. c., except on net figures.

Compasses, Dividers, Etc.

American, dis. 62 1/2 to 65 per cent.

Cradles, Grain.

Canadian, dis. 25 to 33 1/2 per cent.

Crosscut Saw Handles.

S. & D., No. 3, per pair, 17 1/2
" 6, " " 22 1/2
" 8, " " 15
Boynton pattern, 20

Door Springs.

Torrey's Rod, per doz., (15 p. c.), 2 00
Coil, per doz., 0 88 1 60
English, per doz., 2 00 4 00

Draw Knives.

Coach and Wagon, dis. 50 and 10 per cent.
Carpenters, dis. 70 per cent.

Drills.

Hand and Breast.
Miller's Falls, per doz., net list.
DRILL BITS.
Morse, dis., 37 1/2 to 40 per cent.
Standard dis. 50 and 5 to 55 per cent.

Faucets.

Common, cork-lined, dis. 35 per cent.

ELBOWS. (Stovepipe.)

5 and 6-inch, common, per doz, 1 20
7-inch, 1 35
Polished, 15c. per doz. extra.

ESCUTCHEONS.

Discount, 45 per cent.

ESCUTCHEON PINS.

Iron, discount 40 per cent.

FACTORY MILK CANS.

Discount off revised list, 40 per cent.

FILES AND RASPS.

Great Western, 75 and 5 per cent.
Arcade, 75 " 5
Kearney & Foot, 75 " 5
American, 75 " 5
J. Barton Smith, 75 " 5
McClellan, 75 " 5
Eagle, 70 10 and 5
Nicholson, 70 " 10
Royal, 80
Black Diamond, 60 to 60 and 10 per cent.
Jowitt's, English list, 25 to 27 1/2 per cent.
Nicholson File Co.'s "Simplicity" file handle,
per gross, 85c. to \$1.50.

FORKS.

Hay, manure, etc., dis., 50 and 10 per cent.
revised list.

GLASS—Window—Box Price.

Size United Inches.	Per 50 ft.	Per 100 ft.	Per 50 ft.	Per 100 ft.
Under 26	2 15	4 15		6 00
26 to 40	2 30	4 45		6 60
41 to 50		4 85		7 50
51 to 60		5 15		8 50
61 to 70		5 50		9 50
71 to 80		6 00		10 50
81 to 85		6 50		11 75
86 to 90				14 00
91 to 95				15 50
96 to 100				18 00

GAUGES

Marking, Mortise, Etc.

Stanley's dis. 50 to 55 per cent.
Wire Gauges.
Winn's, Nos. 26 to 33, each, 1 65 2 40

HALTERS.

Rope, 3/8 per gross, 9 00
" 1/2 to 3/4, 14 00
Leather, 1 in., per doz., 3 87 1/2 4 00
" 1 1/4 in., " 5 15 5 20
Web, — per doz., 1 87 2 45

HAMMERS.

Nail
Maydole's, dis. 5 to 10 per cent. Can. dis.
25 to 27 1/2 per cent.

Tack.
Magnetic, per doz., 1 10 1 20

Sledge.
Canadian, per lb., 0 07 1/2 0 08 1/2

Ball Pean.
English and Can., per lb., 0 22 0 25

HANDLES.
Axe, per doz., net, 1 50 2 00
Store door, per doz., 1 00 1 50

Fork.
C. & B., dis. 40 per cent. rev. list.

Hoe.
C. & B., dis. 40 per cent. rev. list.

Plane.
American, per doz., 1 00 1 25

Hammer and Hatchet.
American, per gross, 3 15 3 75
Canadian, 40 per cent.

Cross-Cut Saws.
Canadian, per pair, 0 13 1/2 0 14 1/2

HANGERS.
Steel barn door, 5 85 6 00
Stearns, 4 inch, 5 00
" 5 inch, 6 50

Lane's covered—
No. 11, 5-ft. run, 8 40
No. 11 1/2, 10-ft. run, 10 80
No. 12, 10-ft. run, 12 60
No. 14, 15-ft. run, 21 00
Lane's O.N.T. track, per foot, 4 1/2

HARVEST TOOLS.
Discount, 50 and 10 per cent.

HATCHETS.
Canadian, dis. 40 to 42 1/2 per cent.

HINGES.
Blind, Parker's, dis. 50 and 10 to 60 per cent.
Heavy T and strap, 4-in., per lb., 0 06 1/2
" 5-in., " 0 08 1/2
" 6-in., " 0 06
" 8-in., " 0 05 1/2
" 10-in., " 0 05 1/2

Light T and strap, dis. 65 and 5 per cent.
Screw hook and hinge, 5 00
8 to 10 in., per 100 lbs., 4 25
12 in. up, per 100 lbs., 3 25

Per gro. pairs.
Spring, 12 00

HOES.
Garden, Mortar, etc., dis. 50 and 10 p. c.
Planter, per doz., 4 00 4 50

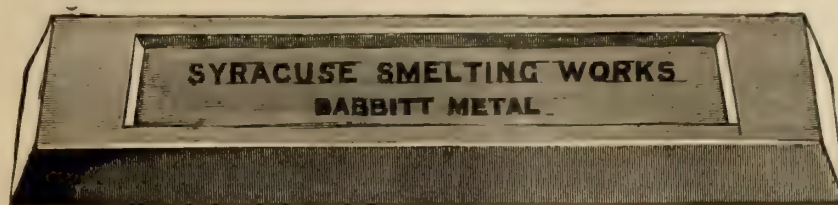
HOLLOW WARE.
Discount, 45 and 5 per cent.

HOOKS.
Cast Iron.
Bird Cage, per doz., 0 50 1 10
Clothes Line, per doz., 0 27 0 63
Harness, per doz., 0 72 0 88
Hat and Coat, per gross, 1 00 3 00
Chandelier, per doz., 0 50 1 00

Wrought Iron.
Wrought Hooks and Staples, Can., dis.
47 1/2 per cent.

Use Syracuse Babbitt Metal

IT IS THE
BEST MADE.



For
Paper and Pulp
Mills, Saw and
Wood Working
Machinery, Cotton
and Silk Mills,
Dynamoes, Marine
Engines, and all
kinds of
Machinery
Bearings.

Wire, Triangular and Bar Solder, Pig Tin, Lead, Ingot Copper, Ingot Brass, Antimony, Aluminum, Bismuth, Zinc Spelter,
Phosphor Tin, Phosphor Bronze, Nickle, etc., always in stock.

Factories: { 332 William St., MONTREAL, QUE.
and SYRACUSE, N.Y.

Syracuse Smelting Works

Wire.
Hat and Coat, discount 45 per cent.
Belt, per 1,000..... 0 60
Screw, bright, dis. 55 per cent.

HORSE NAILS.
"C" brand 50 and 7 1/2 p.c. off new list } Oval-
"M" brand 50, 10 and 5 per cent. } head
Countersunk 60 per cent.

HORSESHOES.

F.O.B. Montreal.

No. 2 No. 1.

Iron Shoes. and and

Light, medium, and heavy..... 3 50 3 75

Snow shoes..... 3 75 4 00

Steel Shoes.

Light..... 3 60 3 85

Featherweight (all sizes)..... 4 85 4 85

F.O.B. Toronto, Hamilton, London and

Guelph, 10c. per keg additional.

Toe weight steel shoes..... 6 70

JAPANNED WARE.

Discount, 45 and 5 p.c. off list, June 1899

ICE PICKS.

Star per doz..... 3 00 3 25

KETTLES.

Brass spun, 7 1/2 p.c. dis. off new list.

Copper, per lb..... 0 30 0 50

American, 60 and 10 to 65 and 5 p.c.

KEYS.

Lock, Can., dis., 45 p.c.

Cabinet, trunk, and padlock,

Am. per gross..... 60

KNOBS.

Door, japanned and N.P., per

doz..... 1 50 2 50

Bronze, Berlin, per doz..... 2 75 3 25

Bronze Genuine, per doz..... 6 00 9 00

Shutter, porcelain, E. & L.

screw, per gross..... 1 30 4 00

White door knobs—per doz..... 1 25

HAY KNIVES.

Discount, 50 and 10 per cent.

LAMP WICKS.

Discount, 60 per cent.

LANTERNS.

Cold Blast, per doz..... 7 00

No. 3 "Wrights"..... 8 50

Ordinary, with O burner..... 4 00

Dashboard, cold blast..... 9 00

No. 0..... 5 75

Japanning, 50c. per doz. extra.

LEMON SQUEEZERS.

Porcelain lined, per doz..... 2 20 5 60

Galvanized..... 1 87 3 85

King, wood..... 2 75 2 90

King, glass..... 4 00 4 50

All glass..... 1 20 1 30

LINES.

Fish, per gross..... 1 05 2 50

Chalk..... 1 90 7 40

LOCKS.

Canadian, dis. 45 p.c.

Russel & Erwin, per doz..... 3 00 3 25

Cabinet.

Eagle, dis 30 p.c.

Padlock

English and Am. per doz..... 50 6 00

Scandinavian..... 1 00 2 40

Eagle, dis. 30 to 25 p.c.

MACHINE SCREWS. Iron and Brass.

Flat head discount 25 p.c.

Round head discount 20 p.c.

MALLETS.

Tinsmiths' per doz..... 1 25 1 50

Carpenters' hickory, per doz..... 1 25 3 75

Lignum Vitae, per doz..... 3 85 5 00

Caulking each..... 60 2 00

MATTOCKS.

Canadian, per doz..... 5 50 6 50

MEAT CUTTERS.

American, dis. 25 to 30 p.c.

German, 15 per cent.

MILK CAN TRIMMINGS.

Discount, 25 per cent.

NAILS.

Quotations are:

2 d and 3 d..... \$3 55 \$3 85

3 d..... 3 20 3 52

4 d and 5 d..... 2 95 3 35

6 and 7 d..... 2 85 3 20

8 and 9 d..... 2 70 3 00

10 and 12 d..... 2 65 2 90

16 and 20 d..... 2 60 2 90

30, 40, 50 and 60 d. (base)..... 2 55 2 85

Wire nails in carlots are \$2.77 1/2
Galvanizing 2c. per lb. net extra.
Steel Cut Nails 10c. extra.
Miscellaneous wire nails, dis. 70 and 10 p.c.
Coopers' nails, dis. 30 per cent.
Flour barrel nails, dis. 25 per cent.

German and American..... 1 85 3 50

NAIL PULLERS.

Square, round, and octagon

per gross..... 3 38 4 00

Diamond..... 12 00 15 00

NETTING.

Poultry, 55 per cent. for McMullen's

OAKUM. Per 100 lb.

Navy..... 6 00

U. S. Navy..... 7 25

OIL.

Water White (U.S.)..... 0 16 1/2

Prime White (U.S.)..... 0 15 1/2

Water White (Can.)..... 0 15

Prime White (Can.)..... 0 14

OILERS.

McClary's Model galvan. oil

can, with pump, 5 gal.,

per doz..... 10 00

Zinc and tin, dis. 50, 50 and 10.

Copper, per doz..... 1 25 3 50

Brass..... 1 50 3 50

Malleable, dis. 25 per cent.

GALVANIZED PAIRS.

Dufferin pattern pairs, dis. 45 p.c.

Flaring pattern, discount 45 per cent.

Galvanized wash tubs discount 45 per cent.

PIECED WARE.

Discount 40 per cent. off list, June, 1899.

10-qt. flaring sap buckets, dis. 40 p.c.

6, 10 and 14-qt. flaring pails, dis. 40 p.c.

Creamer cans, dis. 40 p.c.

PICKS.

Per doz..... 6 00 9 00

PICTURE NAILS.

Porcelain head, per gross..... 1 75 3 00

Brass head..... 0 40 1 00

PICTURE WIRE.

Tin and gilt, discount 75 p.c.

PLANES.

Wood, bench, Canadian dis. 50 per cent.

American dis. 50.

Wood, fancy Canadian or American 7 1/2

to 40 per cent.

PLANE IRONS.

English, per doz..... 2 00 5 00

PLIERS AND NIPPERS.

Button's Genuine per doz pairs, dis. 37 1/2

40 p.c.

Button's Imitation, per doz..... 5 00 9 00

German, per doz..... 0 60 2 60

PLUMBERS BRASS GOODS.

Compression work, discount, 60 per cent.

Fuller's work, discount 65 per cent.

Rough stops and stop and waste cocks, dis-

count, 60 per cent.

Jenkins disk globe and angle valves, dis-

count, 55 per cent.

Standard valves, discount, 60 per per cent.

Jenkins' radiator valves discount 55 per cent.

Quick opening valves discount, 60 p.c.

No. 1 compression bath cock..... 2 00

No. 4..... 2 00

No. 7, Fuller's..... 2 50

No 4 1/2..... 3 00

POWDER.

Velox Smokeless Shotgun Powder.

100 lb. or less..... 0 85

1,600 lb. or more..... 0 80

Net 30 days.

PRESSED SPIKES.

Discount 22 1/2 per cent.

PULLEYS.

Hothouse, per doz..... 0 55 1 00

Axle..... 0 22 0 33

Screw..... 0 27 1 00

Awning..... 0 35 2 50

PUMPS.

Canadian cast iron..... 1 80 3 60

Canadian pitcher spout..... 1 40 3 10

PUNCHES.

Saddlers', per doz..... 1 00 1 85

Conductors'..... 9 00 15 00

Tinners' solid, per set..... 0 00 0 72

" hollow, per nob..... 0 00 1 00

RANGE BOILERS.

Galvanized, 3 gallons..... 7 60

" 35 "..... 8 25

" 40 "..... 9 50

Copper, 30 "..... 22 00

" 35 "..... 26 00

" 40 "..... 30 00

Discount off Copper Boilers 10 per cent.

RAKES.

Cast steel and malleable, 50, 10 and 5 p.c.

Wood, 25 per cent.

RAZORS.

per doz.

Elliot's..... 4 00 18 00

Geo. Butler & Co.'s..... 4 00 18 00

Boker's..... 7 50 11 00

" King Cutter..... 12 50 50 00

Wade & Butcher's..... 3 60 10 00

Theile & Quack's..... 7 00 12 00

REAPING HOOKS.

Discount, 50 and 10 per cent.

REGISTERS.

Discount..... 40 per cent.

RIVETS AND BURRS.

Iron Rivets, black and tinned, discount 60

and 10 per cent.

Iron Burrs, discount 55 per cent.

Extras on Iron Rivets in 1-lb. cartons, 1/2c.

per lb.

Extras on Iron Rivets in 1/2-lb. cartons, 1c.

per lb.

Copper Rivets & Burrs, 35 and 5 p.c. dis.

and cartons, 1c. per lb. extra, net.

Extras on Tinned or Coppered Rivets

1/2-lb. cartons, 1c. per lb.

RIVET SETS.

Canadian dis. 35 to 37 1/2 per cent.

ROPE ETC.

Sisal. Manila.

7-16 in. and larger, per lb 11 14

1/2 in. 11 1/2 15

3/4 and 5-16 in. 16 16

Cotton, 3-16 inch and larger 21 22 1/2

" 5-32 inch..... 21 22 1/2

Russia Deep Sea..... 15 1/2

Jute..... 8

Lath Yarn..... 9 1/2

New Zealand Rope..... 10

RULES.

Boxwood, dis. 75 and 10 p.c.

Ivory, dis. 37 1/2 to 40 p.c.

SAD IRONS. per set.

Mrs. Potts, No. 55, polished..... 62 1/2

" No. 50, nickel-plated..... 67 1/2

SAND AND EMERY PAPER.

Dominion Flint Paper, 47 1/2 p.c.

B & A. sand, 40 and 5 per cent.

Emery, 40 per cent.

Garnet (Rutten's), 5 to 10 p.c. advance on list.

SAP SPOUTS.

Bronzed iron with hooks, per doz... 9 50

SAWS.

Hand Disston's, dis. 12 1/2 p.c.

S. & D., 40 per cent.

Crescent, Disston's, per ft..... 35 0 55

S. & D., dis. 35 p.c. on Nos. 2 and 3.

Hack, complete, each..... 0 75 2 75

frame only..... 0 75 0 75

STANDARD CHAIN CO.,

MANUFACTURERS OF CHAIN

PITTSBURGH,
U. S. A.

OF ALL KINDS.

Proof Coil, B.B., B.B.B., Crane, Dredge Chain, Trace Chains, Cow Ties, etc.

ALEXANDER GIBB,
Montreal.

For Provinces of Ontario and Quebec.

—Canadian Representatives— A. C. LESLIE & CO.,
Montreal.

For other Provinces.

Lining tacks, in bulk	15
" solid heads, in bulk	75
Saddle nails in papers	10
" " in bulk	15
Tufting buttons, 22 line, in dozens only	60
Tin capped trunk nails	15
Zinc glazier's points	5
Double pointed tacks, papers, 90 and 100 bulk	40

TAPE LINES.

English, ass skin, per doz.	2 75	5 00
English, Patent Leather	5 50	9 75
Chesterman's each	0 90	2 85
" steel, each	0 80	8 00

THERMOMETERS.

Tin case and dairy, dis. 75 to 75 and 10 p.c.	
---	--

TRAPS. (Steel.)

Game, Newhouse, dis. 25 p.c.	
Game, H. & N., P. S. & W., 65 p.c.	
Game, steel, 72½, 75 p.c.	

TROWELS.

Diaston's discount 10 per cent.		
German, per doz.....	4 75	6 00
S. & D., discount 35 per cent.		

TWINES.

Bag, Russian, per lb.	0 27
Wrapping, cotton, 3-ply	0 18½
" 4-ply	0 23½
Mattress, per lb.	0 33
Staging, "	0 27

VICES.

Wright's	0 13½
Brook's	0 12¾
Pipe Vise, Hinge, No. 1	3 50
" No. 2	5 50
Saw Vise	4 50

ENAMELLED WARE.

White, Princess, Turquoise, Blue and White, discount 50 per cent.
Diamond, Famous, Premier, 50 and 10 p.c.
Granite or Pearl, Imperial, Crescent, 50, 10 and 10 per cent.

WIRE.

Brass wire, 50 to 50 and 2½ per cent. off the list.
Copper wire, 45 and 10 per cent. net cash 30 days, f.o.b. factory.

Smooth Steel Wire, is quoted at the following net selling prices:

No. 6 to 8 gauge	\$2 90
" 9	2 80
" 10	2 87
" 11	2 90
" 12	2 95
" 13	3 15
" 14	3 37
" 15	3 50
" 16	3 65

Other sizes of plain wire outside of Nos. 9, 10, 11, 12 and 13, and other varieties of plain wire remain at \$2.80 base with extras as before. The prices for Nos. 9,

to 13 include the charge of 10c. for oiling. Extras net per 100 lb.: Coppered wire, 60c.—tinned wire, \$2—oiling, 10c.—special hay-bailing wire, 30c.—spring wire, \$1—best steel wire, 75c.—bright soft drawn, 15c.—in 50 and 100-lb. bundles net, 10c.—in 25-lb. bundles net 15c.—packed in casks or cases, 15c.—bagging or papering, 10c.

Fine Steel Wire, dis. 17½ per cent. List of extras: In 100-lb. lots: No. 17, \$5—No. 18, \$5.50—No. 19, \$6—No. 20, \$6.65—No. 21, \$7—No. 22, \$7.30—No. 23, \$7.65—No. 24, \$8—No. 25, \$9—No. 26, \$9.50—No. 27, \$10—No. 28, \$11—No. 29, \$12—No. 30, \$13—No. 31, \$14—No. 32, \$15—No. 33, \$16—No. 34, \$17. Extras net—tinned wire, Nos. 17-25, \$2—Nos. 26-31, \$4—Nos. 32-34, \$6. Coppered, 5c.—oiling, 10c.—in 25-lb. bundles, 15c.—in 5 and 10-lb. bundles, 25c.—in 1-lb. hanks, 50c.—in ¼-lb. hanks, 75c.—in ½-lb. hanks, \$1—packed in casks or cases, 15c.—bagging or papering, 10c.

Galvanized Wire, per 100 lb.—Nos. 6, 7, 8, \$3 50 to \$3 85—No. 9, \$2.85 to \$3.15—No. 10, \$3.60 to \$3.95—No. 11, \$3.70 to \$4.10—No. 12, \$3 to \$3.30—No. 13, \$3.10 to \$3.40—No. 14, \$4.10 to \$4.50—No. 15, \$4.60 to \$5.05—No. 16, \$4.85 to \$5.35. Base sizes, Nos. 6 to 9, \$2.57½ f.o.b. Cleveland. Clothes Line Wire, regular 7 strand No. 17, \$4.65; No. 18, \$2.94; No. 19, \$2.60. Ho

low 6 str nd, No. 17, \$4.30; No. 18, \$2.70; No. 19, \$4.35; No. 20, \$2.30, f.o.b. Hamilton, Toronto, Montreal.

WIRE FENCING.

Galvanized barb	3 05
Galvanized, plain twist	3 05
Galvanized barb, f.o.b. Cleveland, \$2.82½ in less than carlots, and \$2.70 in carlots.	

WIRE CLOTH.

Painted Screen, per 100 sq. ft., net. 1 35

WASTE COTTON.

Colored	per lb. 4½ to 5
White, according to quality	6½ to 7½

500-lb. bale lots shaded.

WRENCHES.

Acme, 35 to 37½ per cent.	
Agricultural, 60 p.c.	
Coe's Genuine, dis. 20 to 25 p.c.	
Towers' Engineer, each	2 00
" S., per doz.	5 80
G. & K's Pipe, per doz.	3 40
Burrell's Pipe, each	3 00
Pocket, per doz.	0 25

WRINGERS.

Leader	per doz. \$30 0
Royal Canadian	26 00
Royal American	26 00
Sampson	30 00

Terms 3 months, or 3 p.c. 30 days.
WROUGHT IRON WASHERS.
Canadian make, discount, 40 per cent.

BRITISH BUSINESS CHANCES.

Firms desirous of getting into communication with British manufacturers or merchants, or who wish to buy British goods on the best possible terms, or who are willing to become agents for British manufacturers, are invited to send particulars of their requirements for

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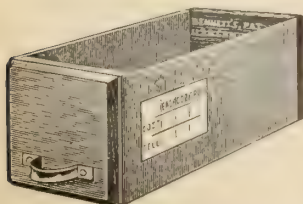
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N.B.—A free specimen copy will be sent on receipt of a post card.

THE VERDICT.

ALL WHO USE



Bennett's Patent Shelf Drawer

or cabinets fitted with same are satisfied.

"76 King St. West,

"Toronto, September 23, 1901.

"Dear Sir,—I want to see you about some more cabinets, kindly call at your earliest convenience.

"W. F. CARRIER & CO."

J. S. BENNETT, 20 Sheridan Ave., Toronto.





Established Cable Address,
1832, "BLISS."

MANUFACTURERS

Wood Turnings, Hand
Bench and other Screws
Mallets, Handles, Vises
Clamps, Tool Chests
Croquet, Lithographs
Wood Toys, Novelties
and also the celebrated

**Wood's Patent Car
Gate**

For Street and Steam Rail-
road Cars.

The R. BLISS MFG. CO.
Pawtucket, R.I., U.S.A.

Canadian Representative: ALEXANDER GIBB, 13 St. John St., MONTREAL.

75 YEARS.

ESTABLISHED 1825.

75 YEARS.

CELEBRATED

HEINISCH

SHEARS.

Tailors' Shears,
Trimmers, Scissors,
Tinnern's Snips, etc.



ACKNOWLEDGED THE BEST.

R. HEINISCH'S SONS CO.

NEW YORK OFFICE, 90 Chambers St.
NEWARK, N.J., U.S.A.

Not connected with any Shear Combination.

*Standard Paint & Varnish Works
Limited*
*Makers of High Grade
Varnishes, Lacquers,
Paints, Colors & Enamels.
Windsor, Ont.*



SEALED TENDERS addressed to the undersigned and endorsed "Tender for Heating Apparatus, Brockville, Ont.," will be received at this office until Friday, October 11th, inclusively, for the supplying and placing in position of a heating apparatus at the Drill Hall, Brockville, Ont., according to plans and specification to be seen at the Department of Public Works, Ottawa, and at the office of Robt. Purvis, clerk of works, Brockville, Ont.

Tenders will not be considered unless made on the form supplied, and signed with the actual signatures of tenderers.

An accepted cheque on a chartered bank, payable to the order of the Minister of Public Works, equal to ten per cent (10 p.c.) of the amount of tender, must accompany each tender. The cheque will be forfeited if the party decline the contract or fail to complete the work contracted for, and will be returned in case of non-acceptance of tender.

The Department does not bind itself to accept the lowest or any tender. By order,

FRED. GELINAS, Secretary.

Department of Public Works,
Ottawa, 25th Sept., 1901.

Newspapers inserting this advertisement without authority from the Department, will not be paid for it. (40)

BUSINESS NEWS

of any kind that is of value to business men supplied by our Bureau. We can give you market quotations from any town in Canada, reports from the city markets, stock quotations, etc. You can get commercial news from any Canadian paper through us.

Write us, giving us particulars of what you want and where you want it from, and we will quote you prices by return.

"Clippings from any Canadian paper on any subject."

CANADIAN PRESS CLIPPING BUREAU,

232 McGill Street, MONTREAL, QUE.
Telephone Main 1255.

10 Front St. East, Toronto. Telephone 2148.

THE ADAMS STOVE PIPE REGISTER.



Design Patented
June 29, 1897.

Design Patented
August 31, 1897.

Made by

The Adams
Company

Dubuque,
Iowa, U.S.A



CHAS. F. CLARK, President.

JARED CHITTENDEN, Treasurer.

...ESTABLISHED 1849...

BRADSTREET'S

Capital and Surplus, \$1,500,000.

Offices Throughout the Civilized World

Executive Offices: Nos. 346 and 348 Broadway, New York City, U.S.A.

THE BRADSTREET COMPANY gathers information that reflects the financial condition and the controlling circumstances of every seeker of mercantile credit. Its business may be defined as of the merchants, by the merchants, for the merchants. In procuring, verifying and promulgating information no effort is spared, and no reasonable expense considered too great, that the results may justify its claim as an authority on all matters affecting commercial affairs and mercantile credit. Its offices and connections have been steadily extended, and it furnishes information concerning mercantile persons throughout the civilized world.

Subscriptions are based on the service furnished, and are available only by reputable wholesale, jobbing and manufacturing concerns, and by responsible and worthy financial, fiduciary and business corporations. Specific terms may be obtained by addressing the Company at any of its offices. **Correspondence Invited.**

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HALIFAX, N.S.
OTTAWA, ONT.
VANCOUVER, B.C.

HAMILTON, ONT.
QUEBEC, QUE.
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LONDON, ONT.
ST. JOHN, N.B.
WINNIPEG, MAN.

MONTREAL, QUE.
TORONTO, ONT.

THOS. C. IRVING, Gen. Man. Western Canada, Toronto,

JOHN A. FULTON, Gen. Man. Eastern Canada, Montreal.



"BUILD TO-DAY THEN,
STRONG AND SURE.
WITH A FIRM AND
AMPLE BASE."
— Longfellow.

DO YOU?

WISH THUS TO BUILD
an
advertisement
in the
CONTRACT-
RECORD.

TORONTO
will bring you
tenders from the
best contractors

WESTERN

Incorporated
1851.

ASSURANCE COMPANY

Fire and Marine

Capital, subscribed \$2,000,000.00
Capital - - - 1,000,000.00
Assets, over - - 2,340,000.00
Annual Income - 2,290,000.00

Head Office: TORONTO, ONT.

Hon. Geo. A. Cox, President. J. J. Kenny, Vice-President.
C. C. Foster, Secretary.

What do you require in the
way of - -

CANS?

We manufacture the very
best quality of

Paint and Color Cans, round and square. Varnish and Oil Cans. Paint Irons.
Paint Packages. Lye Tins.

and every description of Tin or Can required by the trade. We shall be pleased to send you quotations for anything you need in our line.

THE ACME CAN WORKS

Office and Factory: Ontario St. and Jeanne D'Arc Ave.,

MONTREAL.

JAS. B. CAMPBELL.

WILLIAM PRATT.

"BLUESTONE"

HIGH PRESSURE PACKING.

For Steam, Hot or Cold Water, and Air.

Packs equally well for all. There is no packing made that will last as long or withstand as well the action of steam heat. Carried in stock in rolls about 36-in. wide, and the following thicknesses: 1/32, 1/16, 3/32 and 1/8.

"BLUESTONE" Pneumatic Sectional Gaskets—the best and longest wearing on the market. Will conform to any seat, no matter how rough. Made in the following sizes: 3/8-in., 1/2-in. and 5/8-in.

WRITE FOR PRICES AND DISCOUNTS.

Sole Manufacturers

THE GUTTA PERCHA AND RUBBER MFG. CO.
OF TORONTO, LIMITED.

Head Office and Warerooms—
49-61-63 West Front St.

TORONTO,

Factories—115-165 West Lodge Ave.
124-148 O'Hara Ave.

CANADA.

STRIKE ENDED.

American Sheet Steel Co.,

NEW YORK.

Galvanized Steel Sheets,
Black Steel Sheets,
Deweese Wood Co.'s Polished Sheets.

American Tin Plate Co.,

NEW YORK.

Coke, Charcoal, and Terne Plates.

We are now prepared to accept orders
for shipment after first December next.

PRICES ON APPLICATION TO

B. & S. H. THOMPSON & CO'Y

26 St. Sulpice St., MONTREAL,
Selling Agents for Canada.

CORDAGE

ALL KINDS AND FOR ALL PURPOSES.

Manila Rope
Sisal Rope
Jute Rope
Russian Rope
Marline
Houseline
Hambroline
Clotheslines
Tarred Hemp Rope
White Hemp Rope
Bolt Rope
Hide Rope
Halyards
Deep Sealine
Ratline
Plow Lines

Lathyrn
Shingleyarn
Bale Rope
Lariat Rope
Hemp Packing
Italian Packing
Jute Packing
Drilling Cables
Spun yarn
Pulp Cord
Lobster Marlin
Paper Cord
Cheese Cord
Hay Rope
Fish Cord
Sand Lines

"RED THREAD" Transmission Rope from the finest quality Manila
hemp obtainable, laid in tallow.

CONSUMERS CORDAGE COMPANY,
Limited

Western Ontario Representative—

WM. B. STEWART,
Tel 94. 27 Front St. West, TORONTO.

MONTREAL, QUE.

Neither fictitious nor exorbitant—

—USE—

LANGWELL'S BABBITT
Montreal.

CANADIAN

HARDWARE

AND METAL
MERCHANT

The Weekly Organ of the Hardware, Metal, Heating, Plumbing and Contracting Trades in Canada.

VOL. XIII.

MONTREAL AND TORONTO, OCTOBER 12, 1901.

NO. 41

POCKET **H. BOKER & Co's** KNIVES
IMPROVED
TREE BRAND
TRADE MARK
RAZORS **CUTLERY** SCISSORS

FOR SALE BY LEADING WHOLESALE HARDWARE HOUSES.

Lysaght's Black Sheets

"Queen's Head" C.R.C.A.—Highest grade, dead flat.

"Southern Cross" C.R.C.A. — First-class quality, dead flat.

"Southern Cross" C.A.—Same sheets, not dead flat.

Electrical Sheets, Tack Sheets, etc., etc.

No common sheets made.

JOHN LYSAGHT, Limited, Makers. A. C. LESLIE & CO., MONTREAL,
BRISTOL, ENG. Managers Canadian Branch.

Hot Water or Steam?

Which shall it be?—it pays to use care in selecting your Radiator in either event. No architect can possibly go wrong in advising the use of the "Safford" Patent Radiator, because for twelve years there has not been a word of complaint from those who have used it.

The reasons why are—no bolts, rods or packing—absolutely non-leakable—light, durable and perfect finish of casting—stands a pressure of 140 pounds to the square inch—quick circulation of heat. It fits curves, circles or angles. The ideal Hot Water or Steam heating Radiators are

The
Safford
Radiators.

THE DOMINION RADIATOR COMPANY, Limited, TORONTO, ONTARIO.

Agencies at: Montreal, Quebec, Winnipeg, Vancouver, London, Glasgow, Edinburgh, Belfast, Antwerp, Berlin, Christiana, Auckland, N.Z., Johannesburg, S.A.

GRATES
AND
MANTELS



RICE LEWIS & SON
LIMITED

TILING

FOR
FLOORS
AND
WALLS

TORONTO.

TINPLATES

COKE

CHARCOAL.

From stock and for importation.

Samuel, Sons & Benjamin, London and Liverpool, Eng.

M. & L. Samuel, Benjamin & Co.

General Importers and Exporters and Metal Merchants.

27 Wellington St. West,

TORONTO, ONT.



RUBBER BELTING

"We have been using your 'Para' brand of rubber belting for a number of years; we have found same to give us entire satisfaction."

*To Can. Rubber Co. 15-16-17 St. Montreal.
see list book 3 page 143*

THE
CANADIAN RUBBER CO.
MONTREAL * TORONTO
WINNIPEG

Other Tools are very
good Tools, but

"YANKEE TOOLS" ARE BETTER



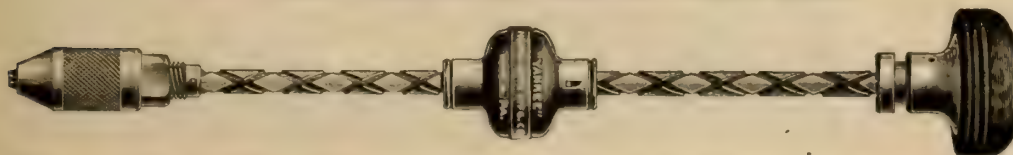
No. 15. "Yankee" Ratchet Screw Driver, with Finger Turn on Blade.



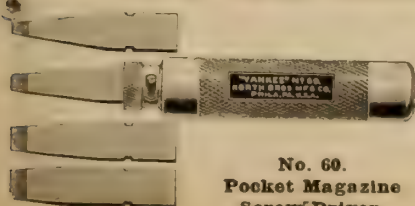
No. 30 "Yankee" Spiral-Ratchet Screw Driver, Right and Left Hand.



No. 41. "Yankee" Automatic Drill, Eight Drill Points in Handle.



No. 50. "Yankee" Reciprocating Drill, for Iron, Steel, Brass, Wood, etc.



No. 60.
Pocket Magazine
Screw Driver.

Our "YANKEE" Tool Book
tells all about them. Mailed
free on application.

Manufacturers also of

**LIGHTNING,
GEM and
BLIZZARD
Ice Cream Freezers.**

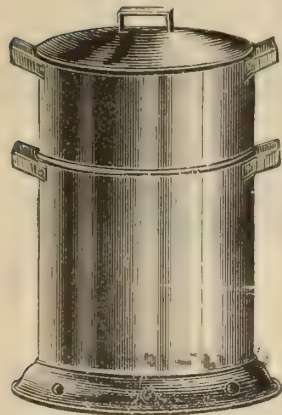
**Toy Freezers,
Ice Shaves and
Ice Chippers.**

**Fluting Machines,
Hand Fluters.**

**Sold by Leading Jobbers
in Canada.**

NORTH BROS. MFG. CO.,

Philadelphia, Pa., U.S.A.

ESTABLISHED
1860

ASH SIFTERS

INCORPORATED
1895

Our "PARLOR" Ash Sifters are neatly made in two sizes. No. 1, 12-in. in diameter. No. 2, 14-in. in diameter. Supplied both Japanned Black and Galvanized Iron.

"Parlor"

"EMPIRE" Sifters are made one size only. 14-in. in diameter. Galvanized.

"Empire"

Coal Hods, Fire Shovels, Stove Pipes, Elbows, Lanterns, Stove Boards, etc.

The Thos. Davidson Mfg. Co., Limited, Montreal

PERSONS addressing advertisers will kindly mention having seen their advertisement in Canadian Hardware and Metal Merchant.

ADVERTISING in WESTERN CANADA

will be Carefully Efficiently, and Promptly attended to, by

The Roberts Advertising Agency,
WINNIPEG CANADA.

THE OAKVILLE
BASKET CO.,

Manufacturers of

1, 2, 3 Bushel

Grain

AND

Root

BASKETS

THE OAKVILLE
BASKET CO.



SKY LIGHT
THE SAFE LOCK SHINGLE
BABY SHINGLE MAILED FREE
CORNICE

WRITE US

about any prospective work, as we may be able to offer you some suggestions or give you such assistance as will enable you to secure the business at a good profit.

Our New Catalogue.

Did you receive a copy? We find that some of our customers still refer to old ones. You should be familiar with our line, otherwise want of information when your customer is ready to purchase may lose you his business.

METAL SHINGLE & SIDING CO., Limited
PRESTON, ONT.

SIDING
CEILING
WINDOW CAP
FINIAL

ELBOWS
CRIMPED SHEET
METAL PUMP

METAL SHINGLE & SIDING CO. LIMITED PRESTON, ONT.

Watch our ad. in next issue, or write to us for particulars on our patented

Automatic Door Strip and Weather Strip

Specially adapted for cold climates and takes the place of the inner window.

HELMS & HELMS, 148-50 Willow St.
PHILADELPHIA.

JONES BROS. Manufacturers of

STOVE BRICKS, OPEN GRATE BACKS,

"Maple Leaf" Brand.

Furnace Bricks and Range Bricks

Estimates furnished on application.

Bracondale P.O., Ont.

LEWIS BROS. & CO.,

Wholesale Hardware, MONTREAL, QUE.

SNOW and FURNACE SHOVELS

OUR STOCK NOW COMPLETE — ORDER NOW.



No. 21



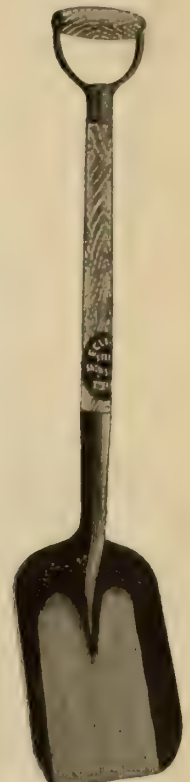
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No. 24



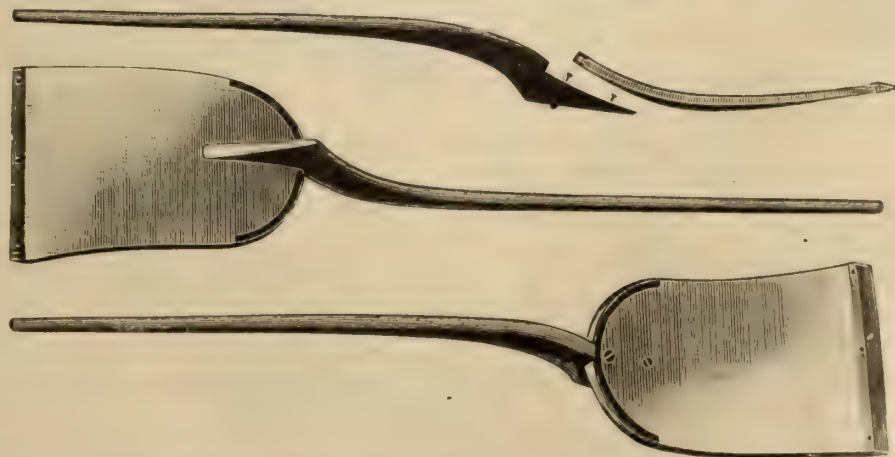
No. 25



No. 23—Furnace

ALL MADE FROM BEST QUALITY STEEL.

“VICTOR” Wooden Snow Shovels.



No. 22


Mail orders shipped same day as received and billed at lowest prices.

NOTE.—Do not put off ordering till your neighbor has sold.

LEWIS BROS. & CO.

Henry Rogers, Sons & Co.

Wolverhampton, England.

Manufacturers of 

"Union Jack" Galvanized Sheets
Canada and Tin Plates
Black Sheets
Sleigh Shoes and Tyre Steel
Coil Chain, Hoop Iron
Sheet and Pig Lead
Sheet Zinc

Quotations can be had from
Canadian Office:

6 St. Sacrament St., MONTREAL

F. A. YORK, Manager.



Made in Two Sizes—6 and 7-inch Pipe.

E. T. WRIGHT & CO.,
HAMILTON.
Manufacturers,

KNOX HENRY

Heavy Hardware and Metal Broker
Room 32, Canada Life Bldg., MONTREAL.



Samples sent free on application.

HORSE NAILS—"C." Brand Horse - Nails
Canada Horse Nail Co.

"BRASSITE" GOODS - Gunn Castor Co.
Limited, Birmingham, Eng.

McLaskill, Dougall & Co.
Fine Varnish & Japan
Manufacturers.
Montreal
Price Lists on application



Will Hold Up a Shelf!

That's what a shelf bracket is for.

For this purpose there can be

**NOTHING BETTER
NOTHING CHEAPER**

than the

BRADLEY STEEL SHELF BRACKET

It is well **Japanned, Strong and Light.**
The saving in freight is a good profit, aside
from the **lower price** at which the goods are sold.
Order direct or through your jobber.

ATLAS MFG. CO., New Haven, Conn., U.S.A.

CANADIAN ADVERTISING is best done by THE
E. DESBARATS ADVERTISING AGENCY
MONTREAL.

ALEXANDER GIBB

Manufacturers' Agent and Metal Broker,

13 St. John Street, Montreal

Representing British and American Manu-
facturers. Correspondence invited from firms
wishing to be represented in Canada.

STEVENS SINGLE BARREL SHOT GUN.

LATEST AND
BEST SINGLE
GUN ON THE
MARKET.

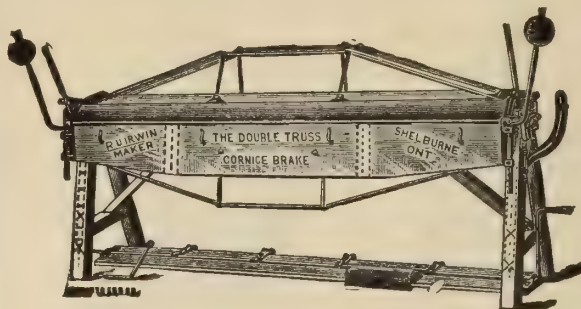


MADE IN
THREE STYLES
THREE GAUGES
UP-TO-DATE.

FINEST SINGLE GUN YET PRODUCED.

Our Goods are Handled by the Leading Jobbers.

J. Stevens Arms & Tool Co., P.O. Box 217 Chicopee Falls, Mass., U.S.A.



This eight-foot Brake bends 22-gauge iron
and lighter, straight and true.

Price, \$60

Very handy beader attachment, \$15 extra
if required.

Send for circulars and testimonials to

**The Double Truss Cornice
Brake Co. SHELburne, ONT.**

The Latest and Best.

**H. & R. Automatic Ejecting
Single Gun.**

Model
1900.



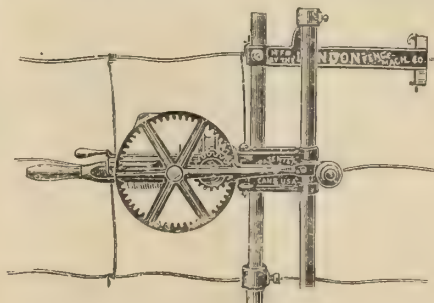
Steel and Twist Barrels
in 30 and 32-inch.
12 Gauge.

Harrington & Richardson Arms Co.

Worcester, Mass., U.S.A.

Descriptive Catalogue on request.

London Fence Machines Lead



in every community where they have been intro-
duced.

Our best ads. are the farmers who use them.
They are delighted because they can erect a 50 per
cent. better fence at 50 to 60 per cent. of the cost
of a ready woven one, and in the same time that
they can erect the latter.

Fifty rods per day is a very easy day's work with
the London.

Dealers, are you aware that a perfect fence can-
not be built from a ready woven roll? Farmers
are finding this out; give them a chance to get the
best and they will appreciate it.

If there is no agent in your town write us.

We manufacture a complete line of fencing supplies of superior quality. That we have the best, we
know from practical experience.

The London Fence Machine Co., London, Canada.

LOCKS and BUILDERS' HARDWARE

Made in great variety of
design and finish.

Catalogues and price list mailed on
application. Wm

**THE LARGEST MAKERS
IN THE DOMINION.**



The Gurney-Tilden Co., Limited, - Hamilton, Canada.

There are **OILS** and **OILS**

Why pay **freight** on **poor** oils?

OUR LEADING BRAND is . . .

“Pennoline” **OIL**

It is the best that money can buy. During the past year our sales on this brand have doubled. Can our competitors say as much? If your trade demands cheaper grades we have them—

“Crystal Spray” “Silver Light”

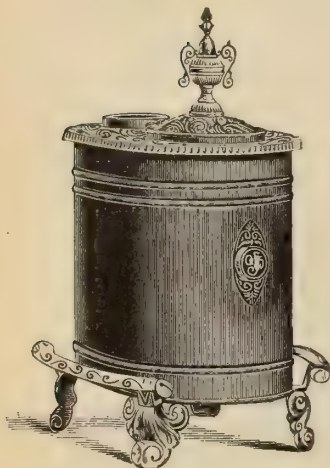
ALL of our OILS are AMERICAN PRODUCT.

The Atlantic Refining Co., Esplanade and Jarvis Streets, **Toronto**

Terrell's Tubular Wood Heaters

.. MADE IN THREE SIZES ..

With 24, 27 and 30-Inch Bodies.



These stoves give famous satisfaction—
—are very easy to control and radiate
as much heat as any two ordinary stoves
of their size.

The Tubes just double their heating
power, and the warmth is circulated so
that all parts of the rooms are kept at even
temperature.

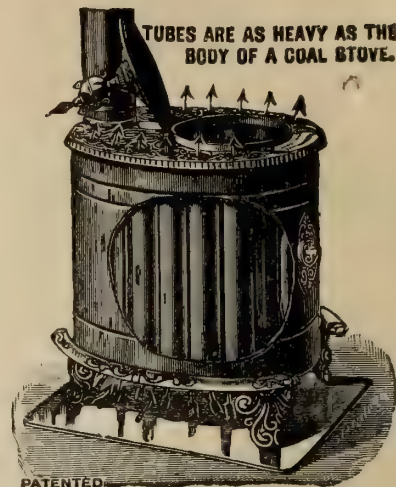
You'll find them first-rate sellers—moderate in price, and splendidly
reliable.

WRITE US FOR ANY DESIRED INFORMATION.

THE GURNEY FOUNDRY CO., Limited

TORONTO. WINNIPEG. VANCOUVER.

THE GURNEY MASSEY CO., Limited, - Montreal.



PATENTED

"THE EMLYN" SAW BENCH

Made in 6 sizes. Best value obtainable. Specially
designed for export. With or without "Emlyn"
Patent Guard. Sole maker—

CHARLES D. PHILLIPS,

Cables— Emlyn Engineering Works,
"Machinery," Newport, NEWPORT, MON., ENGLAND.

Every Description
Shape and Colors
LABELS

Stock Labels for Hardware trade
LEVY & CO., 19 Leader Le., TORONTO

TRADE - BOOMERS.

MR. MERCHANT: If **your** business is not paying—if
it's slow—**you** are to blame. **Your** business is just what
you make it. Wherever there is a store and stock there
are people, and people are always buying. If they pass
you it is because they are going to a more up-to-date
dealer, a man who appears to be in a **live** business. If
you want to increase **your** trade, write to **me**. I am a
business-builder. Years of experience as a salesman,
merchant, journalist, and at ad-writing, enable me to
furnish **you** with a **tonic**. Whoever **you** are, wherever
you are—write **me** for particulars.

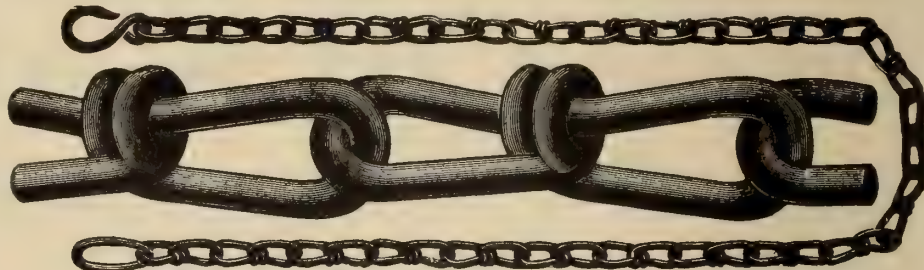
By Business-Bringers Work Wonders. Write To-Day.

YOURS TRULY,

"My Ad-Writer"

33. Clinton Street, - - TORONTO, ONT.

IMPROVED STEEL WIRE TRACE CHAINS.



Every chain guaranteed. Most profitable and satisfactory chain to handle.

THE B. GREENING WIRE CO., LIMITED
HAMILTON, ONT., AND MONTREAL, QUE.

The words "**DUNDAS
AXE**" are stamped on our
hand made "Crown Jewel" and
"Perfect Jewel" Axes. Knowing
the quality of these Axes, we
want every one to know who
made them. They will hold an
edge that will cut their way to
success.

DUNDAS AXE WORKS
Dundas, Ont.

Montreal Agent: W. L. Haldimand, Jr.

The Robin Hood Powder Company

If you want the best Trap or Game load in
the world, buy "Robin Hood Smokeless,"
in "Robin Hood" Shells. It is quick, safe,
and reliable. Try it for pattern and penetra-
tion from forty to seventy yards against
any powder on the market. We make the
powder, we make the shells, and we load
them. Write for our booklet, "Powder
Facts."

**The Robin Hood Powder
Company**

SWANTON, VT.

THE Dominion Jewel Range

A 20th Century Range, *made in all styles.*

SOME FEATURES PECULIARLY ITS OWN :

Genuine Steel Oven—as fitted in the celebrated Grand Jewel Wood Cook. Rolling steel front on high closet. Drop hearth.

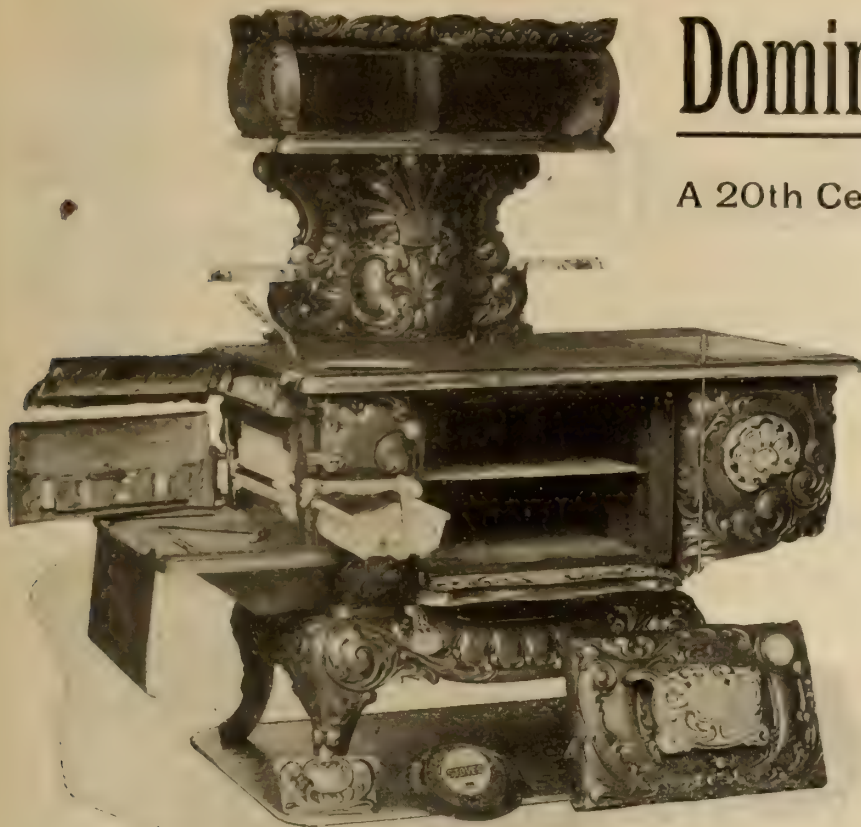
Oven is square, 20 in. x 20 in., and is 13 inches high.

Note features as shown.

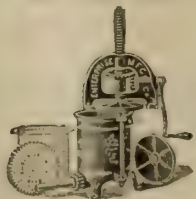
MADE ONLY BY

**The BURROW, STEWART &
MILNE COMPANY, Limited,**
HAMILTON, CANADA.

Write for descriptive circulars



Sausage Stuffer, Lard
and Fruit Press



8 Sizes and Styles

Rapid Grinding and
Pulverizing Mills

40 Sizes and Styles
for Hand and Power



No. 3. \$5.00

Bone, Shell and Corn
Mill



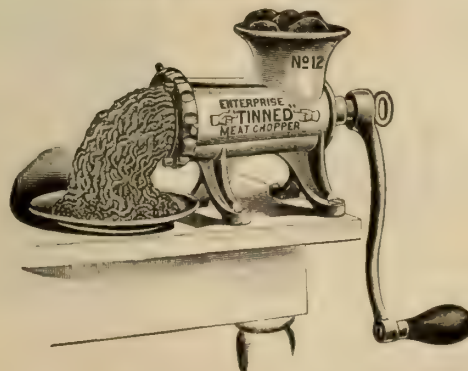
No. 750. \$7.50

TRADE "ENTERPRISE" MARK

Meat and Food Choppers

TINNED

40 Sizes and Styles for Hand and Power
from \$1.00 to \$300.00



No. 12. - - \$2.50

Sold by all the leading Jobbers of the Dominion
ILLUSTRATED CATALOGUE MAILED FREE

The Enterprise Mfg. Co. of Pa.
Philadelphia, Pa., U. S. A.

Meat Juice Extractor



No. 21. \$2.50

Raisin Seeder



No. 36. \$1.00

Cold Handle Polishing
IRON



No. 82. \$6.75 per doz.

Store Door Handle.



NO. 5—ROYAL BRONZE FINISH.

NO. 15—PLATED FINISH.



All Packed with Screws to Match.

Plated Finishes in Ornamental Brass or Bronze, and Old Copper.
Our aim is to turn out goods a little better than any competitor.

Manufactured by _____

RETURNED

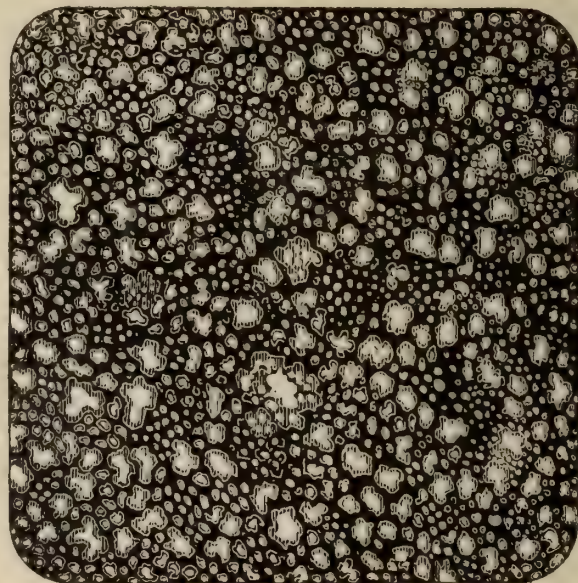
A. R. WOODYATT & CO., GUELPH, CANADA.

SOLD ONLY THROUGH THE WHOLESALE TRADE.

DEC 18 1901

The demand for

Onyx Stove Boards



has steadily increased ever since they were first offered to the trade.

They are attractive in design and are finished in six different colors.

Made of one piece and wood-lined.

All sizes always in stock.

For a cheaper grade we have the embossed wood-lined, and the embossed paper lined.

PRICES ON APPLICATION.

Kemp Manufacturing Co., Toronto, Ont.



VOL. XIII.

MONTREAL AND TORONTO, OCTOBER 12, 1901.

NO. 41.

President,
JOHN BAYNE MacLEAN,
Montreal.

THE MacLEAN PUBLISHING CO. Limited.

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, North-West Territories, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, P.E. Island and Newfoundland.

OFFICES

MONTREAL - - - - - 232 McGill Street.
Telephone 1255.
TORONTO - - - - - 10 Front Street East.
Telephone 1148.
LONDON, ENG. - - - - - 109 Fleet Street, E.C.,
W. H. Miln.
MANCHESTER, ENG. - - - - - 18 St Ann Street,
H. S. Ashburner.
WINNIPEG - - - - - Western Canada Block,
J. J. Roberts.
VANCOUVER, B.C. - - - - - Flack Block,
J. A. Macdonald.
ST. JOHN, N. B. - - - - - No. 3 Market Wharf,
J. Hunter White.
NEW YORK. - - - - - 176 E. 88th Street.

Subscription, Canada and the United States, \$2.00.
Great Britain and elsewhere 12s.

Published every Saturday.

Cable Address { Adscript, London.
Adscript, Canada.

WHEN WRITING ADVERTISERS
PLEASE MENTION THAT YOU SAW
THEIR ADVERTISEMENT IN THIS PAPER

LOSSES FROM STRIKES.

A MOST interesting report dealing with the strikes and lockouts of Great Britain during 1900 has been issued by the Labor Department of the Board of Trade. It is embodied in the Blue Book, and affords a great deal of food for thought.

The strikes and lockouts were not as serious as those of 1897 and 1898, but they were serious enough to stimulate those who are laboring for the devising of ways and means of minimising these crude and costly methods of settling disputes between capital and labor.

Through the number of strikes and lock-

outs which occurred in Great Britain during 1900, no less than 188,538 work people were directly and indirectly affected, while the aggregate duration in working days of all disputes was 3,153,694 days. In 1898 the number of people affected directly and indirectly was 253,907, and the aggregate duration in working days of all disputes was 15,289,478. It was the engineers' strike, of course, which gave the latter figures their magnitude.

The greatest number of labor disputes was among the miners, the number being 136 with 74,364 work people directly and indirectly affected. The aggregate duration in working days of disputes among the miners was 552,932.

In the metal, engineering and shipbuilding trades the number of disputes was 111, the work people affected was 19,810, and the aggregate duration of the strike 349,130 days.

It is interesting to note that of the strikes and lockouts among the metal, engineering and shipbuilding trades that 2,072 work people won, 3,374 lost and 4,814 had to go back to work on a compromise. Of the 111 disputes, 67 were due to wage questions, 23 to the employment of particular classes or persons, 9 to working arrangements, rules and discipline, 10 to the actions of the trades unions, 1 to miscellaneous causes and 1 in the nature of a sympathetic dispute.

Of the strikes and lockouts of all kinds, according to proportion of population in each industry, 9.1 per cent. were miners and 1.6 per cent. metal workers, engineers and shipbuilders.

THE LATE N. CLARKE WALLACE.

WE record with regret the death at Woodbridge, York Co., Ontario, on Tuesday, October 8, of Hon. N. Clarke Wallace, M.P., formerly Controller of Customs in the Governments of Sir John Thompson and Sir Mackenzie Bowell.

Mr. Wallace was a merchant for many years and understood business questions. When he took office in 1892 with Sir John Thompson he at once applied himself to the work of his Department in a thoroughly practical spirit. His demeanor and policy exhibited a desire to appreciate and carry out the wishes of the mercantile community, for which we gave him credit at the time and have always since remembered in his honor. He was a useful Minister of the Crown. When he resigned, owing to a difficulty with his colleagues on the school question, the Conservative Ministry of 1895 lost a good member.

During his term of office we had occasion to criticize strongly in these columns certain decisions on tariff matters for which Mr. Wallace was officially responsible, but in relation to which we never doubted his personal rectitude and his wish to do what was best in the public interest. This difference of opinion on public matters never disturbed the friendly relations of the writer with Mr. Wallace. He leaves, despite his short term of office, a record which other politicians can well imitate. His family have our sincere sympathy.

THE ADVANCE IN BOLTS.

The advance in bolts and nuts which we announce this week is only the realization of what has been for some time expected. Not only has the demand been brisk, and in some instances in excess of the supply, but the price of iron has appreciated.

A PLACE FOR SIR RICHARD.

SIR RICHARD CARTWRIGHT'S name is now being used again in connection with the Lieutenant-Governorship of Ontario. The term of the present occupant will soon expire, and there is certainly no one among those who have been named who would either fill the position better or who has greater claims upon it.

For a generation he has been among the most prominent in Canadian politics, and if he has not always been wise in the course he has pursued there are few indeed in public life to-day who have given more of their time and talents to the welfare of their country.

Now that his years are multiplying fast his fitness for the arduous duties of a Cabinet position is gradually diminishing. This **HARDWARE AND METAL** has time and again of late pointed out. Whatever his fitness for the portfolio of Trade and Commerce might have been a few years ago, there is not a shadow of doubt in regard to his present unfitness, partly no doubt due to the fact that it is one for which he is naturally not adapted, but largely on account of his weight of years.

None more than the party of which he is such a prominent and honored member recognizes that the portfolio of Trade and Commerce should be filled by a younger man and one of more practical business experience, but the question has been what to do with him. He certainly could not be cast overboard. His services have been too faithful and his friends are too numerous for that. Some of his friends have gone the length of urging for his appointment to the High Commissionership in London. But that would be, as we have repeatedly pointed out, a fatal mistake.

With the expiration of Sir Oliver Mowat's term as Lieutenant-Governor of Ontario, an opening will be created for the appointment of Sir Richard Cartwright to an office which, with his scholarly attainments and many parts, he is eminently qualified to fill. And, what is still more important as far as the commercial interests of this country are concerned, opens a way for

escape from what is no doubt an awkward dilemma.

WILL CONTEST THE LAW.

The Dominion Trading Stamp Co., Limited, who have branches in many of the principal cities of Ontario, have definitely announced their intention to fight the legality of the "Anti-Trading Stamp Act," passed at the last session of the Ontario Legislature, which empowered municipalities to prohibit the use of trading stamps within their bounds. The company will contest the Act on the ground that the Provincial Legislatures have no right or power to pass such legislation.

The legal battle will be watched with interest.

CANADA'S TRADE WITH RUSSIA.

SOME interest in our trade with Russia has been created by the return from that country of Mr. Wm. Whyte, assistant to the president of the C.P.R. The special object of his visit to that country was to investigate the possibilities of an enlarged trade between it and Canada, the railway with which he is associated having under consideration a proposition to put on a line of steamships to ply between Vancouver and Vladivostock. Mr. Whyte made a tour of the Trans-Siberian road, and the result of his investigation is a report which is to be submitted for the consideration of the directors. He believes that the present is a most opportune time for business men in Canada to put forth an effort to secure a larger share of Russia's trade. What makes the present particularly opportune is, of course, the discriminating duties which have been levied against the products of the United States on account of the countervailing duty which the latter country imposes upon Russian sugar.

The Russian law, under which the discriminating tariff was put into operation against the United States, provides that "Goods which form the basis of manufacture and trade in those countries which do not give Russia the most favored privileges of import and transit are subject" to an increase of 20 to 30 per cent. in the import Customs duty.

In 1900 Russia imported from the United

States merchandise to the value of \$21,661,515. In view of this it is not surprising that the manufacturers of the United States became much exercised when the Russian Government, in March last, put on a discriminating tariff of 20 to 30 per cent. against them.

Canada's trade with Russia is very small. In 1900 it amounted to less than \$100,000, our imports therefrom being \$24,659, and exports thereto \$70,558.

In exports, there was an increase over the previous year, but in imports there was a marked falling off. Our exports to Russia during 1899 and 1900 were as follows:

	1899.	1900.
Carriages and bicycles.	\$ 686	\$
Coal	5,572	.....
Fish	10,100	432
Agricultural implements.	11,362	35,599
Other iron and steel and manufactures of.	16,872	21,434
Ships. ....	.....	11,688
Wood and manufactures of.	9,331	.....
All other goods exported.	1,725	1,405

Total exports. \$55,648 \$70,558

Russia is a country of great possibilities.

The total exports of the country were \$354,604,280, and the imports \$294,805,440. And one of the best evidences that its trade is worth looking after is the fact that a sharp, farseeing concern like the Canadian Pacific Railway laying its plans to connect its system with that of the Trans-Siberian Railway.

THE STRENGTH OF UNITY.

There is sound wisdom in the suggestion that hardware dealers in the various trade centres, both large and small, should get together in some way for their own benefit. The retailer bears a vital relationship to practically all branches of trade—the manufacturer, the importer, the jobber, as well as the great buying public. Most of these bodies are organized in one way or another, and are in a position to see that their business arrangements with the retailer are satisfactory to themselves. In the majority of instances, however, retail hardwaremen are unorganized. This not only prevents their meeting all other bodies with a firm front, but in many cases has fostered a feeling of rivalry that has been to the advantage of the jobbers on the one hand and their customers on the other. Get together, retailers, and you will find your business competitor can unite with you to your mutual benefit.

WHAT TO DO IN OCTOBER.

By H. C. W.

When the frost is on the pumpkin,
And the corn is in the shock.

is a most capital time to finish the harvest of all that is real in the poet's couplet, and to bend every energy to ward using to advantage the month that opens to the winter traffic of the hard wares everywhere. It is a season of the year when much may still be taken up and prepared for, that, in the hurly burly, or vacation, or procrastination of the late summer months has been overlooked.

OCTOBER IS A MONTH OF POSSIBILITIES such as, perhaps, is covered but by few, if any, of the other months, in that it is a good time for changes, for clearances, for remodeling and for additions. It brings to mind many lines that the merchant has not carried heretofore, and that might have been, and perhaps will be added, with handsome profit. It suggests the possibility of small stove stocks, gas and oil heaters, and the attendant goods, such as pipe and elbows, rings and flue stops, grate enamels and stove polish. And it also suggests profitable luxuries that sell everywhere, such as fire irons, andirons, brass fronts, brass and antique sets, hearth dusters, blowers, etc.

OTHER LINES THAT MAY BE ADDED

at this time are many, not all of them being counted as regular goods; but just the same, they are very profitable, and are just the class of goods we must come to if we are looking for profits and would avoid the variety and 5 and 10 cent proposition.

At this season very many new houses are finishing, and electric bell sets at \$1.50, complete, make good stock, with buzzers, floor pushes, extra dry and wet batteries, binding tape, No. 18 annunciator wire, and a stock of sal ammonia. Building suggests "cold water paint," for now and all the year round, and for which there is a growing demand in many sections. It is put up in 5-lb. packages and is profitable.

Among the small things we look to for paying the rental no one line is so saleable and so profitable as that of small brushes of all kinds. A little investment will give you marking brushes of all sizes, 1, 1½ and 2 inch paint and varnish brushes, sash tools in five or six sizes, glue and stencil brushes, shaving and paste brushes, all of which nearly, if not quite, double their cost for your profit.

OCTOBER FOR HOLIDAY GOODS

and other goods that go all through the winter months, and now is the time to decide what they must be and to purchase, if you would have them in on time. Chafing dishes and all the accessories that go with them ought not to be overlooked in any town of 1,000 or 5,000 or over. They may be a fad, but they are a lasting one. The skimmers, the spoons and forks, the platters and trays, the toasters, the alcohol fountains,

and all that go with them are profitable and have become a class of goods that sell for nine months out of the 12. Few goods have a season as long. Then there are the safety razors, safety strops, fancy sets of same and all that go with them. No stock in one's store pays so well as that of the regular line of razors, hones, strops, brushes, cups and soaps, and it should be kept up from now on through the winter months as at no other time.

The campaign time is at hand, and for the 31 days of October you should sell stacks of the boys' brass lanterns. Every boy who can raise a stray 25-cent piece buys one, and it is our experience that the older clubs carry them very regularly as a partial uniform. There is your line, too, of plated ware, knives, forks, spoons and fancy pieces, for which holidays bring a wonderful demand. Then, too, are carpet sweepers, umbrella stands, flower stands, blacking kits and air rifles. Your scissors, shears, pocket knives, manicure goods, carving sets, etc., need attention in October, or they'll all be late in getting in.

SEEDS AND BULBS ARE PROFITABLE.

and now is the time when a good boy in the store should be put to work getting ready packages of 1½ pounds of mixed lawn seed, to retail at 20 or 25 cents per package. He can hardly put up too many, if a sign is kept at the front door and a few line-reading notices are run in the local paper. If lacking in experience in bulbs and small seeds, almost any friendly florist will inform you on the subject. Otherwise there are one hundred and one authorities in the shape of catalogues offered by growers and importers.

CHANGE METHODS OF ADVERTISING

and change them now. If you have been running locals, try a good line of display work. Display advertising with good cuts to back it and selected daily and weekly papers in which to use it, pays better at this season of the year than any other possibly can. Cuts are cheap and easy to secure, and a lantern picture, and meat grinder or chopper cut almost tells its own story with but little wording. The cut of a woman using a carpet sweeper, or of one manipulating a clothes wringer or fruit press is right hard to improve upon with any wording of your own than the make of the goods, name of firm and price of the goods. Above all, have clean, distinct cuts, large enough to serve their purpose and tell their story.

Use to advantage, too, the many little booklets sent you with such goods. The cost of distribution is nominal and many sales are made through their medium. If used in no other way, see that every clerk makes it a point to wrap one in each package of goods put up. The housewife always is enough interested to read, or if not to read them, to remember their source when in want of the goods.

OCTOBER FOR WINDOW DRIVES

is as good a month as any in the year, and whatever the lines to be shown, let but the one article be used. If lanterns, then fill an entire window with lanterns,

as though you had the only stock on earth. If sweepers, fill with nothing else, showing some open and some with the gathered dirt as just emptied out. Use placards giving their merits, and above all, show the prices in plain figures. More goods are sold these days from a good show window as a silent salesman than through the medium of many that are not silent, back of your counter. While it is somewhat in the nature of repetition, whenever one of these windows is gotten ready, your advertising should correspond with it in every detail, else much of the good work is lost.

OCTOBER FOR COLLECTIONS

is a capital month, for the reason that the summer months always find the farmer with everything in the ground and not much of anything coming in till wheat and corn and oats begin to render a revenue. It is always a safe proposition to push collections to their utmost at this time. The writer has found less of disappointment, less of putting off at this time than at any other season of the year.

For the city customer October 1 is a usual settling time and it is looked forward to by nearly all purchasers of goods. If we let it go by they then feel they should not be asked for the account until the first of the year. It is pretty certain that the average man will pay when he has the ready money and is looking forward to your coming.

CHANGES IN STORE FIXTURES

cannot be better made in any month than that of October. It is not well to go on forever with the same old showcase, or even with the old ones in the same place and with no touching up or renewal. Customers like changes and it pays to make them. It is wonderful what a little moving about of cases, adding one or two new ones, renewing the old with metal polish or varnish, will accomplish. And as this is the season when all the new goods begin to arrive and should be shown at their best, then there can be no better month than this in which to do the work.

OCTOBER BRINGS LIFE

and vim and push to all sorts and conditions of men, and should likewise bring them to the business. If it does not it is largely our own fault. So much of competition, the necessity for larger and more sales and smaller profits, should of itself keep pushing us on to greater endeavor. The business that grows now is like the plant that needs constant watering, and it should be borne in mind by all of us to the end that we may grow and go forward, and not take the down hill or retrograde. It's infinitely easier to start down and keep going than it is to start upward and keep growing.—Iron Age.

PIPES AND TUBES IN THE U. S.

Some of the outside tube mills that made heavy advances in prices during the strike have readjusted their quotations and now quote on a much lower basis. The leading tube interest made no change in prices during the strike, and are booking orders right along at the old figures. It is claimed that small outside pipe mills, who have to buy their skelp in the open market and pay present high prices, cannot come out even, or at best, have very little profit in making pipe.—Iron Age.

BUSINESS CHANGES.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

F J. MORIN, general merchant, Montmagny, Que., has voluntarily assigned • to V. E. Paradis, and is offering his creditors 60c. on the dollar.

John Lewis, junk dealer, Berlin, Ont., has assigned to J. A. Seallen.

M. Derbyshire, general merchant, etc., Smith's Falls, Ont., has assigned.

B. F. Potts, general merchant, Smithfield, Ont., has assigned to I. O. Proctor.

Harris Server, junk dealer, etc., London, Ont., has assigned to Alf. Robinson.

John McGranahan, general merchant, etc., Margaretsville, N.S., has assigned.

M. O'Brien, general merchant, etc., Rogersville, N.B., is offering 20c. on the dollar.

Simon Bourgeois, general merchant, etc., Cocagne, N.B., is offering 25c. on the dollar.

H. Lamare has been appointed curator of Mrs. H. Dubois, general merchant, St. D. dace, Que.

V. E. Paradis has been appointed curator of J. Ouellett and B. Levesque, general merchants, Chicoutimi, Que.

A meeting of the creditors of Exancele Gardner, hardware dealer, Halifax South, N.S., has been called for to-day (Saturday).

J. C. Innes & Co., general merchants, Liverpool, N.S., have assigned, and a meeting of their creditors will be held on October 15.

Jean S. McA. McLeese, general merchant, etc., Soda Creek, B.C., has assigned to J. A. Fraser, and a meeting of creditors will be held on October 10.

PARTNERSHIPS FORMED AND DISSOLVED.

Drouin & Plourde, tinsmiths, etc., Quebec, have dissolved.

Bull & Dunlop, dealers in agricultural implements, etc., Yorkton, N.W.T., have dissolved.

O'Brien & Farrahalk, general merchants, Newcastle, N.B., have dissolved. John O'Brien continues.

Duston & Hoar, hardware dealers, Bowmanville, Ont., have dissolved. W. H. Duston continues.

Morton & Christie, hardware dealers, Windsor, Ont., have dissolved. Robert Morton continues.

Cameron & Stevenson, general merchants, Osceola, Ont., have dissolved. John C. Stevenson continues.

W. B. Calhoun & Co., general merchants, Middleton, N.S., have dissolved. James P. Foster retires.

KEEP IN LINE.

The methods back of The Sherwin-Williams Paint are always abreast of the times.

The Sherwin-Williams Co. never stand still and never go back. They are constantly moving forward, increasing their business and improving their methods.

All their methods and a share in the big gains can be a part of **your** business if you want them.

If you want to keep in line with present-day business life, developed to its fullest extent and specially applied to the marketing of paint, get the agency for

THE SHERWIN-WILLIAMS PAINT

It means bigger business, and greater reputation for every dealer who takes hold with us.

Send for the "B-13 Booklet" and learn how we can help you.



THE SHERWIN-WILLIAMS CO.

PAINT AND VARNISH MAKERS.

CHICAGO,
NEW YORK,

NEWARK,
MONTREAL,

CLEVELAND,
BOSTON,
TORONTO,

SAN FRANCISCO,
KANSAS CITY.



R. G. Gilliland, general merchant, Carievale, N.W.T., has admitted W. J. Gilliland under style of Gilliland Bros.

SALES MADE AND PENDING.

C. H. Thistle, tinsmith, Hartland, N.B., has sold out.

Joseph Vezina, tinsmith, etc., Hull, Que., has sold out.

Lander Bros., hardware dealers, etc., Oshawa, Ont., have sold their stock.

H. Finnen, blacksmith, Mather, Man., is advertising his business for sale.

J. C. Whyte, general merchant and wool en miller, Galetta, Ont., has sold out.

James Murphy, general merchant, Bogart, Ont., is advertising his business for sale.

A. C. Hawthorne, general merchant, etc., Medicine Hat, N.W.T., is advertising his furniture business for sale.

The stock, etc., of the late J. B. Pearson, hardware dealer, etc., Acton, Ont., is advertised for sale by tender.

The stock of Jacob - Rosen, general merchant, Selkirk West, N.W.T., has been sold at 64 1/4 c. on the dollar.

The factory of the estate of the Handy Crate and Basket Co., Burlington, Ont., is advertised for sale by tender.

CHANGES.

Baril & Piche have registered as general merchants in St. Thecle, Que.

J. Stewart, general merchant, Tindastoi, Man., has sold out to G. E. Johnson.

A. M. Sutherland, tinware dealer, etc., Langton, Ont., is giving up business.

T. D. Rankin, general merchant, Baldoon, Ont., has sold out to Chas. Jackson.

Tobin & Chamberlain have registered as general merchants in Brompton Falls, Que.

The business of W. B. Parr, bicycle dealer, Ottawa, has been taken over by Ketchum & Co.

Saunders & Anger, dealers in agricultural implements, Carman, Man., have sold out to T. J. Noble.

The stock of Joseph Clegg, general merchant, Moosefield, Ont., has been purchased by J. M. Schinbein.

H. A. McDonald, dealer in agricultural implements, Whitebread Station, Ont., has sold out to Mr. Underhill.

FIRES.

Arthur Paquette, sawmiller, Montreal, has been burned out; partially insured.

Taylor & Lount, manufacturers of brush handles, etc., Whitevale, Ont., have been burned out.

The stock of R. H. Benson & Co., general merchants, Indian Head, N.W.T., has been damaged by explosion.

MR. W. EVANS FELICITATES.

REPORTING the annual meeting of the shareholders of the Canadian Pacific Railway, The Montreal Witness says: "Mr. W. H. Evans made a clever and humorous speech at this juncture, most of the routine business having been disposed of. He said that he thought they should take notice of the honor which had been conferred upon Mr. Shaughnessy, whether by a formal resolution or by a vigorous hand-clap. (General clapping of hands.) He had marked his career, and now in the place of highest authority he was giving evidence of the greatest ability—ability which was placed at the disposal of the shareholders and which maintained and increased the efficiency of the system. The C.P.R. was now fully on its feet, and he thought they could afford to be retrospective. Mr. Evans here glanced at the early days, when, if you were going east from Woodstock, you would be the only passenger; when, if you were in a hurry with your breakfast, the porter would tell you that 'Jim would hold the train for 20 minutes or so'; when there were breakdowns and long stoppages and generally no certainty as to time. He had been talking recently with some transcontinental travellers about these times, and one of them (at Banff, in the Rocky Mountains) asked if the C.P.R. (in the early days) fed the passengers during the delays. Mr. Evans said: 'Yes; two good meals a day free of charge.' An Englishman said: 'Well, the food was all right, but what about a "bawth"?' 'The company brings the water right to the verandah,' was the reply. (Roars of laughter.) Mr. Evans said that everything on the C.P.R., from the food, the politeness on the train, the prompt time, the care of the passengers, the looking out for boulders in dark passages on the main line—every feature indicated the thought of one man, the president, who had been so signally honored. He cordially approved of the pension fund, and he also thought that there should be something said in regard to the splendid manner in which the Duke and Duchess of Cornwall and York had been provided for. (Loud applause.)

"Sir William Van Horne, replying to Mr. Evans, said that he was sure that all present were rejoiced at the honor which had been paid to Sir Thomas Shaughnessy—an honor which might also be regarded as a compliment to the Canadian Pacific Railway."

Dionne & Co., general merchants, St. Moise, Que., have sold their stock at 56c. on the dollar to A. C. Landry, Grand Metis, Que.

MEN ARE THINKING

about a gun for Fall shooting. To provide a safe and reliable gun for such occasions

WE HAVE BEEN THINKING

for 30 years—in fact, we have given the subject so much thought that the

IVER JOHNSON SINGLE GUN

enjoys the particular distinction of being superior to all others. It's a little higher in price, but so much higher in quality that the trade prefers them and the public demands them. Whether single or double, no gun contains features that are more advanced than those of the Iver Johnson.



12-16 gauge. 30-32 barrel. Semi-hammerless. Trigger action. Automatic ejector or non-ejector (at option).

SEND FOR CATALOGUE.

Iver Johnson's Arms & Cycle Works,

Branches—New York—99 Chambers St.
Boston—165 Washington St.
Worcester—364 Main St.

FITCHBURG, Mass.

We are Canadian Selling Agents for the Celebrated

Wm. H. Rogers "Seal Brand"

of SPOONS, FORKS and KNIVES.

Write for catalogue and discount sheets. We are in a position to quote to the Trade very special net prices on 12 dwt. Knives.

The G. Weeton Mfg. Co., Confederation Life Building, **Toronto**

Rochester Lamps

are standard all over the world—so also are our

Incandescent Gas Lamps, Mantles and Burners.

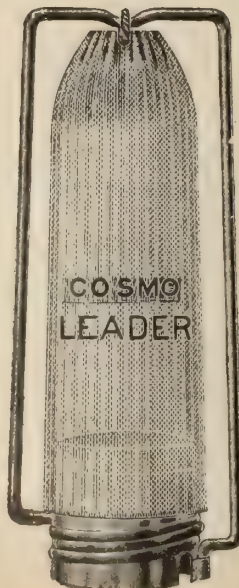
We are Canadian Agents for the **COSMOPOLITAN MANTLES**, the very best Mantles made.

WE SOLICIT YOUR ORDERS.

The Rochester Lamp Co.

OF CANADA.

24 FRONT STREET WEST, TORONTO.



H. S. HOWLAND, SONS & CO.

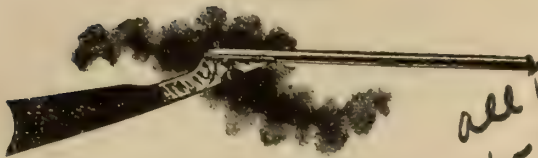
WHOLESALE
ONLY

37-39 Front Street West, **Toronto.**

ONLY
WHOLESALE

GUNS AND RIFLES

Air Rifles.



Flobert Rifles.



Winchester Single Shot Rifles.



Stevens Single Shot Rifles.



Winchester Repeating Rifles.



Marlin Repeating Rifles.



Pieper's Breech-Loading Guns.



Pieper's Hammerless, 1900 Model.



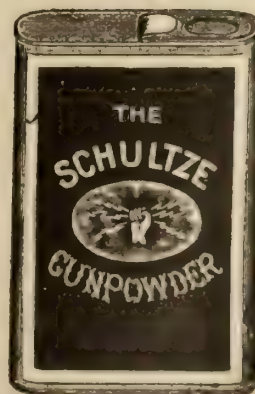
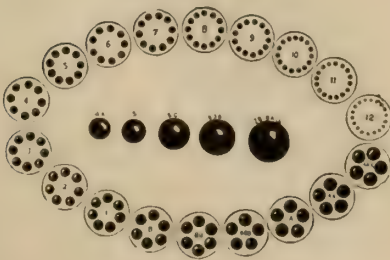
Stevens Single-Barrel Shot Guns.



The Iver-Johnson Top Snap Ejector Single Guns.



SHOT



"DEAD SHOT"



For fuller particulars see our No. 12 Catalogue.

H. S. HOWLAND, SONS & CO., Toronto.

WE SHIP
PROMPTLY

Graham Wire and Cut Nails are the Best.

Factory: Dufferin Street, Toronto.

OUR PRICES
ARE RIGHT

MANITOBA MARKETS.

WINNIPEG, October 7, 1901.

TRADE is very good here at present, and building and heavy hardware generally is in active demand. Complaint is made of a scarcity of sporting goods. A few changes are to be noted in the prices for the week. Sisal rope has advanced $\frac{1}{2}$ c., and Canada plates 25c. per box.

In paints and oils the trade has been hindered by the weather, but it is now looking up. Although no change has as yet occurred in the price of mixed paints, there is a strong tendency in that direction, owing to the high prices of oils. Mixers declare they are losing money on present figures. The only change in price noted for the week is a decline of 3c. per gal. in linseed oil, the quotations now being 84 and 87c.

Quotations for the week are as follows:

Barbed wire, 100 lb.	\$3 45
Plain twist	3 45
Staples	3 95
Oiled annealed wire	10 3 95
"	11 4 00
"	12 4 05
"	13 4 20
"	14 4 35
"	15 4 45
Wire nails, 30 to 60 dy, keg.	3 50
" 16 and 20	3 60
" 10	3 60
" 8	3 70
" 6	3 75
" 4	3 90
" 3	4 15
Cut nails, 30 to 60 dy.	3 20
" 20 to 40	3 25
" 10 to 16	3 30
" 8	3 35
" 6	3 40
" 4	3 50
" 3	3 85
Horsenails, 45 per cent. discount.	
Horseshoes, iron, No. 0 to No. 1	4 65
No. 2 and larger	4 40
Snow shoes, No. 0 to No. 1	4 90
No. 2 and larger	4 40
Steel, No. 0 to No. 1	4 95
No. 2 and larger	4 70
Bar iron, \$2.60 basis.	
Swedish iron, \$5.00 basis.	
Sleigh shoe steel	3 25
Spring steel	3 25
Machinery steel	3 75
Tool steel, Black Diamond, 100 lb.	8 50
Jessop	13 00
Sheet iron, black, 10 to 20 gauge, 100 lb.	3 50
20 to 26 gauge	3 75
28 gauge	4 00
Galvanized American, 16 gauge	2 79
18 to 22 gauge	4 75
24 gauge	5 00
26 gauge	5 25
28 gauge	5 50
Genuine Russian, lb.	12
Imitation "	8
Tinned, 24 gauge, 100 lb.	7 75
26 gauge	8 00
28 gauge	8 50
Tinplate, 1C charcoal, 20 x 28, box	11 00
" IX	13 00
" IXX	15 00
Ingot tin	33
Canada plate, 18 x 21 and 18 x 24	3 75
Sheet zinc, cask lots, 100 lb.	7 00
Broken lots	7 50
Pig lead, 100 lb.	6 00
Wrought pipe, black up to 2 inch	50 an 10 p.c.
Over 2 inch	50 p.c.
Rope, sisal, 7-16 and larger	\$11 50
" 3/4	12 00
" 1/2 and 5-16	12 25
Manila, 7-16 and larger	14 00
" 3/4	14 50
" 1/2 and 5-16	15 00

Solder	20
Cotton Rope, all sizes, lb.	17
Axes, chopping	\$ 7 50 to 12 00
" double bits	12 00 to 18 00
Screws, flat head, iron, bright	87 1/2
Round "	82 1/2
Flat " brass	80
Round "	75
Coach	57 1/2 p.c.
Bolts, carriage	55 p.c.
Machine	55 p.c.
Tire	60 p.c.
Sleigh shoe	65 p.c.
Plough	40 p.c.
Rivets, iron	50 p.c.
Copper, No. 8	35
Spades and shovels	40 p.c.
Harvest tools	50, and 10 p.c.
Axe handles, turned, s. g. hickory, doz.	\$2 50
No. 1	1 50
No. 2	1 25
Octagon extra	1 75
No. 1	1 25
Files common	70, and 10 p.c.
Diamond	60
Ammunition, cartridges, Dominion R.F.	50 p.c.
Dominion, C.F., pistol	30 p.c.
military	15 p.c.
American R.F.	30 p.c.
C.F. pistol	5 p.c.
C.F. military	10 p.c. advance.
Loaded shells:	
Eley's soft, 12 gauge black	16 50
chilled, 12 gauge	18 00
soft, 10 gauge	21 00
chilled, 10 gauge	23 00
Shot, Ordinary, per 100 lb.	6 25
Chilled	6 75
Powder, F.F., keg	4 75
F.F.G.	5 00
Tinware, pressed, retinned	75 and 2 1/2 p.c.
plain	70 and 15 p.c.
Graniteware, according to quality	50 p.c.

PETROLEUM.

Water white American	25 1/2 c.
Prime white American	24 c.
Water white Canadian	22 c.
Prime white Canadian	21 c.

PAINTS, OILS AND GLASS.

Turpentine, pure, in barrels	\$ 61
Less than barrel lots	66
Linseed oil, raw	84
Boiled	87
Lubricating oils, Eldorado castor	27 1/2
Eldorado engine	26 1/2
Atlantic red	29 1/2
Renown engine	41
Black oil	19 1/2
Cylinder oil (according to grade)	55 to 74
Harness oil	61
Neatsfoot oil	\$ 1 00
Steam refined oil	85
Sperm oil	1 50
Castor oil	11 1/2
Glass, single glass, first break, 16 to 25 united inches	2 25
26 to 40	2 50
41 to 50	5 50
51 to 60	6 00
61 to 70	6 50
Putty, in bladders, barrel lots	2 1/2
kegs	2 1/2
White lead, pure	7 00
No. 1	6 75
Prepared paints, pure liquid colors, according to shade and color, per gal.	\$1.30 to \$1.90

THE MANITOBA WHEAT CROP.

Notwithstanding a few reports of loss from sprouted wheat, the indications are that the Manitoba wheat crop will be fully up to the more conservative estimates. On Tuesday, of last week, G. U. Hastings, Manager of The Lake of the Woods Milling Co., Limited, who had just returned to Montreal from a trip through Manitoba and the Northwest Territories would be close to 46,000,000 bushels, leaving a surplus of 40,000,000 to be disposed of. On Monday, this week, F. W. Thomson, of The Ogilvie Milling Co., Limited, stated that the loss from sprouting would not likely be serious and the crop should net at least \$25,000,000.

HOW TO GET BUSINESS.

Now that the fall and winter trade is coming on it is time that all merchants were moving in the direction of acquiring their share of this trade. The man who reaches out for business generally gets it. The fault of a stagnant profitless business is always with the man at the head of the business—not with the community. If you want to do an increased trade, "My Ad. Writer," 33 Clinton street, Toronto, will advise you how, free of charge. Write him to-day. See ad. in another column.

ALUMINUM PLANT TO START.

A press despatch from Pittsburg says: "The Pittsburg Reduction Company has arranged for the operation of its Canadian plant next week. The plant is located on the St. Maurice river, about 12 miles from Three Rivers and half way between Montreal and Quebec. The new plant is said to have cost about \$1,000,000 to build and equip and has a capacity of about 10 tons of aluminum a day. The product of the new plant is to be exported to Great Britain as well as supply the Canadian aluminum market."

CONDENSED OR "WANT" ADVERTISEMENTS.

Advertisements under this heading, 2c. a word each insertion; cash in advance. Letters, figures, and abbreviations each count as one word in estimating cost.

SITUATION VACANT.

WANTED—Experienced Bookkeeper for large, retail hardware. Must be good on collections, and a total abstainer. Apply, stating salary, J. W. SMITH, Regina, N.W.T. (41)

SITUATION WANTED.

TRAVELLER WHO HAS HAD 14 YEARS' EXPERIENCE calling upon the wholesale hardware trade of the Dominion is open for an engagement January 1st. Best of references. Address Box No 65, CANADIAN HARDWARE AND METAL, Toronto. (41)

TRAVELLERS WANTED.

WANTED FIRST-CLASS EXPERIENCED TRAVELLERS for whole sale hardware house. State experience and qualifications. Address Box 533, London, Ont. (41)

R. BAILEY & SON

MANUFACTURERS OF

STOVE LININGS for Ranges and Ovens.

All kinds of Fire Brick and Fire Clay Work, Paving Tile, etc.

Wholesale Only. Write for particulars.

1220 Yonge Street, TORONTO.

A "Busy" Telephone Line

is a Telephone line in use.

If you receive many complaints that your line is always "Busy," it shows that while someone is talking to you someone else wants to talk to you—that your correspondence is too much for your Telephone facilities. For details apply to the local manager.

THE BELL TELEPHONE CO. OF CANADA.

SCOTCH PUDDLED IRON.

DISCUSSING "malleable" or manufactured iron in Scotland at the recent meeting of the British Association, William Wylie, of Coatbridge, said:

"The malleable or manufactured iron trade, which is sometimes spoken of as if it were becoming almost a thing of the past, has suffered less in Scotland than in most other districts. In the three principal producing districts in Britain there has been very little change during the last three years, due entirely to the activity in the trade that has existed during that time; but comparing the output of 20 years ago with last year, we find the total production of puddled iron is only 41 per cent., South Staffordshire, 40 per cent., Cleveland, 20 per cent. of what it was, while Scotland has almost remained stationary during the whole of that period. The manufacture of malleable iron commenced in Scotland over one hundred years ago at various small places, amongst them being Muirkirk Ironworks, erected in 1790, and which are still in existence; but up to the middle of the last century the trade was limited, and not to be compared in extent with that of South Wales, South Staffordshire, of the North of England; from that time onwards, however, new plants were laid down in rapid succession till about the year 1865, when the trade had reached its maximum.

"At the present time there are employed in the manufacture of malleable iron in Scotland 22 firms, owning 25 works, consisting of 396 puddling furnaces, 38 scrap furnaces, 17 bar mills, 23 guide mills, 8 strip mills, 21 sheet mills, producing 325,000 tons per annum finished iron of all kinds. All the works, with one or two exceptions, are situated in Coatbridge or Motherwell districts of Lanarkshire. No new processes have been introduced in the manufacture of puddled iron, the fundamental principles are just the same as have been in operation for the last 50 years or more, so that the only means of lowering the cost in order to meet the keen competition of modern times is by adopting, from time to time, all the minor improvements in furnaces and machinery, whereby the waste of material and consumption of fuel is lessened, the output increased, and thus the best results are obtained from the plant, and the general wages and charges are reduced. In this respect the various works have not been slow in adopting any means which they considered would be a benefit to them in their respective branches.

A quarter of a century or so ago any one passing through an iron-producing district used to be struck with the long tongues of fire from the blast furnaces, and the intermittent flames emitted from

the innumerable stalks of puddling and mill furnaces. Now all this is changed; for the former have all closed tops, the gases being used to heat the stoves and for raising steam, and there are few stalk furnaces to be seen in malleable works. The country around is now dark in comparison, the only light being the flash from opening doors or the glow from metal on pig beds and when being conveyed to hammer or rolls, the gas furnaces even requiring to be lit by electricity.

"Puddling furnaces are rather larger than formerly, working heavier heats and more per shift, and all have closed gates with forced blast underneath in order to consume smaller fuels, and have boilers attached to utilize the waste heat for steam raising. The same may be said of mill furnaces: most in this district are ordinary coal furnaces, with boilers overhead or at end (gas furnaces have not been widely adopted in iron mills here). By making these of larger capacity and devoting every attention to their construction, also by using the best types of high-speed engines and improvements about the rolls, the output of mills has been largely increased during recent years, so that it is no common occurrence to have 12-inch guide-mills heating in two furnaces and rolling 30 to 40 tons of iron piles per turn of 12 hours, which is quite equal to the best practice of any district, even of our American cousins in the same class of work.

"A very varied class of trade is conducted in the iron mills in the district both as regards the qualities and descriptions of materials produced.

"Best Scotch iron commands a high reputation, and all qualities are manufactured, from the common unmarked bars for the export market to the highest grades that can be produced; and, situated as all works are, within a short distance from Glasgow and the Clyde shipyards, where there is a concentration of all the allied industries—shipbuilding, marine engineering, boiler-making, locomotive building, pipe and general foundry, machine tools and general engineering, and fence, bridge and roof building—there is a steady and large outlet for all sizes and descriptions of bars, ship and boiler plates, hoops, sheet and sectional iron of all kinds. As a metallurgical centre the Scotch ironworkers are therefore most favorably situated, having the great natural advantage of being within easy access of a seaport, as well as being in the midst of a perfect hive of allied industries."

Mrs. J. H. A. Gravel has registered under the style of J. H. A. Gravel & Co., general merchants, Montreal.

Mrs. Amadee Demesnil has registered under the style of A. Dumesnil & Co., general merchants, Cascade Point, Que.

SPECIAL TO THE TRADE

Each year, immediately before the winter freight rates are in force, we receive a large number of orders to be shipped "at summer rates." Even with an extra staff it is sometimes difficult to do this, because the teams available cannot haul away fast enough.

Our Friends will be better served if they will kindly forward their requisition at once and thus avoid the inevitable congestion which invariably occurs if orders are kept back. Every department is working full time and stocks are complete.

THE CANADA PAINT COMPANY LIMITED

MONTREAL and TORONTO.

MARKETS AND MARKET NOTES

QUEBEC MARKETS.

Montreal, October 11, 1901.

HARDWARE.

TRADE is quite brisk and retailers are preparing for the advent of winter freights rates and the closing of ocean, lake and river traffic, by placing good fall orders. The feature of the week is an advance in the price of bolts and nuts, amounting, on the whole, to about 10 per cent. Prices are now out on harvest tools for 1902 and they are much lower than they were this season. Reaping hooks and hay knives are now quoted at net prices; in the other

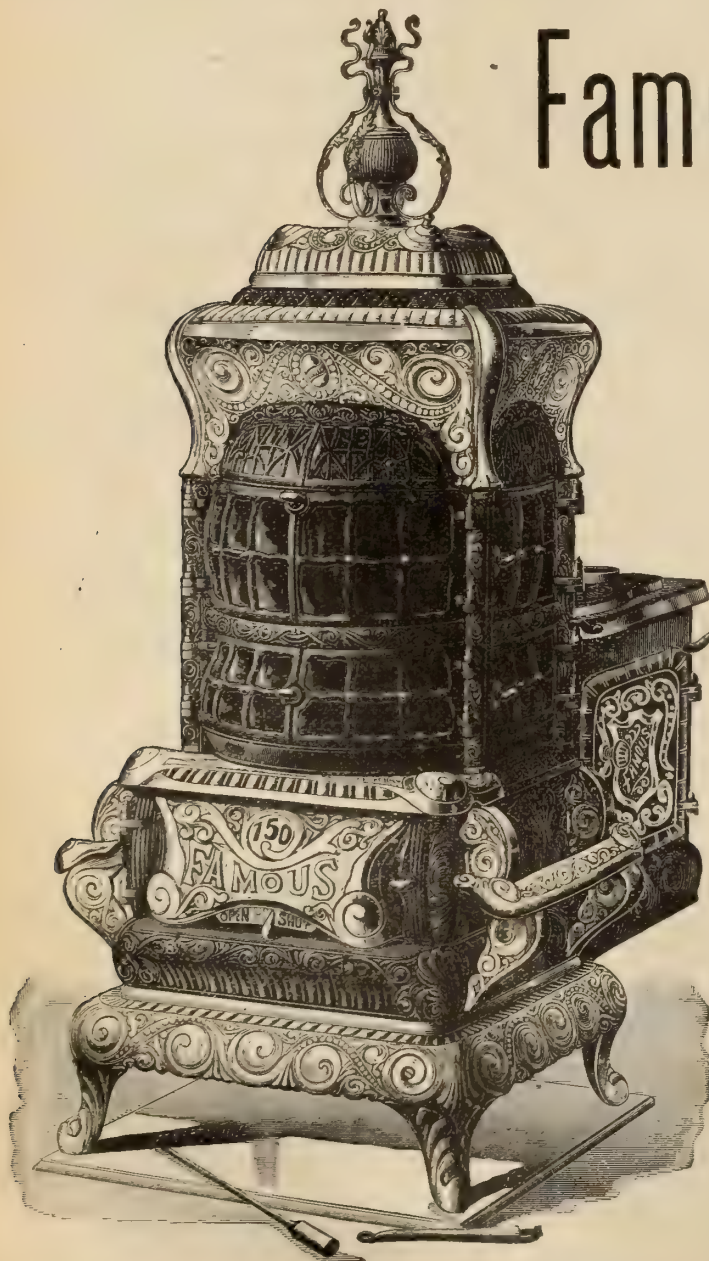
lines the list has been, generally speaking, raised and instead of 50, 10 and 5, the discount is now 70 per cent. An advance of 15c. has been made in the price of bladder putty on account of the high price of bladders. All lines of shelf goods are moving very freely while axes and other fall goods continue in splendid request. At the advances of last week cordage keeps very firm. Wire nails, horse nails and horseshoes are all moving well.

BARB WIRE—A few orders of a sorting-up order have come to hand, but the aggregate of business is not large. The price is steady at \$3.05 per 100 lb. f.o.b. Montreal.

GALVANIZED WIRE—Trade is limited to small orders. We quote: No. 5, \$1.25; Nos. 6, 7 and 8 gauge, \$3.55; No. 9, \$3.10; No. 10, \$3.75; No. 11, \$3.55; No. 12, \$3.25; No. 13, \$3.35; No. 14, \$1.25; No. 15, \$1.75; No. 16, \$5.

SMOOTH STEEL WIRE—Supplies are now coming forward as required. The demand for hay-baling wire is still strong. We quote oiled and annealed: No. 9, \$2.80; No. 10, \$2.87; No. 11, \$2.90; No. 12, \$2.95; No. 13, \$3.15 per 100 lb. f.o.b. Montreal, Toronto, Hamilton, London, St. John and Halifax.

FINE STEEL WIRE—There is nothing new to report. The discount is 17½ per cent.



WITH OVEN AND DOUBLE HEATER ATTACHMENT

Famous Base Burner

For economy in fuel and handsome appearance the

Famous Base Burner

is positively without a rival in Canada or the United States.

Made in three sizes for parlor and two with oven.

We are also making the

Famous "B" Base Burner

in two sizes for parlor, and the

Victorian Double Heater

in three sizes for parlor, and two with oven.

We have in these three heaters the most complete line of Base Burners in Canada.

Write for further information and free advertising matter.

RETURNED

THE

McClary Manufacturing Co.,

LONDON, TORONTO, MONTREAL, WINNIPEG,
VANCOUVER AND ST. JOHN, N.B.

"Everything for the Tinshop."

DEC 13 1901

THE PAGE-HERSEY IRON & TUBE CO.

Limited

MONTREAL

Manufacturers of

Wrought Iron Pipe

For Water, Gas, Steam, Oil,
Ammonia and Machinery.

**DRAIN PIPES,
PORTLAND CEMENTS,
FIRE BRICKS AND CLAY
SILICA AND MAGNESIA
BRICKS,**

with specially prepared mortar.

Contractors' and Founders'
Supplies.

F. HYDE & CO.

31 WELLINGTON ST., MONTREAL

... FULL STOCK ...

Salt Glazed Vitrified



Double Strength Culvert Pipe
a Specialty.

THE CANADIAN SEWER PIPE CO.

HAMILTON, ONT. TORONTO, ONT.
ST. JOHNS, QUE.

Deseronto Iron Co.

LIMITED

DESERONTO, ONT.

Manufacturers of

Charcoal Pig Iron

BRAND "DESERONTO."

Especially adapted for Car Wheels, Malleable Castings, Boiler Tubes, Engine Cylinders, Hydraulic and other Machinery where great strength is required; Strong, High Silicon Iron, for Foundry Purposes.

BRASS AND COPPER WIRE—This line is featureless. The discounts are still 55 and 2½ per cent. on brass and 50 and 2½ per cent. on copper.

FENCE STAPLES—A few orders have been filled this week. We quote: \$2.25 for bright and \$3.75 for galvanized, per keg of 100 lb.

WIRE NAILS—A good demand is again reported for nails. Prices are unchanged. We now quote: \$2.85 for small lots and \$2.77½ for carlots, f.o.b. Montreal, London, Toronto, Hamilton and Gananoque.

CUT NAILS—Business has been extremely brisk this week, some large fall orders having been placed. We quote: \$2.55 per keg for small and \$2.15 for carlots; flour barrel nails, 25 per cent. discount; coopers' nails, 30 per cent. discount.

HORSE NAILS—Some fair orders have been placed this week at ruling figures. "C" brand is held at a discount of 50 and 7½ per cent. off the new list. "M" brand is quoted at 60 per cent. off old list on oval and city head and 66 2-3 per cent. off countersunk head. Monarch's discount is 66 2-3 per cent., and 70 per cent. in 25-box lots.

HORSESHOES—Fall trade is extremely brisk. We quote as follows: Iron shoes, light and medium pattern, No. 2 and larger, \$3.50; No. 1 and smaller, \$3.75; snow shoes, No. 2 and larger, \$3.75; No. 1 and smaller, \$4; X L steel shoes, all sizes, 1 to 5, No. 2 and larger, \$3.60; No. 1 and smaller, \$3.85; feather-weight, all sizes, \$4.85; toe weight, steel shoes, all sizes, \$5.95 f.o.b. Montreal; f.o.b. Hamilton, London and Guelph, 10c. extra.

SCREWS—The screw trade is quite good as dealers are ordering fearlessly. Discounts are: Flat head bright, 87½ and 10 per cent. off list; round head bright, 82½ and 10 per cent.; flat head brass, 80 and 10 per cent.; round head brass, 75 and 10 per cent.

BOLTS—Bolts and nuts have been advanced about 10 per cent. The new discounts are now as follows: Norway carriage bolts, 60 and 5 per cent.; common, 55 and 5 per cent.; full square carriage bolts, 60 and 5 per cent.; machine bolts, 55 and 5 per cent.; coach screws, 70 per cent.; sleigh shoe bolts, 70 per cent.; blank bolts, 60 per cent.; bolt ends, 60 per cent.; plough bolts, 55 and 5 per cent.; tire bolts, 67½ per cent.; stove bolts, 67½ per cent. To any retailer an extra discount of 5 per cent. is allowed. Nuts, square, 3½c. per lb. off list; hexagon nuts, 4c. per lb. off list. To all retailers an extra discount of ½c. per lb. is allowed.

BUILDING PAPER—The demand is well maintained. We quote: Tarred felt, \$1.70 per 100 lb.; 2 ply, ready roofing, 80c. per roll; 3 ply, \$1.05 per roll; carpet felt, \$2.25 per 100 lb.; dry sheathing, 30c. per roll; tar sheathing, 40c. per roll; dry fibre, 50c. per roll; tarred fibre, 60c. per roll; O.K. and I.X.L., 65c. per roll; heavy straw sheathing, \$2.80 per ton; slaters' felt, 50c. per roll.

RIVETS AND BURRS—A good business is being done at unchanged figures. Discounts are now quoted as follows: Best iron rivets, section, carriage, and wagon box, black rivets, timed do., coopers' rivets and timed swedes rivets, 60 and 10 per cent.; swedes iron burrs are quoted at 55 per cent. off; copper rivets, 35 and 5 per cent. off, and coppered iron rivets and burrs, in 5 lb. carton boxes, are quoted at 60 and 10 per cent. off list.

Sanderson's TOOL STEEL

Unequalled for Quality.
Large Assortment in Stock.

A. C. LESLIE & CO.

CANADIAN AGENTS

MONTREAL.



IRON AND
BRASS

Pumps

Force, Lift and Cistern
Hand and Power.

For all duties. We can supply your wants with—quality the best and prices right. Catalogues and full information for a request.

THE R. McDOUGALL CO., Limited

Manufacturers.

Galt, Canada.

ADAM HOPE & CO.

Hamilton, Ont.

We offer from stock

Coke Tin Plates 1 C 14 x 20,

" " 1 C 20 x 28,

Galvanized Sheet Iron,

"Comet" and American Brands.

L. and F. Ingot Tin,

Straits Tin,

Ingot Copper,

Pig Lead, Spelter and Antimony.

NOVA SCOTIA STEEL CO.

Limited

NEW GLASGOW, N.S.

Manufacturers of

Ferrona Pig Iron

And SIEMENS MARTIN

Open Hearth Steel



Elastilite is an inside or outside Varnish. It combines the good qualities of both, but is entirely free from their faults.

Comparative tests have proved it to be more durable in the salt waters and salt air of the Atlantic and Pacific Coasts than many of the best coach body varnishes.

Having stood these tests nothing more can be desired. Our customers all say it's good, and they ought to know. Cabinet can free with the above assortment. Write for particulars.

Manufactured only by

The Imperial Varnish & Color Co. LIMITED
TORONTO, ONT., CANADA.

Window Glass

Window Glass

We are receiving large consignments of Window Glass by the following Steamers, viz. :

**Belgian, Mexican,
Boliviana, Cebriana—**

and will be able to fill all orders promptly.

**THE JOHN BOWMAN
HARDWARE & COAL CO.,
LONDON, ONT.**

CORDAGE—The market is quite stiff, although without change. Manila is quoted at 11c., British Empire at 11½c. and lath yarn at 9½c. Manitoba prices are: Manila, 14½c., British Empire, 12c.; sisal, 11½c., and lath yarn, 10½c.

HARVEST TOOLS—This week the Canadian manufacturers have issued their new prices on harvest tools for season 1902. The whole list is revised and the discount has been raised to 70 per cent. Reaping hooks and hay knives have been put down at net prices, while on forks and rakes the list prices have been raised somewhat. As was expected prices will be considerably below those of last year.

SPADES AND SHOVELS—There is nothing new to report. The discount is 40 and 5 per cent.

FIREBRICKS—The demand is quite slow and arrivals are light. We quote: Scotch at \$17.50 to \$22 and English at \$17 to \$21 per 1,000 ex-wharf.

CEMENT—There is a fair demand for cement at unchanged prices. We quote: German cement, \$2.25 to \$2.40; English, \$2.20 to \$2.35; Belgian, \$1.65 to \$1.95 per bbl. ex-wharf, and American, \$2.15 to \$2.30 ex-cars.

METALS.

Although arrivals are somewhat freer goods are none too plentiful and no one has any large stocks. The English market is somewhat weaker on Canada and tinplates for November and December delivery. Prices have been shaded somewhat on tinplates this week. Bar iron is strong as also is iron pipe.

PIG IRON—Business is not very active, while prices are steady at \$20 to \$20.50 for Summerlee and \$18 to \$19 for Canadian pig.

BAR IRON—The market is strong and

to-day it is difficult to get \$1.90 shaded for merchants' bar. Horseshoe is worth \$2.15.

BLACK SHEETS—There are more black sheets on the market this week and offerings of 28 gauge are freely made at \$2.75. We quote: 28 gauge, \$2.75; 26 gauge, \$2.65; 22 to 24 gauge, \$2.55, and 20 to 20 gauge, \$2.55.

GALVANIZED IRON—The market continues quite strong and prices are maintained. We quote as follows: No. 28, Queen's Head, \$4.50; Apollo, 10½ oz., \$4.50; Comet, \$4.25, with 25c. extra in less than case lots.

COPPER—There is a fair inquiry for copper at 17½c.

INGOT IRON—The market is rather weak, and dealers here quote 29c.

LEAD PIPE—The demand is quite good and jobbers report a satisfactory business. We quote: 7c. for ordinary and 7½c. for composition waste, with 30 per cent. off.

IRON PIPE—The market is strong and active but our quotations will still stand. We quote: Black pipe, ¼, \$2.90 per 100 ft.; ½, \$2.80; ¾, \$3; 1-in., \$4.75; 1½, \$6.75; 2-in., \$8.10; 2½, \$10.80. Galvanized, ¼, \$4.20; ½, \$4.75; 1-in., \$6.50; 1½, \$9.50; 2-in., \$11.40; 2½, \$15.20.

TIN PLATES—Supplies have increased somewhat during the week and this has led to some shading from the high prices that have prevailed. Cokes are now worth \$4.25 to \$4.35 and charcoal, \$4.75.

CANADA PLATE—The English market is a little easier, but values here are well maintained. We quote: 52's, \$2.70 to \$2.75; 60's, \$2.80 to \$2.85; 75's, \$2.85 to \$2.90; full polished, \$3.75, and galvanized, \$1.25 to \$4.50.

STEEL—Unchanged. We quote: Sleigh shoe, \$2; tire, \$2.05; bar, \$2; spring, \$2.75; machinery, \$2.75, and toe-calk, \$2.60.

SHEET STEEL—We quote: Nos. 10 to 20, \$2.50; 3-16, \$2.05; ¼, 5-16 and ¾, \$2.15.

TOOL STEEL—Black Diamond, 8c. and Jessop's, 13c.

TERNE PLATES—Some lots have changed hands this week at \$7.75 to \$8.

COIL CHAIN—There is nothing new to report. Deliveries from England are slow. We quote as follows: No. 6, 12½c.; No. 5, 10½c.; No. 4, 10c.; No. 3, 9½c.; ½-in., 7½c. per lb.; 5-16, \$4.80; 5-16 exact, \$5.25; ¾, \$4.25; 7-16, \$4.05; ¾, \$3.85; 9-16, \$3.75; ¾, \$3.55; ¾, \$3.50; ¾, \$3.45; 1-in., \$3.45. In carload lots an allowance of 10c. is made.

SHEET ZINC—Is selling as last week at \$5.75 to \$6.

ANTIMONY—Quiet at 10c.

ZINC SPELTER—Steady at 5c.

SOLDER—We quote: Bar solder, 18c.; wire solder, 20c.

GLASS.

The market is strong and active. Fall supplies are on the way. We quote as follows: First break, 50 ft., \$2.10; second, \$2.20 for 50 ft.; first break, 100 ft., \$4, second break, \$4.20, third break, \$4.70 and fourth break, \$4.95.

PAINTS AND OILS.

On account of the high cost of bladders, the price of putty in bladders has been raised by 15c. per 100 lb. Linseed oil and turpentine remain unchanged. Trade is good in paints, dry colors and varnishes, and manufacturers are rushing out goods before the advent of winter freight rates. We quote:

WHITE LEAD—Best brands. Government standard, 86; No. 1, \$5.62½; No. 2, \$5.25; No. 3, \$1.87½, and No. 4, \$4.50 all f.o.b. Montreal. Terms, 3 per cent. cash or four months.

DRY WHITE LEAD \$5.25 in casks; kegs, \$5.50.

DRY WHITE ZINC—Pure dry, 6½c.; No. 1, 5½c.; in oil, pure, 7½c.; No. 1, 6½c.; No. 2, 5½c.

PUTTY—We quote: Bulk, in bbls., \$1.90 per 100 lb.; bulk, in less quantity, \$2.05; bladders, in bbls., \$2.25; bladders, in 100 or 200 lb. kegs or boxes, \$2.10; in tins, \$2.55 to \$2.65; in less than 100 lb. lots, \$3 f.o.b. Montreal, Ottawa, Toronto, Hamilton, London and Guelph. Maritime Provinces, 10c. higher, f.o.b. St. John and Halifax.

RED LEAD—Genuine red lead in casks, \$1.50; in 100 lb. kegs, \$1.75; less quantities, \$5.75 per 100 lb. No. 1 red lead, casks, \$1.25; kegs, \$1.50, and smaller quantities, \$5.50.

ORANGE MINERAL Casks, 7c.; 100 lb. kegs, 7½c.; smaller quantities, 8½c.

LITHARGE—Ground, casks, 5c.; less, 5½c.; flake litharge, casks, \$5.25; smalls, \$5.75 per 100 lb.

LINSEED OIL—Raw, 79c.; boiled, \$2c. in 5 to 9 bbls., 1c. less, 10 to 20 bbl. lots open, net cash, plus 2c. for four months. Delivered anywhere in Ontario between Montreal and Oshawa at 2c. per gal. advance and freight allowed.

TURPENTINE—Single bbls., 54c.; 2 to 4 bbls., 53c.; 5 bbls. and over, open terms, the same terms as linseed oil.

MIXED PAINTS—\$1.20 to \$1.45 per gal.

CASTOR OIL—8¾ to 9½c. in wholesale lots, and ½c. additional for small lots.

SEAL OIL—47½ to 49c.

COD OIL—32½ to 35c.

NAVAL STORES—We quote: Resins, \$2.75 to \$4.50, as to brand; coal tar, \$3.25 to \$3.75; cotton waste, 4½ to 5½c. for colored, and 6 to 7½c. for white; oakum, 5½ to 6½c., and cotton oakum, 10 to 11c.

SCRAP METALS.

The market is rather more active than it was last week, but prices show no change. Dealers are now paying the following prices in the country: Heavy cop. per and wire, 13¼ to 14c. per lb.; light copper, 12 to 12½c.; heavy brass, 12 to 12½c.; heavy yellow, 9½ to 10c.; light brass, 6½ to 7c.; lead, 2½ to 2¾c. per lb.; zinc, 2½ to 2¾c.; iron, No. 1 wrought, \$11 to \$15 per gross ton f.o.b. Montreal; stove plate, \$8 to \$9; machinery scrap, \$15; light iron, No. 2, \$1 a ton; malleable and steel, \$4; rags, country, 60 to 70c. per 100 lb.; old rubbers, 7 to 7½c. per lb.

HIDES.

Outside competition is still noticeable. The market is very firm at \$c. for No. 1. Lambskins are again advanced 10c., but others now being paid 50c. Tanners are buying freely. We quote: Light hides, \$c. for No. 1, 7c. for No. 2, 6c. for No. 3. Lambskins, 50c.

MARKET NOTES.

Bolts and nuts are both advanced.

Putty in bladders is 15c. per 100 lb. higher all around.

The prices of harvest tools for 1902 are considerably below those of last year.

ONTARIO MARKETS.

TORONTO, Oct. 11, 1901.

HARDWARE.

BUSINESS is keeping up fairly well. There have been a few changes in prices during the week, the most important is that in regard to harvest tools. The manufacturers have issued a new list and new discounts. Bolts have also been advanced in price. An advance has been made in a couple of instances in bladder putty. These are practically the only changes worthy of note. Some inquiries are reported for skates, axes, axe handles, and there has been some movement in sleigh bells. Wire nails keep in good demand for small quantities. A nice business is being done in fence wires for this time of the year. Horseshoes and horse nails are moving freely. A good demand is being experienced in building paper, and stoves and furnaces. Screws and rivets and burrs are still meeting with a fair demand.

BARB WIRE—There is still quite a fair demand for barb wire. We quote: \$3.05 per 100 lb. from stock Toronto; and \$2.82½ f.o.b. Cleveland for less than carlots, and \$2.70 for carlots.

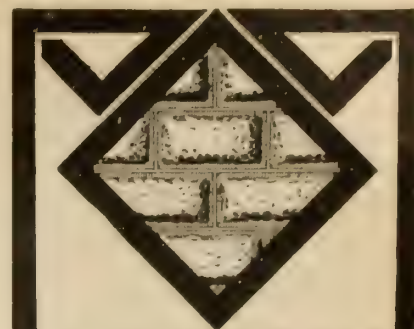
GALVANIZED WIRE—There is still some business being done, particularly in No. 9. We quote: Nos. 6, 7 and 8, \$3.50 to \$3.85 per 100 lb., according to quantity; No. 9, \$2.85 to \$3.15; No. 10, \$3.60 to \$3.95; No. 11, \$3.70 to \$4.10; No. 12, \$3 to \$3.30; No. 13, \$3.10 to \$3.40; No. 14, \$4.10 to \$4.50; No. 15, \$4.60 to \$5.05; No. 16, \$4.85 to \$5.35. Nos. 6 to 9 base f.o.b. Cleveland are quoted at \$2.57½ in less than carlots and 12c. less for carlots of 15 tons.

SMOOTH STEEL WIRE—Quite a little hay-baling wire is still moving, and there is a moderate sorting-up demand in ordinary oiled and annealed. We quote the net selling prices: Nos. 6 to 8, \$2.90; 9, \$2.80; 10, \$2.87; 11, \$2.90; 12, \$2.95; 13, \$3.15; 14, \$3.37; 15, \$3.50; 16, \$3.65. Delivery points, Toronto, Hamilton, London and Montreal, with freights equalized on those points.

WIRE NAILS—A steady trade in small sorting-up lots is still being done, and prices are firm. The base price is \$2.85 for less than carlots, and \$2.77½ for carlots. Delivery points Toronto, Hamilton, London, Gananoque and Montreal.

CUT NAILS—These are still dull, the base price is \$2.55 per keg, with 10c. allowance on carlots.

HORSE NAILS—The movement in horse nails continues good. Discounts on "C" brand, oval head, 50 and 7½ per cent. off new list, and on "M" and other brands, 50, 10 and 5 per cent. off the old list. Countersunk head 60 per cent.



A handsome steel siding for all kinds of building purposes; supplied either Galvanized or Painted.

OUR ROCK FACED STONE

is fire and damp proof—resists all weather conditions—is very reasonably priced—and can be so easily applied it gives universal satisfaction.

Find further facts about it in our catalog.

Metallic Roofing Co., Limited,
Wholesale Manufacturers,
Toronto, - - - Canada

HORSESHOES—A good many of these have been going out during the past week. We quote f. o. b. Toronto, as follows: Iron shoes, No. 2 and larger, light, medium and heavy, \$3.60; snow shoes, \$3.85; light steel shoes, \$3.70; featherweight (all sizes), \$4.95; iron shoes, No. 1 and smaller, light, medium and heavy (all sizes), \$3.85; snow shoes, \$4; light steel shoes, \$3.95; featherweight (all sizes), \$4.95.

SCREWS—Business continues steady and prices unchanged. Discounts are as follows: Flat head bright, 87½ and 10 per cent.; round head bright, 82½ and 10 per cent.; flat head brass, 80 and 10 per cent.; round head brass, 75 and 10 per cent.; round head bronze, 65 per cent., and flat head bronze at 70 per cent.

RIVETS AND BURRS—A nice steady trade continues to be the feature of this line. We quote: Iron rivets, 60 and 10 per cent.; iron burrs, 55 per cent.; copper rivets and burrs 25 and 5 per cent.

BOLTS AND NUTS—The expected advance has at last taken place, as will be noticed from the following quotations: We quote as follows: Carriage bolts (Norway), full square, 65 per cent.; carriage bolts full square, 65 per cent.; common carriage bolts, all sizes, 60 per cent.; machine bolts, all sizes, 60 per cent.; coach screws, 70 per cent.; etc., unchanged.

ROPE—The demand for rope is fair, and prices firm. Manilla is quoted at 14c., sisal at 11c. and lath yarn at 10½c.

ROPE HALTERS—In sympathy with the advance in raw material sisal halters have

been advanced slightly in price by the manufacturers.

SPORTING GOODS—Business continues good in ammunition, guns and rifles.

CUTLERY—There is still a fair sorting-up trade in general cutlery.

BUILDING PAPER—Business in this line continues brisk and prices unchanged. We quote. Tarred roofing, \$1.70; building paper, 30c.; tarred paper, 40c.

ELBOWS—A nice trade is still being done. We quote 5 and 6 inch common at \$1.20, and 7 inch at \$1.35; polished, 15c. per dozen extra.

BELTING—Trade is seasonable fair. We quote: Extra 60 and 10 per cent.; standard 60, 10 and 10 per cent.; No. 1 70 per cent.; agricultural 70 and 10 per cent.

STOVES AND FURNACES—An active trade is still the feature with the continued scarcity of supplies.

TINWARE AND ENAMELLED WARE—Business in tinware and enamelled ware is fair for this time of the year.

HARVEST TOOLS—As will be noticed in detail elsewhere, the manufacturers in Canada have issued a new list and also a new discount, the latter being 50 per cent., instead of 50 and 10 per cent. as formerly. Some descriptions of harvest tools, such as reaping hooks and hay knives are now upon the net list.

CEMENT—We quote barrel lots as follows: Canadian portland, first grade, \$2.35 to \$2.75; German, \$3 to \$3.15; English, \$3; Belgian, \$2.50 to \$2.75; Canadian hydraulic, \$1.25 to \$1.50.

METALS.

The metal market continues in good shape, particularly in regard to sheet metals, which are still scarce and firm in price. Pig iron is still firm and in fair demand. Pig tin has rallied slightly in the outside markets, but there is no change to note.

PIG IRON—The market is firm with a slightly upward tendency. Advices from the United States indicate slight advances. Prices locally are firm with No. 2 Canadian foundry iron quoted at \$18 on track, Toronto.

BAR IRON—The demand continues good with prices firm at \$1.90 base.

STEEL—The steel market is characterized by a good deal of strength and the demand is good. We quote as follows: Merchantable cast steel, 9 to 15c. per lb.; drill steel, 8 to 10c. per lb.; "BC" and "Black Diamond" tool steel, 10 to 11c.; Jessop's, Morton's and Firth's tool steel, 14c.; toe calk steel, \$2.85 to \$3; tire steel, \$2.30 to \$2.50; sleighshoe steel,

\$2.10 to \$2.25; reeled machinery steel, \$3; hoop steel, \$3.10.

BLACK SHEETS—The demand for black sheets continues good. We quote: Common, \$3.15 for 28-gauge; and dead flat at \$2.50 for 26 gauge.

CANADA PLATES—The price of these has been advanced 25c. per box, and we now quote all dull, \$3.15; half polished, \$3.25; and all bright, \$3.75. The demand continues good, while stocks are practically nil.

GALVANIZED SHEETS—The demand for galvanized sheets is still brisk and stocks light. The ruling quotation for "Queen's Head" is still \$4.60 in case lots and \$4.75 in less quantities.

PIG TIN—There has been a fair business in small lots at 30c. per lb. The outside markets have rallied somewhat within the last day or so.

TINPLATES—Local stocks are so small that very little business has been done. Shipments coming forward are still disappointing. We quote I C at \$4.75.

TINNED SHEETS—The demand for tinned sheets has been fair and the ruling quotation is still 8½c. for 28 gauge.

TERNE PLATES—These have been quiet during the past week, and the quotation for I C is unchanged at \$9.

COPPER—A little trade is being done in ingot copper at 17¾c. Sheet copper is in fairly active demand at 23 to 25c.

BRASS—A fair amount of business is being done in this line. Discount on rod and sheet, 10 per cent.

SOLDER—The demand for this continues good and prices unchanged. We quote: Half-and-half, guaranteed, 19½c.; do., commercial, 19c.; refined, 18½c.; wiping, 18c.

IRON PIPE—A fair business continues to be done at \$5 for 1-inch black, and \$7.36 for 1-inch galvanized.

LEAD—Business is fair and prices unchanged at 4 to 4¼c. per lb.

ZINC SPELTER—The demand is moderate at 5½ to 6c.

ZINC SHEET—Trade is good at 6c. for cask lots and 6¼c. for part casks.

ANTIMONY—There is fairly little being done. We still quote 10½ to 11c. per lb.

PAINTS AND OILS.

The demand for nearly all lines continues to improve, though turpentine and prepared paints show little activity. The primary markets hold steady, hence there is no change in prices, except in putty in bladders. We quote:

WHITE LEAD—Ex Toronto, pure white lead, \$6.12½; No. 1, \$5.75; No. 2, \$5.37½; No. 3, \$5.00; No. 4, \$4.62½; genuine dry white lead in casks, \$5.12½.

RED LEAD—Genuine, in casks of 560 lb., \$5.25; ditto, in kegs of 100 lb., \$5.50; No.

Oakey's

The original and only Genuine Preparation for Cleaning Cutlery. 6d. and 1s. Canisters.

'WELLINGTON'

KNIFE POLISH

JOHN OAKEY & SONS, LIMITED

MANUFACTURERS OF

Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.
Wellington Mills, London, England.

Agent:

JOHN FORMAN, 644 Craig Street
MONTREAL



COVERT MFG. CO.

West Troy, N.Y.

Steel Carriage and
Wagon Jacks,

Harness Snaps, Chain, Rope and Web
Goods, etc.

FOR SALE BY JOBBERS AT MFRS. PRICES.

PRIEST'S CLIPPERS

Largest Variety,
Toilet, Hand, Electric Power
ARE THE BEST.
Highest Quality Grooming and
Sheep-Shearing Machines.
WE MAKE THEM.
SEND FOR CATALOGUE TO
American Shearer Mfg. Co., Nashua, N.H., U.S.A.

Don't Forget the Name...

NEWMAN'S INVINCIBLE FLOOR SPRINGS

Strong, Quick, Reliable, Effective.

Will close a door against any pressure of wind. Far ahead of ordinary door springs, pneumatic or otherwise. Ask your wholesaler.

W. NEWMAN & SONS, Birmingham.

Oneida Community Goods

HALTERS, COW TIES, SNAPS, etc., etc.,

in all sizes and styles. May be had of all
jobbers throughout Canada.

Factory—NIAGARA FALLS, ONT.

MACKENZIE BROS.

HARDWARE

MANUFACTURERS' AGENTS,

Travellers covering Manitoba,
Northwest Territories and
British Columbia.

WINNIPEG
MAN.

CORRESPONDENCE SOLICITED.

THE PULLMAN PNEUMATIC

Combined

Door Check
and Spring.



for Screen Doors. Small, Simple, Strong, Perfect and
Ornamental. Low in Price.

PULLMAN SASH BALANCE CO.,
ROCHESTER, N.Y., U.S.A.

1, in casks of 560 lb., \$4.50; ditto, kegs of 100 lb., \$4.75.

LITHARGE—Genuine, 6¼ to 6½c.

ORANGE MINERAL—Genuine, 7½ to 8c.

WHITE ZINC—Genuine, French V.M., in casks, \$6 to \$6.25; Lehigh, in casks, \$6.

BENZINE—In barrel lots, 18 to 20c. per gal.; less quantities, 25c. per gal.

PARAFFIN WHITE—90c. to \$1 per 100 lb.

WHITING—65c. per 100 lb.; Gilders' whitening, 80c.

GUM SHELLAC—In cases, 22c.; in less than cases, 25c.

PUTTY—Bladders, in bbls., \$2.25; bladders, in 100 lb. kegs, \$2.40; bulk in bbls., \$1.90; bulk, less than bbls. and up to 100 lb., \$2.05; bladders, bulk or tins, less than 100 lb., \$2.90.

PLASTER PARIS—New Brunswick, \$1.90 per bbl.

PUMICE STONE—Powdered, \$2.50 per cwt. in bbls., and 4 to 5c. per lb. in less quantity; lump, 10c. in small lots, and 8c. in bbls.

LIQUID PAINTS—Pure, \$1.20 to \$1.30 per gal.

CASTOR OIL—English, in cases, 9½ to 10c. per lb. and 10 to 10½c. for single tins.

LINSEED OIL—Raw, 1 to 4 barrels, 81c.; boiled, 84c.; 5 to 9 barrels, raw, 80c.; boiled, 83c., delivered. To Toronto, Hamilton and London, 2c. less.

TURPENTINE—Single barrels, 55c.; 2 to 4 barrels, 54c., delivered. Toronto, Hamilton and London 1c. less. For less quantities than barrels, 5c. per gallon extra will be added, and for 5-gallon packages, 50c., and 10-gallon packages, 80c. will be charged.

GLASS.

There is an excellent movement of glass from stock. Import arrivals are not large, but have been sufficient to considerably relieve the shortage. We quote as follows: Under 26 in., \$4.15; 26 to 40 in., \$4.45; 41 to 50 in., \$4.85; 51 to 60 in., \$5.15; 61 to 70 in., \$5.50; double diamond, under 26 in., \$6; 26 to 40 in., \$6.65; 41 to 50 in., \$7.50; 51 to 60 in., \$8.50; 61 to 70 in., \$9.50, Toronto, Hamilton and London. Terms, 4 months or 3 per cent. 30 days.

OLD MATERIAL.

The market continues dull, with prices steady and unchanged. We now quote jobbers' prices as follows: Agricultural 60c. per cwt.; machinery cast, 60c. scrap, per cwt.; stove cast, 40c.; No. 1 wrought 50c. per 100 lb.; new light scrap copper, 12c. per lb.; bottoms, 11c.; heavy copper, 13c.; coil wire scrap, 12½c.; light brass, 7c.; heavy yellow brass, 10c. heavy red brass, 10½c.; scrap lead, 2½c.; zinc, 2c.; scrap rubber, 6½c.; good country mixed rags, 65 to 75c.; clean dry bones, 40 to 50c. per 100 lb.

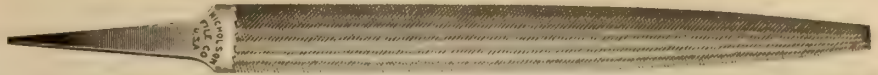
COAL.

The scarcity of cars is curtailing shipments somewhat, but there is a big trade doing, nevertheless. Prices are unchanged. We quote anthracite at international bridges as follows: Grate, \$4.75 per gross ton; egg, stove and nut, \$5 per gross ton.

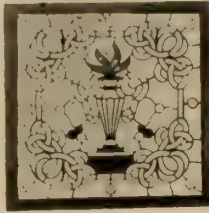
FILES

7 FACTORIES
10 BRANDS

RASPS



NICHOLSON FILE CO., Providence, R.I., U.S.A.



LEADED ART GLASS

That will please your client is manufactured by

THE WOOD ART GLASS CO., London, Ont.

Catalogue or Special Designs on Application.



E. B. SALYERDS

Manufacturer of

Hockey Sticks

PRESTON,

Ontario, - Canada.

The Best Stick.

Made of Rock Elm.

Wholesale Trade Only Supplied

Ask your Wholesale House for the Preston make of Stick.

Write for Prices.

PETROLEUM.

The demand continues to improve at steady prices. We quote as follows: Pratt's Astral 16½ to 17c. in bulk (barrels, \$1 extra); American water white, 17 to 17½c. in barrels; Photogene, 16 to 16½c.; Sarnia water white, 15½ to 16c. in barrels; Sarnia prime white, 14½ to 15c. in barrels.

MARKET NOTES.

Bolts are dearer.

A new list and discount sheet has been issued on harvest tools.

Canada plates are quoted 25c. higher.

BRITISH PIG IRON PRODUCTION.

THE statistics which have been collected from makers by the British Iron Trade Association show that in the first half of the year 1901 the total make of pig iron in the United Kingdom was 3,884,544 tons, against 4,540,403 tons in the first half of the previous year. The greatest decrease of production appears in the Cleveland district—the region commonly spoken of as that of Middlesbrough—where the falling off amounts to 130,778 tons; but in the adjoining district of Durham, where there is a much larger relative output of hematite, the reduction has only been 19,902 tons. South Wales, where the output has been materially affected by the situation at the Blaenavon Works and by other circumstances, shows a reduced output to the

extent of 97,747 tons; and there is also a material falling off in the hematite producing districts of West Cumberland and Northwest Lancashire. Shropshire is the only district that shows an increase on 1900, but the iron industry of this once important centre of pig making is now too limited, both absolutely and relatively, to much affect the general results, which are shown in the following table:

MAKE OF PIG IRON IN THE FIRST HALF OF 1901
COMPARED WITH THE FIRST HALF OF 1900.

	1901. Tons.	1900. Tons.	Decrease in 1901. Tons.
Scotland	475,000	567,000	92,000
Durham	470,186	490,088	19,902
North Yorkshire	923,904	1,054,682	130,778
South Wales	350,846	448,593	97,747
West Cumberland ..	391,722	451,759	60,037
Lancashire	336,882	365,031	28,149
South Staffordshire ..	165,151	201,020	35,869
Derbyshire	139,495	177,706	38,211
Notts and Leicester ..	130,014	132,393	2,379
Northamptonshire ..	104,000	126,871	22,871
Lincolnshire	120,031	156,987	36,956
North Staffordshire ..	115,265	168,652	53,387
South and West Yorkshire	121,284	140,613	19,329
Shropshire	20,342	19,846	
North Wales	20,422	39,159	18,737
Totals	3,884,544	4,540,403	656,859

In the next table the make of different descriptions of pig iron in the first half of 1901 is set out in detail. The general results were as under:

	Tons.
Make of forge and foundry iron	1,765,184
Hematite iron	1,657,957
Basic iron	374,707
Spiegel, etc.	86,696

COMMON MISTAKES IN ORDERS.

THE writing of orders is a branch of business which may well receive careful attention. It is safe to say that in no other form of writing is so much expressed by a few symbols and abbreviated words as in the concise description used in modern business. And, as is frequently the case, so short and seemingly inexplicit are the marks, that an order which might be perfectly clear to the recipient would be unintelligible to a person in another line. The many thousands of articles comprised in hardware make extreme care in ordering necessary. Not only is this the case in the name of the article, but the size, material, finish and other information is frequently necessary to correctly describe the goods desired.

It is not surprising, considering the haste with which orders are written, that some necessary information is frequently omitted, or that abbreviations are sometimes inexplicit. It then becomes necessary for the recipient to use his knowledge of territory and conditions to determine if possible what is wanted.

In a recent issue of Hardware Merchant, Hibbard, Spencer, Bartlett & Co. describe some common mistakes in orders. One of the first essentials of an order they say is legibility, and here the typewriter will be found a never failing aid. It is so easy to mistake an "a" for an "o"; "in" for "m"; "ir" for "n"; "e" for "l," or an uncrossed "t" for an "l" in ordinary rapid writing.

As is frequently the case, articles of the same name can be found in widely different lines, making the full name absolutely necessary. A mistake of this nature was recently made; a customer ordered two only No. 12 scrapers. No. 12 veneer scrapers were sent. The customer wanted "Roid" scrapers. He might have received No. 12 foot scrapers, but a larger quantity would have probably been ordered. Recently a customer ordered some "R. T." files. "R. T." was assumed to mean "Rat Tail" and round bastard were accordingly sent. He meant "Regular Taper." Both of the above mistakes were due to inexplicit description.

Sending tile cleaners for file cleaners is a mistake rather hard to guard against, as F's and T's are frequently very hard to distinguish.

When a customer orders 6 dozen knives and forks he must expect to receive 3 dozen knives and 3 dozen forks, as these goods are never sold in pairs.

The following instance will give an idea of similarity of totally different articles when hurriedly written. An order was received for "Ass'd Slim Tapers" and "Asses Skin Tapes" were sent. Take a pencil and rapidly write both of the above, one above the other, and note how excusable was the error.

A frequent mistake in ordering and filling orders for metallic cartridges is due to the similarity of short and shot. These terms should be very plainly written. A long list of similar cases might be cited.

We received an order recently for No. 33 steel measures, and sent the sheet steel half bushel measures of that number. We soon learned that No. 33 steel measuring tapes were wanted, and which might have been sent had it not been for the seeming correctness of the order as written.

The extra charge for tinning sheet copper has been a source of considerable correspondence. One customer wrote that he was short 6 tinnings in the last order. He did not know what they were, but as they were charged to him he wanted them. Another wrote: "On checking your invoice of the —, I find I am short 12 tinnings, I am entirely out of these goods; please send them immediately."—The Hardware.

ADVANCE IN PUTTY.

An advance of 15c. per 100 lb. in the price of putty in bladders has been made owing to advances made by manufacturers. The new jobbing quotations are: Bladders in bbls., \$2.25; bladders in kegs or boxes, \$2.40; f.o.b. Montreal, Ottawa, Toronto, Hamilton, Guelph and London.

ENLARGING THEIR WORKS.

The business of A. R. Woodyatt & Co., Guelph, Ont., is growing so rapidly that, although they have not yet been two years in their new works, they are now building a 72 x 200 ft. addition to their foundry, to enable them to keep pace with their orders.

MR. FENNELL IN MONTREAL.

John Fennell, sr., of John Fennell & Son, Berlin, Ont., has been in Montreal for several days inspecting the rolling mills and color manufactories. Mr. Fennell is one of the pioneer hardwaremen of Western Ontario, and has a thriving wholesale and retail business, but, in spite of his many cares, he looks hale and hearty. He reports business brisk in his district.

PORTLAND CEMENTS

Best German, Belgian and English Brands.

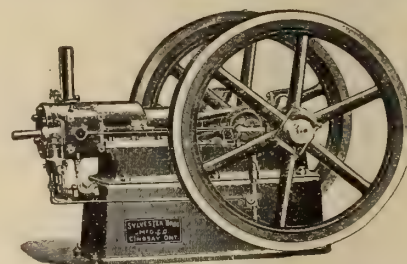
Fire Bricks, Fire Clay,
Flue Linings,
Drain Pipes,
Calcined Plaster,
Granite Hard Wall Plaster,
Wheelbarrows,
Mortar Stains.

A full stock of Builders' and Contractors' Supplies. Write for Quotations.

W. McNally & Co.,
MONTREAL.

◀ THE ▶

SYLVESTER Gas and Gasoline ENGINES



are, beyond doubt, the most complete and economical engines on the market. They are compact and perfectly under control, easily managed, get up speed immediately, thoroughly reliable, and, where intermittent power is required, they are just the thing.

They are built in sizes from 1 to 20 horse power, upright and horizontal, for pleasure yachts, boats, shops, farm work, and any purpose where light power is required.

Tell us to what use you want to put the engine and what power you require, and we will name you prices.

THE SYLVESTER BROS. MFG. CO.,
LINDSAY, ONT.

REPORTER
WANTED.

A BRIGHT young man, full of ideas, one who has had experience in a general store preferred, is wanted to assist the commercial editor of a newspaper as a market reporter and assistant editor. Apply, stating experience, wages expected, etc.,

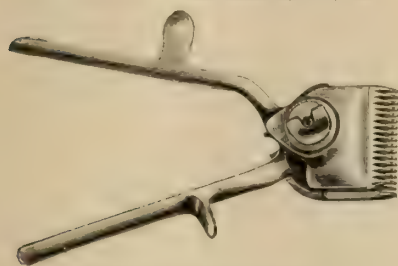
Box 64, CANADIAN GROCER,
TORONTO.

BURMAN & SONS' CELEBRATED CLIPPERS

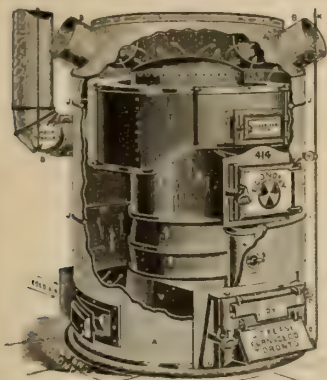
Established 1871.

BIRMINGHAM, ENG.for Horsemen
and Barbers.

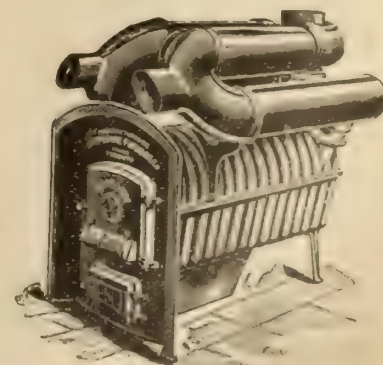
NO. 297.

**NO. 3—POWER CLIPPER, with "Wrist Joint."**As supplied to
The Czar of Russia,
The King of Denmark,
Earl Roberts, Etc., Etc.**THE "LEOPOLD" TOILET.****THE "WARWICK" CLIPPER.**
Cuts over three teeth.As supplied to
His Majesty's
War Department.**SEND FOR PRICE LIST AND TERMS.**To be obtained from all the principal Jobbers throughout
the Dominion.**BUTLER'S**
FAMOUS
Sheffield Cutlery.Fish and Dessert Knives; Spoons and Forks;
Cabinets and Cases of Cutlery and Plate.**"BUTLER"** was registered as a
Trade Mark, A.D. 1768.**Sole Makers of the celebrated**
"KEEN" Razors, "CAVENDISH"
brand of Table Knives and Carvers.HIGHEST AWARDS.SPECIAL MENTION.

—Full Line of Samples and stock at—

GEORGE BUTLER & Co.'s**LONDON SHOWROOM: 62 HOLBORN VIADUCT, E.C.**
(Over Snow Hill Station.)**MANUFACTORY:****Trinity Works, SHEFFIELD, ENG.****"Economy" Warm Air Furnace,**
400 Series. For hard coal.

ECONOMY

The great secret of success to-day is not what is **earned** but what
is **saved**.**The Pease Economy Furnaces are savers,** and by selling them to
your customers you are making **lasting friends** of them and a **reason-**
able profit for yourself as well.**They are Leaders in the Trade To-day.**Drop us a line and it will bring you our
Catalogue with full particulars.**A large stock of Registers and Ventilators**
always on hand.**"Economy" Wood Furnace.****J. F. Pease Furnace Co., LIMITED**189-193 Queen St. East, - - - **TORONTO**

TRADE IN COUNTRIES OTHER THAN OUR OWN.

BRITISH METALS FOR SEPTEMBER.

S. W. ROYSE & CO., Manchester, in their report for September, in regard to metal, say: "The expectations of early improvement in the pig iron trade, which we mentioned a month ago, have been realized. The markets opened firm, and prices have slowly advanced some 6d. to 8d. per ton. The Middlesbrough market is strong, and latterly a considerable business has been done. There is a good demand for iron for the home trade and also for export, and the trade all round seems in good condition at present, and likely to improve further. The higher priced metals have, however, not been moving well. Copper, during the last few days has suddenly fallen some £5 per ton, and is weak. Tin has fallen steadily some £5 per ton during this month. Spelter is about 5s. down. Lead has advanced some 5s., but is now a little easier again."

WIRE NAILS IN THE UNITED STATES.

The demand throughout the United States for wire nails is large. Manufacturers have increased their facilities, but are not making as prompt shipments as the trade desires. Concessions in prices are made at competitive points.

LOADED SHELLS IN THE UNITED STATES.

The members of The Ammunition Association are several weeks behind in filling their orders for loaded shot shells, because of the unexpected and very heavy demand. The result is that all buyers of these goods, wholesalers and retailers, even those who generally lay in their supplies early, are greatly inconvenienced. As a result, jobbers who have goods to sell are holding them more firmly. The various factories are working night and day to execute their orders, but apparently are not improving the condition any. Many dealers think manufacturers should carry a stock in anticipation of such conditions, but a little reflection will show the impossibility of this when the multiplicity of loads, with the different gauges, quantities of powder, and sizes of shot, both soft and chilled, are considered, which is further complicated by the existence of half a dozen or more brands of powder. The manufacturers say there are not less than 1,000 distinct staple varieties of loaded shells, and several thousand combinations in all are more or less called for. While the same difficulty has often occurred before, it is said to be worse than ever now. Iron Age.

THE BRITISH TINPLATE TRADE.

During the week the market has been rather unsettled. The inquiry all round has been very fair, but again only a moderate business is reported. Several tinplate mills have recently been restarted, and more are to follow, and although most of the works are well booked over the next three months, it is anticipated that ere long the supply will exceed the demand, and prices will fall as the result. The consequence is that buyers are not eager to buy for delivery ahead to any extent, even at the reduced figures quoted. Spot plates are still in

good demand, and continue to change hands at full prices.

Common 11 by 20 112 sheets 10S 6d. Bessemer cokes, are quoted at 14s. 9d. to 15s. per box f.o.b. South Wales, for delivery end of this year, while for delivery during the first few months of next year makers generally are quoting less money. —Iron and Coal Trades Review, September 27.

PIG IRON IN GREAT BRITAIN.

In this branch of the trade a somewhat better feeling is noticeable, although business is still rather slow in some centres. At the same time makers, far from pressing their iron upon the market, are steadily adhering to their quotations, and, in short, the market conditions show a general tendency to change in favor of sellers. On the whole manufacturers are booking orders more freely, and in some cases they are realizing better prices. In the Cleveland district, for instance, the leading makers have been quoting 46s. for No. 3, although some business has been done at 3d. less by second hands, and the latest quotation is 45s. 6d. again. There is a brisk demand for hematite, and prices on the east coast have become stronger again this week, most makers once more asking 60s. per ton for mixed numbers. In Barrow the market is steady, and makers are doing a good business at prices which are firm but unchanged since last week. The following is a statement of the stocks of pig iron in public stores:

	Tons.
Connal's at Glasgow	58,320
Connal's at Middlesbrough	124,000
Railway stores, Middlesbrough	7,500
Connal's at Middlesbrough, hematite	1,282
Cumberland and Barrow stores	15,258

In Middlesbrough stocks have gone up during the week ended September 24 by 1,078 tons, but the Barrow figures show a decrease of 2,170 tons, while in Glasgow there is a decrease of 49 tons. So far this year the stocks in Middlesbrough have increased nearly 74,000 tons, including 2,707 tons of hematite, while at Glasgow and Barrow there have been decreases of 12,965 and 7,352 tons respectively. On the week the total decrease of stocks throughout the country is 1,441 tons; on the year the increase is 56,341 tons. Iron and Coal Trades' Review, September 27.

NEW YORK METAL MARKET.

TIN.—Contrary to the general expectation the London market showed a considerable advance in the price of tin on spot, with, however, very little business. The meaning of the advance on the other side could not be fathomed here, but it nevertheless influenced holders in this market, with the result that prices were bid up about 50 points. Business was extremely quiet, country orders being few and limited at low prices. Yesterday afternoon late, the market appeared to be in a condition verging on demoralization, and it is learned that some spot sold as low as 23.75c., with more offered at that price, but no buyers. Similarly, buyers could not be found for futures, although deliveries up to March were offered at 23.50c. At the close to day the quotations stood at 24.35c. bid and 24.50c. asked for spot, 24c. bid and 24.50c. asked for October, no mention being made

of later deliveries. The advance in London was most marked in spot quotations, on which prices were £2 5s. higher than yesterday at the close. There was a further decline of 15s. in the Singapore quotation, which accounts for the fact that futures in London advanced but 15s. instead of going up as much as spot. The discount on three months there is now nearly £5, and this, taken in conjunction with the pressure from the East to get business at constantly decreasing prices, does not tend to increase the feeling of confidence here in the future of the metal.

COPPER.—There was a slight improvement in the London market to-day, spot closing 1s. 3d. higher than yesterday, while the discount of futures was decreased to 3s. 9d. More business was done in spot and a fair amount in futures, the tone of the market at the close being steady. The situation here is virtually the same as for many days past. It is a waiting market, with transactions confined to quantities representing the actual current wants of consumption. Prices are unchanged, the nominal quotations being 16½ @ 17c. for Lake Superior, 16½ @ 16½c. for electrolytic, and 15½ @ 16½c. for casting, according to brand.

PIG LEAD.—Nothing of fresh interest was noted. A quiet, steady trade was reported on the basis of 4.37½c. for lots of 50 tons or over. St. Louis was firm at 4.27½c. for soft Missouri and 4.30c. for chemical hard. London declined 1s. 3d.

SPELTER. A quiet market, with prices unchanged at 4.15 @ 4.25c., was all that was noted here, and in St. Louis the tone remained firm, the closing quotation being 4.02½c. No further change occurred in the London market.

REGULUS ANTIMONY.—The demand is moderate, but prices are steady at 10½c. for Cookson's, 8½ @ 8½c. for Hallett's, and 8½ to 8½c. for other brands.

OLD METALS. Prices are maintained at the previous quotations, although there is not much demand for anything on the list.

IRON. The firm tone of the iron and steel market is retained, but there is nothing essentially new in the situation. While business in finished products is good and a considerable demand is reported for old material there does not seem to be much business going forward in pig iron in this section.

TINPLATE.—Spot stock continues very scarce, but as deliveries on contracts running over the balance of the year become freer this condition, it is thought, will be speedily relieved. The market remains firm and prices are unchanged.

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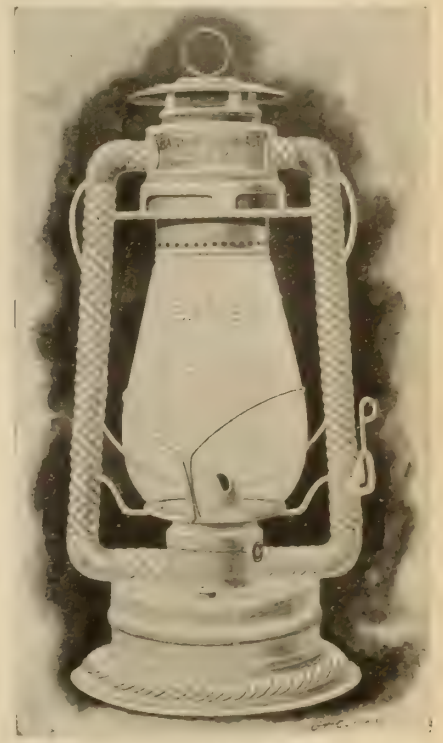
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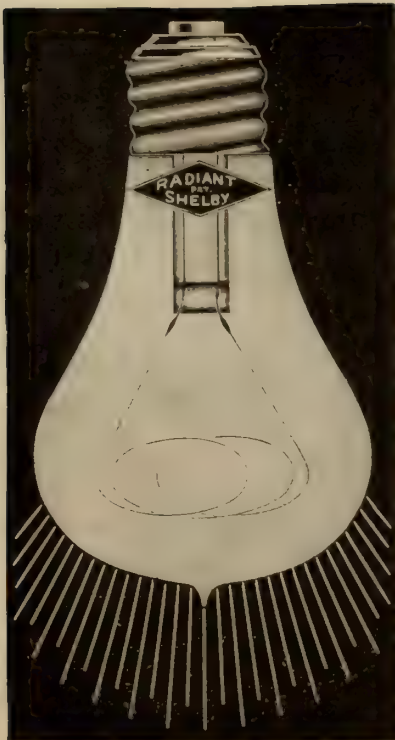
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HEATING AND PLUMBING

SOLDERING FLUXES.

GOOD soldering, says an exchange, is impossible without a good flux. Everyone who has handled a soldering iron knows this, but knowledge of the fact does not imply an understanding of its causes. The chemical action known as oxidization, the combination of the metal with the oxygen of the air, brings to the surface of the metal a more or less dense film, which prevents the solder from adhering to the body of the metal. Thus rust is oxide of iron, and to try to weld two pieces of iron which are coated with rust is to attempt the impossible. Welding and soldering are mechanical unions governed by the same broad principle, therefore our comparison is legitimate. A true flux has the power of removing this oxide, and thereby of allowing the solder to unite with the surfaces to be joined. There are numerous fluxes, the most common being chloride of zinc in solution. This has several advantages and some disadvantages. It is easily made, is cheap, and does the work well, but, on the other hand, its use, unless more carefully manufactured than is commonly the case, is attended with several objectionable features. It is made by allowing zinc or spelter to dissolve in muriatic acid, otherwise known as hydrochloric acid or spirits of salt. As much zinc should be used as the acid will take up. As hydrogen is evolved at a rapid rate in the process, especially if a large quantity is being made, reasonable precautions against fire or explosion are necessary. The fumes of the muriatic acid should on no account be allowed to come in contact with bright metals, particularly tin, or corrosion is certain to follow. Thus stocks of manufactured tinware should not be kept in a room or workshop where the process of soldering with killed spirit is performed. In addition to the objectionable fumes of "reduced spirit," as it is called, this flux usually leaves stains round the soldered joint, unless scrupulous care is exercised thoroughly to remove the fluid after soldering. Most of the soldering fluids on the market have as their base chloride of zinc, which, in combination with some other salt or salts, gives them their alleged or real value.

Hydrochloric acid alone is sometimes used as a flux, but only for zinc or galvanized iron. Soldering with undiluted spirit of salt is a most undesirable job, and a swollen nose and inflamed eyes are a frequent result of the work. Its use is the less excusable now that preparations can be purchased which do the work well without the attending disadvantages.

Borax is a flux which is used in hard-soldering or brazing. Resin then comes up for consideration. After chloride of zinc it is the most common flux. It is used almost exclusively for electrical work, because corrosion of the copper follows when the soldered joints are made with zinc chloride. Indeed, resin is usually specified in electrical contract work, and its sole use insisted upon. There is small reason to wonder at this in view of

the past misuse of zinc chloride, which by its easier application is preferred to resin by the artisan.

Other fluxes are gallipoli oil, which is used by pewterers, and this is also the best for fusible solders containing bismuth, Venice turpentine, used by silversmiths, mutton fat used by plumbers, and sal ammoniac, which finds its chief adoption for soldering copper and for gold, upon which it has a toughening effect. For aluminum the flux recommended is lard oil.

BUILDING PERMITS ISSUED.

The following building permits have been issued in Brantford, Ont.: W. Edwards, three houses on Grant street, to cost \$700 each; Jerry Wells, dwelling on Church street, to cost \$750; George Simpson, dwelling on Port street, to cost \$900; F. Grobb, addition and verandah on Victoria street, to cost \$1,500; S. F. Simpson, dwelling on Park avenue, to cost \$2,550; Mrs. M. J. Liggett, residence on Superior street, to cost \$900; Thos. J. Barton, dwelling on Eagle avenue, to cost \$800.

Building permits have been issued in Toronto to J. F. Hynes, for \$6,000 alterations to hotel at the corner of Queen and Hackney streets; to W. Marks, for a pair of \$1,500 houses at 27 and 29 Hamburg avenue; to The Pure Gold Manufacturing Co., Limited, for a \$20,000 factory on King street, near John; to Mrs. Joseph Riddell, for a \$1,400 dwelling at 146 Margueretta street; to J. M. West, for a \$1,500 residence on Homewood avenue; to T. W. Sloan, for a \$2,500 dwelling on Bloor street, near Major; to Wm. Hales, for a \$2,500 residence on Howard avenue, near Tiller avenue; to A. T. Reid for a \$7,000 residence on Park road, near Crescent.

PRICES OF PLUMBING SUPPLIES

"A little thought on the subject," writes a correspondent of *The Metal Worker*, "must convince any reasonable person that there is no item of news a trade paper can publish that is of more vital interest to the subscriber than the prevailing prices of goods handled by him. Many subscribers to trade papers never take time nor feel disposed to read anything they contain except the market quotations. These they make it a rule to read regularly, because it is to their interest to do so. And it is safe to say a large majority of subscribers to trade papers of every kind would discontinue the paper if it ceased to furnish them with accurate market reports."

The claim so frequently made that the publication of prices of plumbing goods will educate the masses to the kicking point is not borne out by the experience of those engaged in other lines. Ordinarily, people do not consult trade papers before buying goods of any kind. But even if they did it might be to the advantage of the plumber, for it is a question if his pathway would not be smoother if his patrons were to know more about the cost of plumbing supplies than they do. Everyone who has

had any experience in the trade knows that a general belief exists outside of the trade that the plumber derives a much larger margin of profit on materials than he really does, and this belief is the cause of most of the disputes which arise over bills when presented.

But whether the plumber would be benefited or not in the event of his patrons being better posted, the fact is most apparent that it is most desirable he himself should be well posted as to prices and not be compelled to rely on the travelling man, who, if so disposed, may quote a higher price than the condition of the market justifies. The travelling salesman, as a rule, is a good fellow and can generally be depended on to do the right thing. But it is to his interest to get as good a price as possible, and no one can blame him for doing so. Another fact to consider is that he is not always at hand when wanted for reference, while the paper is. It comes regularly and the prices it publishes are to be relied on, for the reason that it has no axe to grind. It only aims to be accurate.

PLUMBING AND HEATING CONTRACTS.

Purdy, Mansell & Co., Toronto, have contracts for plumbing, gas-fitting and hotwater heating in a residence on Huron street for C. O. Dimmock, and for steam heating the Star Theatre, Temperance street, Toronto.

PLUMBING AND HEATING NOTES.

Fullerton & McMullen, plumbers, Toronto, have dissolved.

The assets of Carroll Bros., plumbers, Montreal, will be sold on the 17th inst.

The stock of Cruise & Cummings, electricians, etc., Sydney, N.S., has been damaged by fire; insured.

L. A. Caron and Alex. Desmarteau have registered partnership, as contractors, under the style of Joseph Charlebois.

SOME BUILDING NOTES.

A new High school is about completed in Victoria, B.C.

Henry Moss and F. S. Taylor are erecting new houses at White's Cove, N.B.

W. C. Dillon intends building a business block, three storeys high, and with 28 ft. frontage.

Three new blocks are about erected in Arthur, Ont., for Messrs. Kennedy, Kirby and Ostrander.

Wm. Floyd, contractor, Fort Frances, Ont., is to erect in that town a business block for H. Williams.

Levi Lambert has bought a central site at Sault Ste. Marie, Ont., and will erect a three-storey hotel, first-class in its equipment, upon it.

Architect Honeyman, of Rossland, B. C., has prepared plans for four buildings for The Snowshoe Mining Co., Phoenix, B.C., and the contract for constructing the buildings has been awarded to Thos. Corner and Smith Bros.

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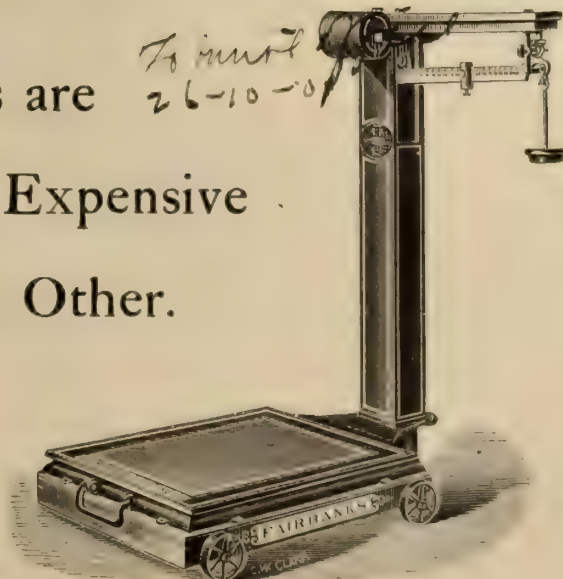
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THE LIPTON SYSTEM OF BUSINESS.

BY SIR THOMAS LIPTON, K. C. V. O.

THERE is no royal road to riches, and, in a business as big as mine, no back lane. My methods are open, and anybody can see them. A successful concern is created and maintained by the recognition of great facts and obvious principles: the growth of population and the increased facilities of inter-communication among men and nations. These are the great factors in forming great businesses. To supply the many instead of the few, to handle large instead of small quantities, and to be the grower, the manufacturer as well as the vendor and retailer—to do all this is to adopt, in short, a system of business obvious and open to all.

THE LIPTON RECEIPT FOR PROSPERITY.

If I proceed to speak of my own application of these principles, and of the individual qualities necessary to work them out in the details of business, I fear I must fall back on some very old saws. My receipt for prosperity in such a concern as mine, is at the disposal of all. Here it is: "Work hard, deal honestly, be enterprising, exercise careful judgment, advertise freely, but judiciously."

Though he who drives fat oxen need not himself be fat, a captain of industry must live up to his name: must himself be industrious. That is my belief, and it has been my practice all my life. Beginning work at an early age, I left Glasgow for New York, in the hope of finding shorter avenues to fortune than the Old Country afforded. I got experience, at any rate, in New York City, on a South Carolina plantation, and elsewhere. I got a little purse together, too; enough to take me back to Glasgow and my parents, to better whose position was then the mainspring of my effort and ambition. No successes have been sweeter to me than those early ones which my parents shared with me. In High street, Glasgow, was opened the first of the provision marts which are now numbered by hundreds through England, Ireland and Scotland. That multiplication of places of distribution was the application, once again, of the great wholesale principles. Expenses of production and of supply decreased as the consumption and the demand increased. I was able to go to my native Ireland as a great buyer of her produce; by degrees I got my own tea plantation in Ceylon; my own carts and ships and ice storage vans, my own fruit gardens in Kent; my own biscuit factory; my own tin factory. London by degrees became the great centre for collection, for storage, and for

distribution, and the monster warehouses in the City Road are the result.

It has been said that a certain attention to business is necessary, even for failing in it. Yes; and that gives some clue to the immense attention bestowed by a successful organizer upon his child—his business. To foster it like a child: to know it cannot thrive by itself; to keep an ever-watchful eye on its thousand details; to tie its very shoestrings, so to speak; and, above all, to do these things one's self and not leave them to the less interested to do the work that others would do only a little less well—all this is to make the baby of a business thrive and come to a flourishing maturity.

The details of a small business are many; of a great business they are multitudinous. By the number of the details of his work that a man can personally master, one may usually judge of his capacity for success. There are men with a singular grasp for this or that—of a certain limited branch in the great organism of a business, but, outside that special branch, they lack interest and even common intelligence. This may seem to say that the mind capable of large interests and great issues is rare; but I do not intend to say that. The rarity consists rather in the mind of large interests that is able to concentrate itself upon small details and be the master

of a hundred branches of a trade, working in all with one object, but having in each, perhaps, a different method of procedure and a separate spirit.

THE STUDIES OF A MASTER TRADER.

Far less facile, for instance, is the mind required in the management of an estate. The manager of a business must have a mind that travels—even as goods do. Often I have proved to myself the truth of Daniel Defoe's words:

"An estate is a pond, but trade is a spring."

In my case, the spring soon became a brook, the brook a rivulet, the rivulet a river rich and with innumerable tributaries, and navigable for great ships. It is perhaps not too fanciful to say that the master trader's consciousness must follow those tributaries to their own sources. Tea planting in Ceylon, for instance, involves some knowledge of native labor, therefore of native life. Through agriculture the producer touches geology, botany, chemistry, as well as the history of races. It would be unfair to be ignorant of the conditions and circumstances of one's laborers. Under all skies they are sensible of a fellow-feeling. One of the first students of public economy in France in the 19th century said that all the difference between a liberal and successful enterprise, and one that was tyrannical and unpromising, lay between the two phrases in the mouth of the master:

"Go to work" and "Come to work."

American Sheet Steel Company

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Manufacturers of all varieties of
Iron and Steel Sheets
Black and Galvanized
Plain and Painted
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Apollo Best Bloom Galvanized
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THE "GOOD CHEER ART"

Still Stands Unequalled in
Operation, Finish or Price.

So we bring it forward
for its third season as
one of the finest.



Handling this Stove means dollars and
satisfaction to the dealer, so send
your order in early.

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He said that in farming, at any rate, "Go to work" meant ultimate failure, and "Come to work," with ordinary luck, led securely to fortune.

Even among people accustomed not only to be commanded but driven, the industry of the overseer, who is present, has its sure effect, and the attention of the master who is seen at intervals has its undeniable influence. How much more is this the case in the European workshop and in the complex work of distribution! Here also there is a ready response to the beginnings of profit-sharing. In the agricultural system of one of the best tilled districts of Europe—Central Italy—the cultivator shares the gross profits with the landlord. This is very far from the English system of wages; but I find that a little interest may be pleasantly combined with the routine of the employee. My packers are at work, so many to a table, and I give a bonus to be divided among the workers at the table that shows the greatest number of finished packages. A zealous workman thus not only earns his own gratuity, but helps to earn his comrades', and is in favor with them. This emulation is combined with good-fellowship, and money-making with a little fun.

HARD WORK A LIGHT BURDEN.

How much value I place on industry, and how I believe in devoted hard work at the thing once for all accepted as a man's "calling" in life, may be seen from the fact that even at this stage of my career I generally work from nine in the morning to 10 at night. It has been said by many who have a right to speak, that labor is never anything but painful, however willingly undertaken and courageously done. But I think this was the conclusion of men who had one of two kinds of labor to do—the entirely physical and the entirely mental. It is painful to stoop under a burden all day, and "the man with a hoe" is not one of the favorites of fortune.

Nor is the philosopher grappling with infinities anything else than a voluntary martyr. But a mingling of the kinds of work, a variety of interests and of fortunes, the labor of the directing head and that of the obedient hand, the change that travelling brings, even when it is travelling for a purpose—all these make of business anything but a painful vocation.

THE TALISMAN THAT BRINGS SUCCESS.

What more can I say in answer to your queries? I hardly know. Work, work, always work, is the only talisman. The goods of life are not unfairly apportioned, as some suppose. The man of leisure and of "pleasure" can hardly complain if he is not also a man of wealth and of health. Success in one's career is the reward of sacrifices made for its sake.

I do not say that hard work has not its own liberty, its own enlargement, its own relaxation. It has all these. It has also its own romance that does not exist for the mere dilettante. The trifle trifles even with happiness. I think that a man who makes a great business must put himself into it; but I do not mean by that that he must necessarily become a machine. Against that notion I would put a long list of names, beginning with Peabody and not ending with Carnegie.—Saturday Evening Post.

KEROSENE IN AUSTRALASIA.

WITH the introduction of bulk kerosene in the Australasian markets, a field of speculation is opened up as to the possible change of method of conducting the trade in the future. It is not more than likely that the retail distribution will gradually drift into different hands. The probability of the kerosene trade slowly but surely changing from the case and tin to the pint and gallon seems considerable. Wherever bulk oil has been placed upon the market—in England, India, Japan, Ceylon, China—it has obtained a firm hold.

Handling a tin or case of kerosene is easy and clean. It does not necessitate the grocer constantly washing his hands before serving another customer. But selling it by the pint is quite a different matter. It is almost impossible to measure kerosene without getting some of it on one's hand. Nothing is more penetrating than kerosene, as any grocer knows, and generally after leaving the drum he needs to wash his hands carefully before serving coffee, cheese, or any other unpacked lines. What is a likely consequence? Simply that the trade

will drift out of his hands to a very large extent and be sold either by retail distributing carts or at the ironmonger's shops, where the bulk of other oils is kept. Turpentine, methylated spirits, and linseed oil are sold mostly at the ironmongers, although, of course, grocers sell a certain quantity. The same will, in all probability, be the case as regards kerosene. Not only this, but as at present in England, very probably the hawking of kerosene will be gradually extended. What will be the attitude of grocers in the event of this change really taking place it is hard to forecast, but we know that by some at least the innovation would be welcomed should the case trade give place to the bulk.—The Australasian Grocer.

THE ADVANCE IN BROOM CORN.

In connection with the report of heavy advances in the primary broom corn markets, a large Ontario dealer writes to **HARDWARE AND METAL** expressing the opinion that practically all Canadian buyers are on the short side, and that the advances which have been made at primary points, averaging over 60 per cent., are bona fide, and are likely to affect the market here because of the shortage of stocks held by Canadian manufacturers. He states, furthermore, that broom wire is nearly double the usual prices and that broom handles are from \$2 to \$3 per M. higher than in former years. As a result of this combination of circumstances he predicts a sharp advance in brooms on the Canadian market during the present season.

Mary M. McLeod has registered as proprietress from September 21 of M. M. McLeod & Co., general merchants, Glace Bay, N.S.

"ANCHOR" DECORATIVE WHITE LEAD.

Made Expressly for Exterior Use.

This White Lead has proved so satisfactory, and commands such ready sale that other makers have copied the name "Decorative." There is only one "Anchor Decorative White Lead," and that is manufactured by

HENDERSON & POTTS

HALIFAX and MONTREAL.

Try it and you will come back for more.

"MIDLAND" "The Peerless"

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Foundry Pig Iron.

Made from carefully selected Lake Superior Ores, with Connellsville Coke as fuel, "Midland" will rival in quality and grading the very best of the imported brands.

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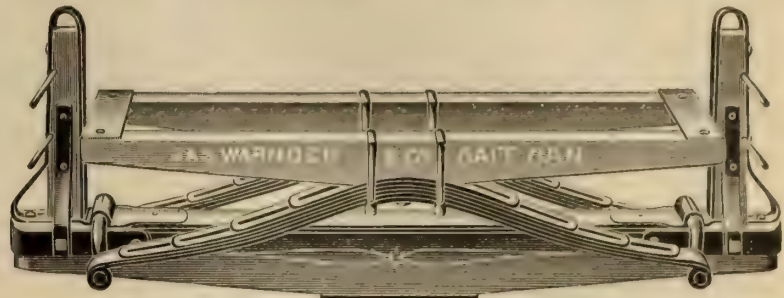
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James Warnock & Co.

= Galt, Ont.



is the best Bolster Spring ever produced. A fine line for the hardware trade. Write Us For Prices.

CURRENT MARKET QUOTATIONS

October 11, 1901.

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list as the desire is to make it perfectly accurate.

METALS.

Tin.

Lamb and Flag and Straits—
56 and 28 lb. ingots, per lb. 0 30

Tinplates.

Charcoal Plates—Bright
M.L.S., equal to Bradley. Per box
I.C., usual sizes. \$6 75
I.X. 8 25
I.X.X. 9 75

Famous—
I.C. 6 75
I.X. 8 25
I.X.X. 9 75

Raven & Vulture Grades—
I.C., usual sizes. 5 00
I.X. 6 10
I.X.X. 7 00
I.X.X.X. 8 00
D.C., 12½x17. 4 50
D.X. 5 25
D.X.X. 6 10

Coke Plates—Bright
Bessemer Steel—
I.C., usual sizes. 4 75
I.C., special sizes, base. 5 00
20 x 28. 9 50

Charcoal Plates—Terne
Dean or J. G. Grade—
I.C., 20x28, 112 sheets. 9 00
I.X., Terne Tin. 11 00

Charcoal Tin Boiler Plates.
Cookley Grade—
X.X., 14x56, 50 sheet box. 0 06½
" 14x65, " }
" 14x65, " }

Tinned Sheets
72x30 up to 24 gauge. 0 07½
" 26 " 0 08
" 28 " 0 08½

Iron and Steel.
Common Bar, per 100 lbs. 1 35
Refined " 2 40
Horse Shoe Iron 2 40
Hoop steel, 1½ to 3 in. base. 3 10
Sleigh Shoe Steel " base. 2 30
Tire Steel. 2 30
Reeled Machinery 3 00
Toe Calk Steel. 2 85
T. Firth & Co's tool steel, per lb. 0 12½
Jessop's tool steel. 0 14
Morton's tool steel. 0 12½
Black Diamond and " B.C. " tool steel. 0 10
Chas. Leonard's tool steel. 0 08
Drill Steel, per lb. 0 18

Boiler Tubes.
1½ inch. 0 12½
" 2 " 0 13
" 3 " 0 15
" 3½ " 0 16
" 4 " 0 20
" 4½ " 0 25

Steel Boiler Plate.
3-16 inch. 2 50
" 1/8 inch. 2 60
" 1/4 inch and thicker. 2 50

Black Sheets.
13 gauge. 2 85
20 " 2 85
22 to 24 " 2 85
26 " 3 05
28 " 3 15

Canada Plates.

All dull, 52 sheets. 3 15
Half polished. 3 25
All bright. 3 75

Iron Pipe.

Black pipe—
1/8 inch. 4 3
1/4 " 3 15
3/8 " 3 19
1/2 " 3 42
5/8 " 3 56
3 " 5 10
1 1/4 " 7 12
1 1/2 " 8 51
2 " 11 56
2 1/2 " 22 75
3 " 30 0
3 1/2 " 37 50
4 " 42 75
4 1/2 " 51 50
5 " 57 50
6 " 74 50

Galvanized pipe—
1/8 inch. 4 75
1/4 " 5 19
3/8 " 7 36
1/2 " 10 00
5/8 " 11 98
3 " 16 15

Galvanized Sheets.

G.C. Comet. Amer. Queen's Head.
16 gauge. 4 15
18 to 24 gauge 4 15 3 85
26 " 4 35 4 10
28 " 4 60 4 55
28 " 4 60 4 55

Less than case lots 10 to 15c. extra.
28 gauge American equals 26 gauge English.

Chain.

Proof Coil, 3-16 in., per 100 lb.
" 5-16 " " 7 85 8 10
" 3/4 " " 4 95 5 25
" 7-16 " " 4 15 4 60
" 7-16 " " 4 15 4 40
" 9-16 " " 4 00 4 25
" 3/4 " " 3 90 4 15
" 1 " " 3 81 4 05
" 1 1/4 " " 3 85 4 10

Halter, kennel and post chains, 40 to 40 and 5 p.c.
Cow ties. 40 p.c.
Tie-out chains. 65 p.c.
Stall fixtures. 35 p.c.
Trace chain. 45 p.c.
Jack chain, iron, single and double, discount 35 p.c.
Jack chain, brass, single and double, discount 40 p.c.

Copper.

English B.S., ton lots. 0 17½
Lake Superior.
Bars
Cut lengths round, 1/2 to 3/4 in. 0 23 0 25
" round and square 1 to 2 inches. 0 23 0 25
Sheet.

Plain, 14 oz., and light, 16 oz., 14x48 and 14x60. 0 24 0 24½
Plain, 14 oz., and light, 16 oz., irregular sizes. 0 24½ 0 25
Tinned copper sheets. 0 26
Planished. 0 32
Braziers (In sheets.)
4x6 ft. 25 to 30 lbs. ea. " per lb. 0 25
" 35 to 45 " " " " 0 24
" 50-lb. and above, " " " " 0 23

Boiler and T. K. Pitts
Plain Tinned, per lb. 0 28
Spun, per lb. 0 32

Copper Ware.

Discount, 50 per cent.
Rod and Sheet, 14 to 30 gauge 10 per cent.
Sheets, hard-rolled, 2x4. 0 23
Tubing, base, per ft. 0 23½

Zinc Spelter

Foreign, per lb. 0 06½ 0 06
Domestic "
Zinc Sheet.
5 cwt. casks. 00 6
Part casks. 00 6½

Lead.
Imported Pig, per lb. 0 04 0 04½
Bar, 1 lb. 0 05½ 0 05½
Sheets, 2½ lbs. sq. ft., by. 0 06½
Sheets, 3 to 6 lbs. 0 06

NOTE.—Cut sheets ½ cent per lb. extra.
Pipe, by the roll, usual weights per yard, lists at 7c. per lb. and 30 p.c. dis. f.o.b. Toronto.
NOTE.—Cut lengths, net price, waste pipe 8-ft. lengths lists at 7½ cents.

Shot.
Common, \$6.50 per 100 lb.; chilled, \$7.00 per 100 lb.; buck, seal and ball, \$7.50. Discount, 17½ p.c. Prices are f.o.b. Toronto, Hamilton, Montreal, St. John and Halifax. Terms 3 per cent. cash, freights equalized.

Soil Pipe and Fittings.
Discount, 60 and 10 per cent. on medium and extra heavy, and 60 per cent. on light.

Solder. Per lb. Per lb.
Bar half-and-half, guarant'd. 0 19½ 0 19½
Bar half-and-half, commer'l. 0 19 0 18½
Refined. 0 18½
Wiping. 0 18

NOTE.—Prices of this graded according to quantity. The prices of other qualities of solder in the market indicated by private brands vary according to composition.

Antimony.
Cookson's, per lb. 0 10½ 0 11

White Lead. Per 100 lb.
Pure. 6 12½
No. 1 do. 5 75
No. 2 do. 5 37½
No. 3 do. 5 00
No. 4 do. 4 50
Munro's Select Flake White. 7 37½
Elephant and Decorators' Pure. 7 12½
Brandram's B.B. Genuine. 7 50
" Decorative. 7 00
" No. 1. 6 50
" No. 2. 5 75

Red Lead.
Genuine, 560 lb. casks, per cwt. \$5 25
Genuine, 100 lb. kegs, per cwt. 5 50
No. 1, 560 lb. casks, per cwt. 4 50
No. 1, 100 lb. kegs, per cwt. 4 75

White Zinc Paint.
Elephant Snow White. 0 08 0 09
Pure White Zinc. 0 07½ 0 08
No. 1. 0 07½ 0 07

Dry White Lead.
Pure, casks. 5 12½
Pure, kegs. 5 67½
No. 1, casks. 4 87½
No. 1, kegs. 4 75

Prepared Paints.
In ¼, ½ and 1 gallon tins.
Pure, per gallon. 1 25
Second qualities, per gallon. 1 10
Baro (In bbls.). 0 75 0 85
The Sherwin-Williams Paints. 1 45
Canada Paint Co's Pure. 1 25
Toronto Lead & Color Co's Pure. 1 25
Sanderson Peary's Pure. 1 20
Stewart & Wood's Champion Pure. 1 20

Colors in Oil.
Venetian Red, per lb. 0 05
Chrome Yellow. 0 11
Golden Ochre. 0 06
French. 0 05
Marine Black. 0 09
" Green. 0 09
Chrome. 0 08
French Imperial Green. 0 09

Colors, Dry.

Yellow Ochre (J.C.) bbls. 1 35 1 40
Yellow Ochre (J.F.L.S.) bbls. 2 00
Brussels Ochre. 2 00
Venetian Red (best), per cwt. 1 50 1 75
English Oxides, per cwt. 3 00 3 25
American Oxides, per cwt. 1 10 2 00
Canadian Oxides, per cwt. 1 25 1 75
Super Magnetic Oxides, 93p.c. 2 00 2 25
Burnt Sienna, pure, per lb. 0 10
" Umber, " " 0 10
" do Raw. 0 09
Drop Black, pure. 0 09
Chrome Yellows, pure. 0 18
Chrome Greens, pure, per lb. 0 12
Golden Ochre. 0 06

Ultramarine Blue in 28-lb. boxes, per lb. 0 06 0 10
Fire Proof Mineral, per 100 lb. 1 00
Genuine Eng. Litharge, per lb. 0 07
Mortar Color, per 100 lb. 1 50
English Vermilion. 0 95
Pure Indian Red, No. 45 lb. 0 18 0 10
Whiting, per 100 lb. 0 10 0 05

Putty.
Bulk in bbls. 1 90
Bulk in less quantity. 2 05
Bladders in bbls. 2 25
Bladders in kegs, boxes or loose. 2 40
Bladders in 25-lb. tins. 2 35
Bladders in 12½-lb. tins. 2 65
Bladders in bu'k or tins less than 100 lb. 2 90

Blue Stone.
Casks, for spraying, per lb. 0 07
100-lb. lots, do. per lb. 0 08

Varnishes.
In 5-gal. lots. Per gal.
Carriage, No. 1. 2 90 3 30
" body. 8 00 9 00
" rubbing. 4 00 5 00
Gold Size, Japan. 3 00 3 40
Brown Japan. 2 40 2 80
Elastic Oak. 2 90 3 30
Furniture, extra. 2 40 2 80
" No. 1. 1 60 2 00
Hard Oil Finish. 2 70 3 10
Light Oil Finish. 3 20 3 60
Denar. 3 30 3 70
Shellac, white. 4 40 4 80
" orange. 4 00 4 40
Furniture Brown Japan. 1 60 2 00
Black Japan. 2 40 2 80
" No. 1. 1 60 2 00

The Imperial Varnish & Color Co's.
Limited, Elastilite Varnish 1 gal. can, each. \$3.00.
Gran tine Floor Finish per gal., \$2.75.
Maple Leaf Coach Enamels; Size 1, \$1.20; Size 2, 70c.; Size 3, 40c. each.

Castor Oil
East India, in cases, per lb. 0 19½ 0 10
" small lots. 0 10 0 10½

Cod Oil, Etc.
Cod Oil per gal. 0 50 0 55
Pure Olive. 1 20
" Neatsfoot. 90

Glue.
Common. 0 08½ 0 09
French Medal. 0 14 0 14½
Cabinet sheet. 0 12 0 13
White, extra. 0 18 0 20
Gelatine. 0 22 0 23
Strip. 0 18 0 20
Coopers. 0 19 0 20
Huttner. 0 19

JAMES HUTTON & CO.

Sole Agents in Canada for

Joseph Rodgers & Sons, Limited,
Steel, Peech & Tozer, Limited,
W. & S. Butcher,

Thomas Goldsworthy & Sons,
Burroughes & Watts, Limited,
Etc., Etc.,

Have reopened their offices in Victoria Chambers,

232 McGill Street,

MONTREAL.

HARDWARE.

Ammunition.

Cartridges.
R. B. Caps. Dom. 50 and 5 per cent.
Rim Fire Pistol, dia. 40 p.c., Amer.
Rim Fire Cartridges, Dom., 50 and 5 p.c.
Central Fire Pistol and Rifle, 10 p.c. Amer.
Central Fire Cartridges, pistol sizes, Dom.
30 per cent.
Central Fire Cartridges, Sporting and Military, Dom., 15 and 5 per cent.
Central Fire, Military and Sporting, Amer. add 5 p.c. to list. B.B. Caps, discount 40 per cent. Amer.
Loaded and empty Shells, "Trap" and "Dominion" grades, 25 per cent. Rival and Nitro, 10 p.c. advance on list.
Brass Shot Shells, 55 per cent.
Primers, Dom., 30 per cent.

Wads

Best thick white felt wadding, in 3/4-lb bags, 1 00
Best thick brown or grey felt wads, in 1/2-lb. bags, 70
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges, 0 99
Best thick white card wads, in boxes of 500 each, 10 gauge, 0 35
Best thick white card wads, in boxes of 500 each, 8 gauge, 0 55
Thin card wads, in boxes of 1,000 each, 12 and smaller gauges, 0 20
Thin card wads, in boxes of 1,000 each, 10 gauge, 0 25
Thin card wads in boxes of 1,000 each, 8 gauge, 0 55
Chemically prepared black edge grey cloth wads, in boxes of 250 each—
11 and smaller gauge, 0 60
9 and 11 gauges, 0 70
7 and 8 gauges, 0 90
5 and 6 gauges, 1 10
Superior chemically prepared pink edge, best white cloth wads, in boxes of 250 each—
11 and smaller gauge, 1 15
9 and 10 gauges, 1 40
7 and 8 gauges, 1 65
5 and 6 gauges, 1 90

Adzes.

Discount, 20 per cent.
Anvils.
Wright's, 80-lb. and over, 0 10 1/2
Hay Budden, 80-lb. and over, 0 09 1/4
Brook's, " " " 0 11 1/2

Augers.

Gilmour's, discount 65 and 5 p.c. off list.

Axes.

Chopping Axes
Single bit, per doz, 5 50 10 00
Double bit, " " " 11 00 18 00
Bench Axes, 40 p.c.
Broad Axes, 33 1/2 per cent.
Hunters' Axes, 5 50 6 00
Boy's Axes, 5 75 6 75
Splitting Axes, 6 50 12 00
Handled Axes, 7 00 10 00

Axle Grease.

Ordinary, per gross, 5 75 6 00
Best quality, " " " 13 00 15 00

Bath Tubs.

Zinc, 6 00
Copper, discount 15 p.c. off revised list

Baths.

Standard Enamelled.
5 1/2-inch rolled rim, 1st quality, 25 00
2nd " " " 21 00

Anti-Friction Metal.

"Tandem" A, per lb., 0 27
" " B, " " " 0 21
" " C, " " " 0 11 1/2
Magnolia Anti-Friction Metal, per lb., 0 25
Frictionless metal, per lb., 0 23

SYRACUSE SWEETING WORKS.

Aluminum, genuine, 0 45
Dynamo, 0 29
Special, 0 25
Aluminum, 99 p.c. pure "Syracuse", 0 50

Bells.

Brass, 60 per cent.
Nickel, 55 per cent.

Cow.
American make, discount 66 2/3 per cent.
Canadian, discount 45 and 50 per cent.
Door.
Gongs, Sargent's, 5 50 8 00
" Peterboro', discount 45 per cent.
Farm.
American, each, 1 25 3 00
House.
American, per lb., 0 35 0 40
Bellows.
Hand, per doz., 3 35 4 75
Moulders', per doz., 7 50 10 00
Blacksmiths', discount 40 per cent.

Belting.

Extra, 60 and 10 per cent.
Standard, 60, 10 and 10 per cent.
No. 1, 70 p.c.
Agricultural, 70 and 10 p.c.

Bits.

Auger.
Gilmour's, discount 60 and 5 per cent.
Rockford, 50 and 10 per cent.
Jennings' Gen., net list.

Car.

Gilmour's, 47 1/2 to 50 per cent.
Clark's, 40 per cent.

Expansive.

Clark's, per doz., 0 65 0 90
Diamond, Shell, per doz., 1 00 1 50
Nail and Spike, per gross, 2 25 5 20

Gimlet.

Clark's, per doz., 0 65 0 90
Diamond, Shell, per doz., 1 00 1 50
Nail and Spike, per gross, 2 25 5 20

Blind and Bed Staples.

All sizes, per lb., 0 07 1/2 0 12

Bolts and Nuts.

Carriage Bolts, common (\$1 list), 55 and 5
" full square (\$2.40 list) 60 and 5
" Norway iron (\$3 list) 60 and 5
Machine Bolts, all sizes, 55 and 5
Plough Bolts, " " " 55 and 5
Blank Bolts, " " " 60
Bolt Ends, " " " 60
Sleigh Shoe Bolts, " " " 70
Coach Screws, cone point, " " " 70
Nuts, square, all sizes, 3 1/2 per lb. off.
Nuts, hexagon, all sizes, 4c. per lb. off.
Stove rods, per lb., 5 1/2 to 6c.
Nuts, in 50 lb. lots 1/4c. per lb. extra in less than 50 lb. lots, 1/2c. extra.

Boot Calks.

Small and medium, ball, per M., 4 25
Small heel, per M., 4 50

Bright Wire Goods.

Discount, 62 1/2 per cent.

Broilers.

Light, dis., 65 to 67 1/2 per cent.
Reversible, dis., 65 to 67 1/2 per cent.
Vegetable, per doz., dis. 37 1/2 per cent.
Henis, No. 8, " " " 6 00
Henis, No. 9, " " " 7 00
Queen City, " " " 7 50 0 00

Butchers' Cleavers.

German, per doz., 6 00 11 00
American, per doz., 12 00 20 00

Building Paper, Etc.

Plain building, per roll, 0 30
Tarred lining, per roll, 0 40
Tarred roofing, per 100 lb., 1 70
Coal Tar, per barrel, 3 50
Pitch, per 100-lb., 0 85
Carpet felt, per ton, 45 00

Bull Rings.

Copper, \$2.00 for 2 1/2 in. and \$1.90 for 2 in.

Butts.

Wrought Brass, net revised list
Cast Iron.
Loose Pin, dia., 60 per cent.
Wrought Steel.
Fast Joint, dia. 65, 10 and 2 1/2 per cent.
Loose Pin, dia. 65, 10 and 2 1/2 per cent.
Berlin Bronzed, dia. 70, 70 and 5 per cent.
Gen. Bronzed, per pair, 0 40 0 65

Carpet Stretchers.

American, per doz., 1 00 1 50
Bullard's, per doz., 6 50

Castors.

Bed, new list, dia. 55 to 57 1/2 percent
Plate, dia. 52 1/2 to 57 1/2 per cent.

Cattle Leaders.

Nos. 31 and 32, per gross, 8 50 9 50

Cement.

Canadian Portland, 2 25 2 75
English, 3 00 3 15
Belgian, " " " 2 50 2 75
Canadian hydraulic, 1 25 1 50

Chalk.

Carpenters Colored, per gross, 0 45 0 75
White lump, per cwt., 0 60 0 65
Red, " " " 0 05 0 06
Crayon, per gross, 0 14 0 18

Chisels.

Socket, Framing and Firmer.
Broad's, dia. 70 per cent.
Warnock's, dia. 70 per cent.
P. S. & W. Extra 60, 10 and 5 p.c.

Churns.

Revolving Churns, metal frames—No. 0, \$8—
No. 1, \$8.50—No. 2, \$9.00—No. 3, \$10.00—
No. 4, \$12.00—No. 5, \$16.00 each. Ditto,
wood frames—20c. each less than above.
Discounts: Delivered from factories, 56
p.c.; from stock in Montreal, 54 p.c.
Terms, 4 months or 3 p.c. cash in 30 days.

Closets.

Plain Ontario Syphon Jet, \$16 00
Emb. Ontario Syphon Jet, 17 00
Fittings per, 1 00
Plain Teutonic Syphon Washout, 10 00
Emb. Teutonic Syphon Washout, 11 00
Fittings net, 1 25
Low Down Teutonic, plain, 16 00
embossed, 17 00
Plain Richelieu net, 3 75
Emb. Richelieu net, 4 00
Fittings net, 1 25
Low Down Opt. Sy. Jet, plain net, 19 50
emb. d. net, 20 50
Closet connection net, 1 25
Basins, round, 14 in., 1 00
" oval, 17 x 14 in., 2 50
" 19 x 15 in., 3 75
Discount 40 p.c., except on net figures.

Compasses, Dividers, Etc.

American, dis. 62 1/2 to 65 per cent.

Cradles, Grain.

Canadian, dis. 25 to 33 1/2 per cent.

Crosscut Saw Handles.

S. & D., No. 3, per pair, 17 1/2
" 5, " " " 22 1/2
" 6, " " " 15
Boynton pattern, " " " 20

Door Springs.

Torrey's Rod, per doz., (15 p.c.) 2 00
Coil, per doz., 0 88 1 60
English, per doz., 2 00 4 00

Draw Knives.

Coach and Wagon, dia. 50 and 10 per cent.
Carpenters, dia. 70 per cent.

Drills.

Hand and Breast.
Miller's Falls, per doz. net list.
DRILL BITS.
Morse, dia., 37 1/2 to 40 per cent.
Standard dia. 50 and 5 to 55 per cent.

Faucets.

Common, cork-lined, dia. 35 per cent.
ELBOWS. (Stovepipe.) per doz.
5 and 6-inch, common, 1 20
7-inch, " " " 1 35
Polished, 15c. per doz. extra.

ESCUTCHEONS.

Discount, 45 per cent.
ESCUTCHEON PINS.
Iron, discount 40 per cent.

FACTORY MILK CANS.

Discount off revised list, 40 per cent.

FILES AND RASPS.

Great Western, 75 and 5 per cent.
Arcade, " " " 75 " 5
Kearney & Foot, " " " 75 " 5
American, " " " 75 " 5
J. Barton Smith, " " " 75 " 5
McClellan, " " " 75 " 5
Eagle, " " " 70 10 and 5
Nicholson, " " " 70 " 10
Royal, " " " 80 " 10
Black Diamond, 60 to 65 and 10 per cent.
Jowitt's, English list, 25 to 27 1/2 per cent.
Nicholson File Co.'s "Simplicity" file handle,
per gross, 85c. to \$1.50.

FORKS.

Hay, manure, etc., dia. 50 and 10 per cent.
revised list.

GLASS—Window—Box Price.

Size	United	Per	Star	Per	D. Diamond
Inches.	50 ft.	100 ft.	50 ft.	100 ft.	Per
Under 26	2 15	4 15	4 15	6 00	6 00
26 to 40	2 30	4 45	4 45	6 80	6 80
41 to 50	4 85	7 50	7 50	8 50	8 50
51 to 60	5 15	8 50	8 50	9 50	9 50
61 to 70	5 50	9 00	9 00	10 50	10 50
71 to 80	6 00	11 75	11 75	14 00	14 00
81 to 85	6 50	15 50	15 50	18 00	18 00
86 to 90					
91 to 95					
96 to 100					

GAUGES

Marking, Mortise, Etc.
Stanley's dia. 50 to 55 per cent.

Wire Gauges.

Winn's, Nos. 26 to 33, each, 1 65 2 40

HALTERS.

Rope, 3/4 per gross, 9 00
" 1/2 to 3/4, " " " 14 00
Leather, 1 in., per doz., 3 87 1/2 4 00
1 1/4 in., " " " 5 15 5 20
Web, — per doz., 1 87 2 45

HAMMERS.

Maydole's, dia. 5 to 10 per cent. Can. dia.
25 to 27 1/2 per cent.

Tack.

Magnetic, per doz., 1 10 1 20
Sledge, " " " 0 07 1/2 0 08 1/2
Canadian, per lb., 0 07 1/2 0 08 1/2
Ball Peen, " " " 0 22 0 25

HANDLES.

American, per doz., 1 50 2 00
Store door, per doz., 1 00 1 50

Fork.

C. & B., dia. 40 per cent. rev. list.
Hoe, " " " 1 00 1 25
C. & B., dia. 40 per cent. rev. list.
Saw, " " " 3 15 3 75

Plane.

American, per gross, 3 15 3 75
Hammer and Hatchet.
Canadian, 40 per cent.

Cross-Cut Saws.

Canadian, per pair, 0 13 1/2
HANGERS, doz. pairs.
Steel barn door, 5 85 6 00
Stearns, 4 inch, 5 00
" 5 inch, 6 50

Lane's covered—

No. 11, 5-ft. run, 8 40
No. 11 1/2, 10-ft. run, 12 80
No. 12, 10-ft. run, 12 60
No. 14, 15-ft. run, 21 00
Lane's O.N.T. track, per foot, 4 1/2

HARVEST TOOLS.

Discount, 70 per cent.

HATCHETS.

Canadian, dia. 40 to 42 1/2 per cent.
HINCHES.
Blind, Parker's, dia. 50 and 10 to 60 per cent
Heavy T and strap, 4-in., per lb., 0 08 1/2
" " 5-in., " " " 0 06 1/2
" " 6-in., " " " 0 06
" " 8-in., " " " 0 05 1/2
" " 10-in., " " " 0 05 1/2

Light T and strap, dia. 65 and 5 per cent.
Screw hook and hinge—
6 to 10 in., per 100 lbs., 4 25
12 in. up, per 100 lbs., 3 25

Per gro. pairs.

Spring, 12 00

Garden, Mortar, etc., dia. 50 and 10 p.c.

Planter, per doz., 4 00 4 50
HOLLOW WARE.
Discount, 45 and 5 per cent.

HOOKS.

Cast Iron.
Bird Cage, per doz., 0 50 1 10
Clothes Line, per doz., 0 27 0 63
Harness, per doz., 0 72 0 88
Hat and Co's, per gross, 1 00 3 00
Chandelier, per doz., 0 50 1 00

Wrought Iron.

Wrought Hooks and Staples, Can., dia.
47 1/2 per cent.

Use Syracuse Babbitt Metal

IT IS THE
BEST MADE.

SYRACUSE SMELTING WORKS
BABBITT METAL

For
Paper and Pulp
Mills, Saw and
Wood Working
Machinery, Cotton
and Silk Mills,
Dynamos, Marine
Engines, and all
kinds of
Machinery
Bearings.

Wire, Triangular and Bar Solder, Pig Tin, Lead, Ingot Copper, Ingot Brass, Antimony, Aluminum, Bismuth, Zinc Spelter, Phosphor Tin, Phosphor Bronze, Nickel, etc., always in stock.

Factories: { 332 William St., MONTREAL, QUE.
and SYRACUSE, N.Y.

Syracuse Smelting Works

Wire.
Hat and Coat, discount 45 per cent.
Belt, per 1,000..... 0 60
Screw, bright, dis. 55 per cent.

HORSE NAILS

"O" brand 50 and 7½ p.c. off new list. Oval.
"M" brand 50, 10 and 5 per cent. } head
Countersunk 60 per cent.

HORSESHOES

F.O.B. Montreal.
No. 2 No. 1.
and No. 1.
larger smaller.
Iron Shoes.
Light, medium, and heavy... 3 50 3 75
Snow shoes..... 3 75 4 00
Steel Shoes.
Light..... 3 60 3 85
Featherweight (all sizes).... 4 85 4 85
F.O.B. Toronto, Hamilton, London and
Guelph, 10c. per keg additional.
Toe weight steel shoes..... 6 70

JAPANNED WARE.

Discount, 45 and 5 p.c. off list, June 1899

ICE PICKS.

Star per doz..... 3 00 3 25

KETTLES.

Brass pun, 7½ p.c. dis. off new list.
Copper, per lb..... 0 30
American, 60 and 10 to 65 and 5 p.c.

KEYS.

Lock, Can., dis. 45 p.c.
Cabinet, trunk, and padlock,
Am. per gross..... 60

KNOBS.

Door, japanned and N.P., per
doz..... 1 50 2 50

Bronze, Berlin, per doz..... 2 75 3 25

Bronze Genuine, per doz..... 6 00 9 00

Shutter, porcelain, E. & L.
screw, per gross..... 1 30 4 00

White door knobs—per doz..... 1 25

HAY KNIVES.
Discount, 50 and 10 per cent.

LAMP WICKS.
Discount, 60 per cent.

LANTERNS.

Cold Blast, per doz..... 7 00 8 50

No. 3 "Wright's"..... 8 50 9 00

Ordinary, with burner..... 4 00 9 00

Dashboard, cold blast..... 9 00 5 75

No. 0..... 5 75

Japanning, 50c. per doz. extra.

LEMOSQUEEZERS.

Porcelain lined,..... per doz. 2 20 5 60

Galvanized..... 1 87 3 25

King, wood..... 2 75 2 90

King, glass..... 4 00 4 50

All glass..... 1 20 1 30

LINES.

Fish, per gross..... 1 05 2 50

Chalk..... 1 90 7 40

LOCKS.

Canadian, dis. 45 p.c.

Russell & Erwin, per doz.... 3 00 3 25

Eagle, dis. 30 p.c.

Padlock..... 50 6 00

English and Am. per doz.... 1 00 2 40

Scandinavian..... 1 00 2 40

Eagle, dis. 20 to 25 p.c.

MACHINE SCREWS. Iron and Brass.

Flat head discount 25 p.c.

Round Head discount 20 p.c.

MALETS.

Tinsmiths' per doz..... 1 25 1 50

Carpenters', hickory, per doz 1 25 3 75

Lignum Vitae, per doz..... 3 85 5 00

Caulking each..... 60 2 00

MATTOKS.

Canadian, per doz..... 5 50 6 50

MEAT CUTTERS.

American, dis. 25 to 30 p.c.

German, 15 per cent.

MILK CAN TRIMMINGS.

Discount, 25 per cent.

NAILS.

Quotations are:

2 d and 3 d..... \$3 55 \$3 85

3 d..... 3 20 3 52

4 and 5 d..... 2 85 3 35

6 and 7 d..... 2 85 3 20

8 and 9 d..... 2 70 3 00

10 and 12 d..... 2 65 2 95

16 and 20 d..... 2 60 2 90

50, 40, 50 and 60 d. (base).... 2 55 2 85

Wire nails in carlots are \$2.77½
Galvanizing 2c. per lb. net extra.
Steel Cut Nails 10c. extra.
Miscellaneous wire nails, dis. 70 and 10 p.c.
Coopers' nails, dis. 30 per cent.
Flour barrel nails, dis. 25 per cent.

NAIL SETS

German and American..... 1 85 3 50

NAIL SETS

Square, round, and octagon
per gross..... 3 38 4 00

Diamond..... 12 00 15 00

NETTING.

Poultry, 55 per cent. for McMullen's
OAKUM. Per 100 lb.

Navy..... 6 00 0 15½

U. S. Navy..... 7 25

OIL.

Water White (U.S.)..... 0 16½

Prime White (U.S.)..... 0 15½

Water White (Can.)..... 0 15

Prime White (Can.)..... 0 14

OILERS.

McClary's Model galvan. oil
can, with pump, 5 gal.,
per doz..... 10 00

Zinc and tin, dis. 50, 50 and 10.

Copper, per doz..... 1 25 3 50

Brass, "..... 1 50 3 50

Malleable, dis. 25 per cent.

GALVANIZED PAIRS.

Dufferin pattern pairs, dis. 45 p.c.

Flaring pattern, discount 45 per cent.

Galvanized washtubs discount 45 per cent.

PIECED WARE.

Discount 40 per cent. off list, June, 1899.

10-qt. flaring ear buckets, dis. 40 p.c.

6, 1c and 14-qt. flaring pails, dis. 40 p.c.

Creamer cans, dis. 40 p.c.

PICKS.

Per doz..... 6 00 9 00

PICTURE NAILS.

Porcelain head, per gross.... 1 75 3 00

Brass head..... 0 40 1 00

PICTURE WIRE.

Tin and gilt, discount 75 p.c.

PLANES.

Wood, bench, Canadian dis. 50 per cent.

American dis. 50.

Wood, fancy Canadian or American 7½
to 40 per cent.

PLANE IRONS.

English, per doz..... 2 00 5 00

PLIERS AND NIPPERS.

Button's Genuine per doz pairs, dis. 37½
40 p.c.

Button's Imitation, per doz.... 5 00 9 00

German, per doz..... 0 60 2 60

PLUMBERS BRASS GOODS.

Compression work, discount, 60 per cent.

Fuller's work, discount 65 per cent.

Rough stops and stop and waste cocks, dis-
count, 60 per cent.

Jenkins disk globe and angle valves, dis-
count, 55 per cent.

Standard valves, discount, 60 per cent.

Jenkins radiator valves discount 55 per cent.

standard, dis. 60 p.c.

Quick opening valves discount, 60 p.c.

No. 1 compression bath cock..... 2 00

No. 4..... 2 00

No. 7, Fuller's..... 2 50

No. 4½, "..... 3 00

POWDER.

Velox Smokeless Shotgun Powder.

100 lb. or less..... 0 85

1,600 lb. or more..... 0 80

PRESSED SPIKES.

Discount 22½ per cent.

FULLEYS.

Hothouse, per doz..... 0 55 1 00

Axle..... 0 22 0 33

Screw..... 0 27 1 00

Awning..... 0 35 2 50

PUMPS.

Canadian eastern..... 1 80 3 60

Canadian pitcher spout..... 1 40 2 10

PUNCHES.

Saddlers', per doz..... 1 00 1 85

Conductors..... 9 00 15 00

Tinners' solid, per set..... 0 00 0 72

" hollow, per set..... 0 00 1 00

RANGE BOILERS.

Galvanized, 3 gallons..... 7 60

" 35 "..... 8 25

" 40 "..... 9 50

Copper, 30 "..... 22 00

" 35 "..... 26 00

" 40 "..... 30 00

Discount off Copper Boilers 10 per cent.

Cast steel and malleable, 50, 10 and 5 p.c.

Wood, 25 per cent.

RAZORS.

per doz..... 4 00 18 00

Geo. Butler & Co.'s..... 4 00 18 00

Boker's..... 7 50 11 00

" King Cutter..... 12 50 50 00

Wade & Butcher's..... 3 60 10 00

Theile & Quack's..... 7 00 12 00

REAPING HOOKS.

Discount, 50 and 10 per cent.

REGISTERS.

Discount..... 40 per cent.

RIVETS AND BURRS.

Iron Rivets, black and tinned, discount 60
and 10 per cent.

Iron Burrs, discount 55 per cent.

Extras on Iron Rivets in 1-lb. cartons, ½ c.
per lb.

Extras on Iron Rivets in ½-lb. cartons, 1c.
per lb.

Copper Rivets & Burrs, 35 and 5 p.c. dis.
and cartons, 1c. per lb. extra, net.

Extras on Tinned or Coppered Rivets
½-lb. cartons, 1c. per lb.

RIVET SETS

Canadian dis. 35 to 37½ per cent.

ROPE ETC.

7-16 in. and larger, per lb 11 14

¾ in. "..... 11½ 15

½ and 5-16 in. "..... 16 16

Cotton, 3-16 inch and larger
5-32 inch..... 21 22½

" ¾ inch..... 22½ 12½

Russia Deep Sea..... 12½ 8

Lath Yarn..... 10½

New Zealand Rope..... 10

RULES.

Boxwood, dis. 75 and 10 p.c.

Ivory, dis. 37½ to 40 p.c.

SAD IRONS.

Mrs. Potts, No. 55, polished..... 62½

" No. 50, nickle-plated..... 67½

SAND AND EMERY PAPER.

Dominion Flint Paper, 47½ p.c. cent.

B & A. sand, 40 and 5 per cent.

Emery, 40 per cent.

Garnet (Rutten), 5 to 10 p.c. advance on list.

SAP SPOUTS.

Bronzed iron with hooks, per doz... 9 50

SAWS.

Hand Dieston's, dis. 12½ p.c.

S. & D., 40 per cent.

Crescent, Dieston's, per ft.... 35 0 55

S. & D., dis. 35 p.c. on Nos. 2 and 3.

Hack, complete, each..... 0 75 2 75

" frame only..... 0 75

SASH WEIGHTS.

Sectional, per 100 lbs..... 2 75 3 00

Solid..... 2 00 2 25

SASH CORD.

Per lb..... 0 23 0 30

SAW SETS.

" Lincoln" and White, per doz.... 6 00

Hand Sets No. 1 Woodjett (Morrill) 4 25

X-cut sets, No. 3 Woodjett (Morrill) 9 50

SCALES.

Standard, 45 p.c.

Champion, 65 p.c.

Spring Balances, 10 p.c.

Fairbanks Standard, 35 p.c.

" Dominion, 55 p.c.

" Richelieu, 55 p.c.

SCREW DRIVERS.

Sargent's per doz..... 0 65 1 00

SCREWS.

Wood, F. H., bright and steel, 67½ and 10 p.c.

Wood R. H., " dis. 82½ and 10 p.c.

" F. H., brass, dis. 80 and 10 p.c.

Wood, R. H., " dis. 75 and 10 p.c.

" F. H., bronze, dis. 75 p.c.

" R. H., " 70 p.c.

Drive Screws, 87½

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MANUFACTURERS
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PITTSBURGH,
U. S. A.

OF ALL KINDS.

Proof Coil, B.B., B.B.B., Crane, Dredge Chain, Trace Chains, Cow Ties, etc.

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Montreal.

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Montreal.

For other Provinces.

Lining tacks, in bulk	15
solid heads, in bulk	75
Saddle nails in papers	10
" in bulk	15
Tufting buttons, 22 line, in dozens only	60
Tin capped trunk nails	15
Zinc glazier's points	5
Double pointed tacks, papers	90 and 10
bulk	40

TAPE LINES.

English, ass skin, per doz	2 75	5 00
English, Patent Leather	5 50	9 75
Chesterman's each	0 90	2 85
steel, each	0 80	8 00

THERMOMETERS.

Tin case and dairy, dis. 75 to 75 and 10 p.c.	
---	--

TRAPS. (Steel.)

Game, Newhouse, dis. 25 p.c.	
Game, H. & N., P. S. & W., 65 p.c.	
Game, steel, 72½, 75 p.c.	

TROWELS.

Disston's discount 10 per cent.		
German, per doz	4 75	6 00
S. & D., discount 35 per cent.		

TWINES.

Bag, Russian, per lb.....	0 27	
Wrapping, cotton, 3-ply	0 18	
" 4-ply.....	0 23	
Mattress, per lb.....	0 33	0 45
Staging, ".....	0 27	0 35

VICES.

Wright's	0 13½
Brook's	0 12¾
Pipe Vise, Hinge, No. 1.....	3 50
" " No 2	5 50
Saw Vise	4 50
	9 00

ENAMELLED WARE.

White, Princess, Turquoise, Blue and White, discount 50 per cent.	
Diamond, Famous, Premier, 50 and 10 p.c.	
Granite or Pearl, Imperial, Crescent, 50, 10 and 10 per cent.	

WIRE.

Brass wire, 50 to 50 and 2½ per cent. off the list.	
Copper wire, 45 and 10 per cent. net cash 30 days, f.o.b. factory.	

Smooth Steel Wire, is quoted at the following net selling prices:

No. 6 to 8 gauge	\$2 90
" 9	2 80
" 10	2 87
" 11	2 90
" 12	2 95
" 13	3 15
" 14	3 37
" 15	3 50
" 16	3 65

Other sizes of plain wire outside of Nos. 9, 10, 11, 12 and 13, and other varieties of plain wire remain at \$2.81 base with extras as before. The prices for Nos. 9,

to 13 include the charge of 1 c. for oiling. Extras net per 100 lb.: Coppered wire, 60c.—tinned wire, \$2—oiling, 10c.—special hay-baling wire, 30c.—spring wire, \$1—best steel wire, 75c.—bright soft drawn, 15c.—in 50 and 100-lb. bundles net, 10c.—in 25-lb. bundles net 15c.—packed in casks or cases, 15c.—bagging or papering, 10c.

Fine Steel Wire, dis. 17½ per cent. List of extras: In 100-lb. lots: No. 17, \$5—No. 18, \$5.50—No. 19, \$6—No. 20, \$6.65—No. 21, \$7—No. 22, \$7.30—No. 23, \$7.65—No. 24, \$8—No. 25, \$9—No. 26, \$9.50—No. 27, \$10—No. 28, \$11—No. 29, \$12—No. 30, \$13—No. 31, \$14—No. 32, \$15—No. 33, \$16—No. 34, \$17. Extras net—tinned wire, Nos. 17-25, \$2—Nos. 26-31, \$4—Nos. 32-34, \$6. Coppered, 5c.—oiling, 10c.—in 25-lb. bundles, 15c.—in 5 and 10-lb. bundles, 25c.—in 1-lb. hanks, 50c.—in ½-lb. hanks, 75c.—in ¼-lb. hanks, \$1—packed in casks or cases, 15c.—bagging or papering, 10c.

Galvanized Wire, per 100 lb.—Nos. 6, 7, 8, \$3 50 to \$3 85—No. 9, \$2.85 to \$3.15—No. 10, \$3.60 to \$3.95—No. 11, \$3.70 to \$4.10—No. 12, \$3 to \$3.30—No. 13, \$3.10 to \$3.40—No. 14, \$4.10 to \$4.50—No. 15, \$4.60 to \$5.05—No. 16, \$4.85 to \$5.35. Base sizes, Nos. 6 to 9, \$2.57½ f.o.b. Cleveland. Clothes Line Wire, regular 7 strand No. 17, \$4.65; No. 18, \$2.9; No. 19, \$1.61. Ho

low 6 strand, No. 17, \$4.30; No. 18, \$2.70—No. 19, \$1.35; No. 20, \$2.30, f.o.b. Hamilton, Toronto, Montreal.

WIRE FENCING.

Galvanized barb	3 05
Galvanized, plain twist	3 05
Galvanized barb, f.o.b. Cleveland, \$2.82½ in less than carlots, and \$2.73 in carlots.	

WIRE CLOTH.

Painted Screen, per 100 sq. ft., net.	1 35
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WASTE COTTON.

Colored	per lb.
White, according to quality	4½ to 5
500-lb. bale lots shaded.	6½ to 7½

WRENCHES.

Acme, 35 to 37½ per cent.		
Agricultural, 60 p.c.		
Coe's Genuine, dis. 20 to 25 p.c.		
Towers' Engineer, each.....	2 00	7 00
" S., per doz.....	5 80	6 00
G. & K's Pipe, per doz.....	3 40	3 40
Burrell's Pipe, each.....	3 00	3 00
Pocket, per doz.....	0 25	2 90

WRENCHES.

Leader	per doz	\$30 0	33 00
Royal Canadian	"	26 00	28 00
Royal American	"	26 00	28 00
Sampson	"	26 00	30 00

Terms 4 months, or 3 p.c. 30 days.
WROUGHT IRON WASHERS.
Canadian make, discount, 40 per cent.

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Wood Turnings, Hand
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and also the celebrated
Wood's Patent Car
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For Street and Steam Rail-
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Tailors' Shears,
Trimmers, Scissors,
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Not connected with any Shear Combination.

*Standard Paint & Varnish Works.
Limited*
*Makers of High Grade
Varnishes, Lapsos,
Paints, Colors & Enamels.
Windsor, Ont.*



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Tenders will not be considered unless made on the form supplied, and signed with the actual signatures of tenderers.

An accepted cheque on a chartered bank, payable to the order of the Minister of Public Works, equal to ten per cent (10 p.c.) of the amount of tender, must accompany each tender. The cheque will be forfeited if the party decline the contract or fail to complete the work contracted for, and will be returned in case of non-acceptance of tender.

The Department does not bind itself to accept the lowest or any tender. By order,

FRED. GELINAS, Secretary.

Department of Public Works,
Ottawa, October 4th, 1901.

Newspapers inserting this advertisement without authority from the Department, will not be paid for it. (41)

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of any kind that is of value to business men supplied by our Bureau. We can give you market quotations from any town in Canada, reports from the city markets, stock quotations, etc. You can get commercial news from any Canadian paper through us.

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U.S. Patent June 25th 1895

Canadian Patent December 13th, 1894



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CHAS. F. CLARK, President.

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CORNWALL ROAD STAMFORD STREET.

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Which can be obtained direct from the works or from the principal Color Dealers in Canada.



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HIGH PRESSURE PACKING.

For Steam, Hot or Cold Water, and Air.

Packs equally well for all. There is no packing made that will last as long or withstand as well the action of steam heat. Carried in stock in rolls about 36-in. wide, and the following thicknesses: 1/32, 1/16, 3/32 and 1/8.

"BLUESTONE" Pneumatic Sectional Gaskets - the best and longest wearing on the market. Will conform to any seat, no matter how rough. Made in the following sizes: 3/8-in., 1/2-in. and 5/8-in.

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AND METAL
MERCHANT

The Weekly Organ of the Hardware, Metal, Heating, Plumbing and Contracting Trades in Canada.

VOL. XIII.

MONTREAL AND TORONTO, OCTOBER 19, 1901.

NO. 42

POCKET KNIVES
H. BOKER & Co's
IMPROVED
TREE BRAND
TRADE MARK
CUTLERY
RAZORS SCISSORS

FOR SALE BY LEADING WHOLESALE HARDWARE HOUSES.

"Queen's Head" Iron



"Looks better,
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JOHN LYSAGHT, Limited, Makers. A. C. LESLIE & CO., MONTREAL,
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Which shall it be?—it pays to use care in selecting your Radiator in either event. No architect can possibly go wrong in advising the use of the "Safford" Patent Radiator, because for twelve years there has not been a word of complaint from those who have used it.

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Smokeless Powder

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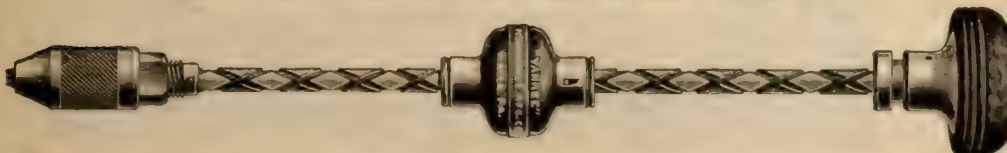
No. 15. "Yankee" Ratchet Screw Driver, with Finger Turn on Blade.



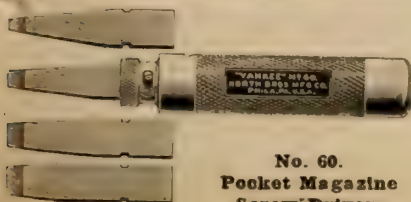
No. 30 "Yankee" Spiral-Ratchet Screw Driver, Right and Left Hand.



No. 41. "Yankee" Automatic Drill, Eight Drill Points in Handle.



No. 50. "Yankee" Reciprocating Drill, for Iron, Steel, Brass, Wood, etc.



No. 60.
Pocket Magazine
Screw Driver.

Our "YANKEE" Tool Book
tells all about them. Mailed
free on application.

Manufacturers also of

**LIGHTNING,
GEM and
BLIZZARD
Ice Cream Freezers.**

**Toy Freezers,
Ice Shaves and
Ice Chippers.**

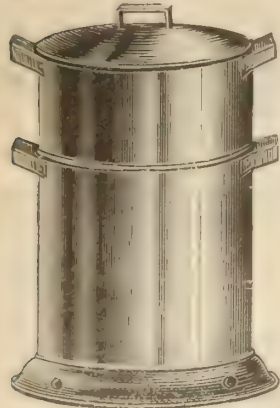
**Fluting Machines,
Hand Fluters.**

**Sold by Leading Jobbers
in Canada.**

NORTH BROS. MFG. CO.,

Philadelphia, Pa., U.S.A.

ESTABLISHED
1860



"Parlor"

ASH SIFTERS

INCORPORATED
1895



Our "PARLOR" Ash Sifters are neatly made in two sizes. No. 1, 12-in. in diameter. No. 2, 14-in. in diameter. Supplied both Japanned Black and Galvanized Iron.

"EMPIRE" Sifters are made one size only. 14-in. in diameter. Galvanized.

"Empire"

Coal Hods, Fire Shovels, Stove Pipes, Elbows, Lanterns, Stove Boards, etc.

The Thos. Davidson Mfg. Co., Limited, Montreal

PERSONS addressing advertisers will kindly mention having seen their advertisement in Canadian Hardware and Metal Merchant.

ADVERTISING in WESTERN CANADA

will be Carefully Efficiently, and Promptly attended to, by

The Roberts Advertising Agency,
WINNIPEG CANADA.

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BASKET CO.,**

Manufacturers of

1, 2, 3 Bushel

Grain

AND

Root

BASKETS

THE OAKVILLE
BASKET CO.



SKY LIGHT	THE SAFE LOCK SHINGLE	BABY SHINGLE MAILED FREE	CORNICE
<h3>WRITE US</h3> <p>about any prospective work, as we may be able to offer you some suggestions or give you such assistance as will enable you to secure the business at a good profit.</p> <h3>Our New Catalogue.</h3> <p>Did you receive a copy? We find that some of our customers still refer to old ones. You should be familiar with our line, otherwise want of information when your customer is ready to purchase may lose you his business.</p> <p>METAL SHINGLE & SIDING CO., Limited PRESTON, ONT.</p>			
SIDING	CEILING	WINDOW CAP	FINIAL
METAL SHINGLE & SIDING CO. LIMITED PRESTON, ONT.		ELBOWS	CRIMPED SHEET
METAL SHINGLE & SIDING CO. LIMITED PRESTON, ONT.		METAL PUMP	

Watch our ad. in next issue, or write to us for particulars on our patented

Automatic Door Strip and Weather Strip

Specially adapted for cold climates and takes the place of the inner window.

HELMS & HELMS, 148-50 Willow St., PHILADELPHIA.

JONES BROS. Manufacturers of

STOVE BRICKS, OPEN GRATE BACKS,

"Maple Leaf" Brand.

Furnace Bricks and Range Bricks

Estimates furnished on application.

Bracondale P.O., Ont.

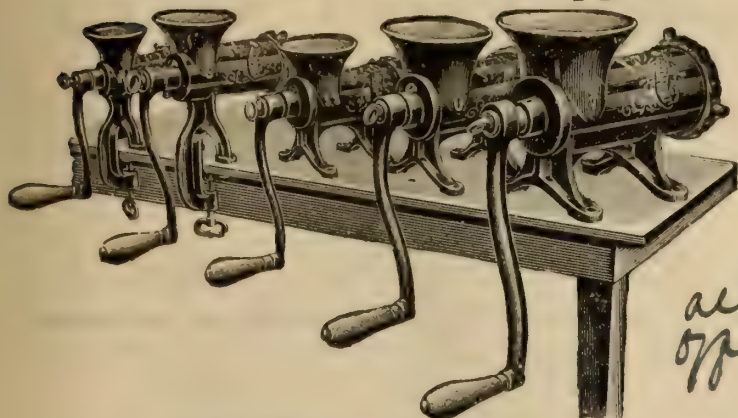
LEWIS BROS. & CO.

WHOLESALE HARDWARE, MONTREAL, QUE.

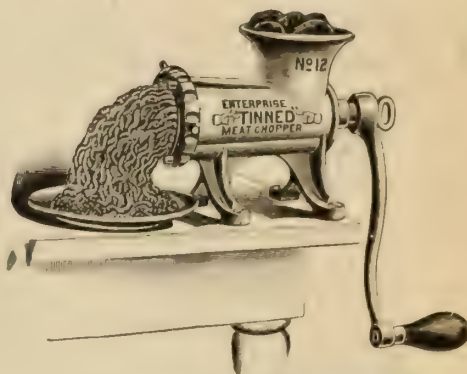
TORONTO OFFICE in charge of Mr. (Maxey) Morrell.

OTTAWA OFFICE in charge of Mr. R. McAllen.

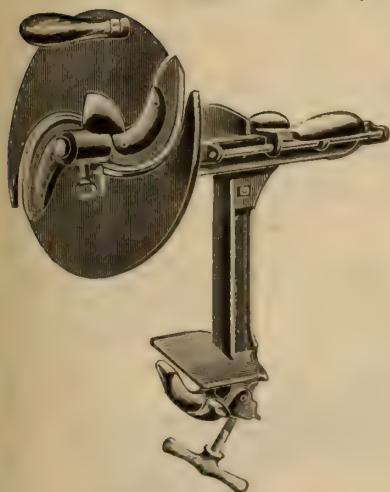
Meat and Food Choppers--Wine and Jelly Presses.



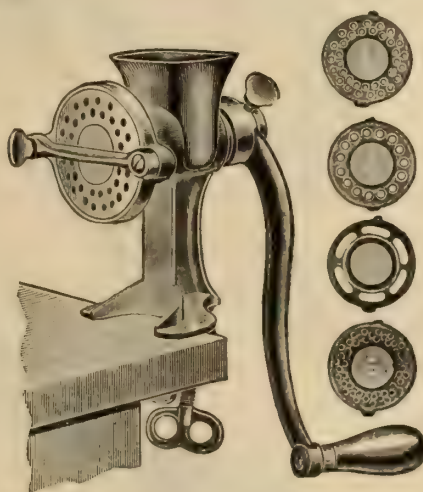
"ALEXANDERWERK" MEAT CHOPPERS.
Tinned Inside—Nos. 5, 10, 12, 22 and 32.
Enameled "—Nos. 5, 10, 12, 22 and 32.



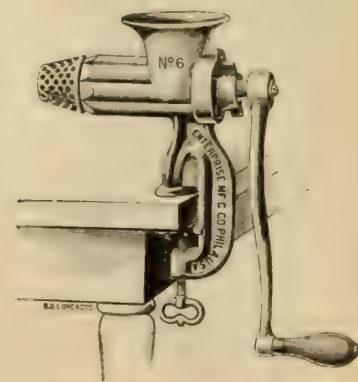
"ENTERPRISE" MEAT CHOPPERS.
Tinned—Nos. 12, 22 and 32.



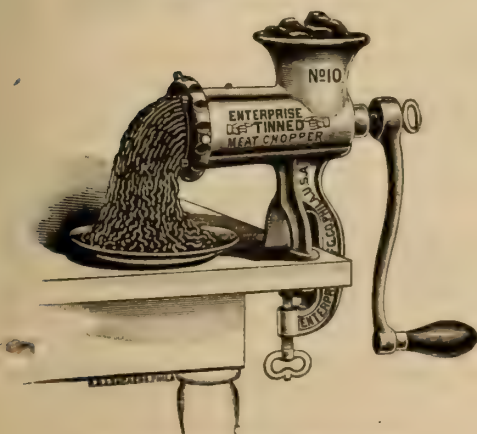
"STERLING" SLICER.



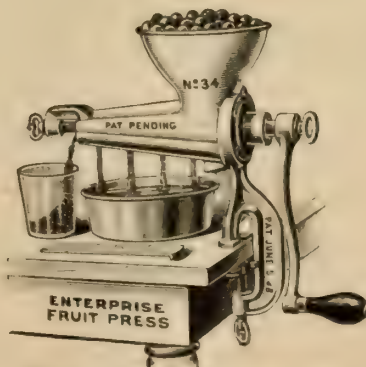
"STERLING" MEAT and FOOD CHOPPERS.
No. 1.



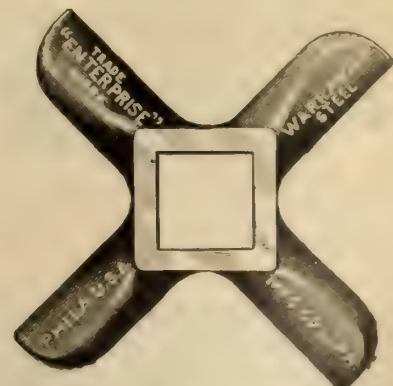
"ENTERPRISE" MEAT and FOOD CHOPPERS.
Tinned—Nos. 1, 2, 4 and 6.



"ENTERPRISE" MEAT CHOPPER.
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"ENTERPRISE" FRUIT PRESSES.



We have full line of
Parts of "Enterprise" Choppers.

MAIL ORDERS FILLED AND SHIPPED SAME DAY AS RECEIVED, AND BILLED AT LOWEST PRICES.

LEWIS BROS. & CO., MONTREAL

HENRY ROGERS, SONS & CO.,

SHEFFIELD, ENGLAND
Manufacturers of the celebrated



HRS & CO

UNION JACK CUTLERY

We make a specialty of

**PLATED WARE,
FRUIT KNIVES, ETC.**

Our Canadian Representative carries a full line of samples.

Canadian Office:

6 St. Sacrament St., MONTREAL.
F. A. YORK, Manager.



Made in Two Sizes—6 and 7-inch Pipe.

E. T. WRIGHT & CO.,
HAMILTON.
Manufacturers,

KNOX HENRY

Heavy Hardware and Metal Broker
Room 32, Canada Life Bldg., MONTREAL.

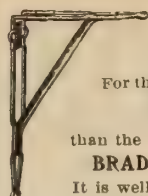


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HORSE NAILS—"C." Brand Horse Nails
Canada Horse Nail Co.

"BRASSITE" GOODS—Gund Castor Co.
Limited, Birmingham, Eng.

McLaskill, Dougall & Co
Fine Varnish & Japan
Manufacturers
Montreal
Price List on application



Will Hold Up a Shelf!

That's what a shelf bracket is for.
For this purpose there can be

**NOTHING BETTER
NOTHING CHEAPER**

than the . . .

BRADLEY STEEL SHELF BRACKET

It is well **Japanned, Strong and Light.**
The saving in freight is a good profit, aside
from the **lower price** at which the goods are sold.
Order direct or through your jobber.

ATLAS MFG. CO., New Haven, Conn., U.S.A

CANADIAN ADVERTISING is best done by THE
E. DESBARATS ADVERTISING AGENCY
MONTREAL.

ALEXANDER GIBB

Manufacturers' Agent and Metal Broker,
13 St. John Street, Montreal

Representing British and American Man-
ufacturers. Correspondence invited from firms
wishing to be represented in Canada.

STEVENS-MAYNARD JR. RIFLE

The
Young Gentleman's
Rifle.

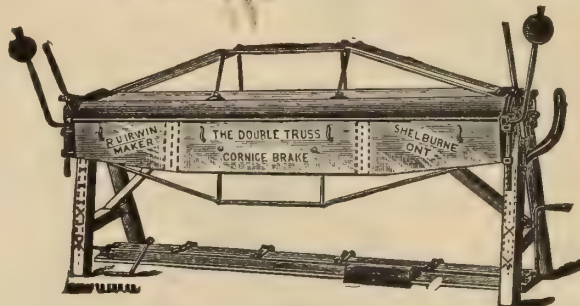


The
Young Gentleman's
Rifle.

If you want the best cheap rifle ever made we have it in the Stevens-Maynard Jr. It
will be a great seller this year. Better place order now.

The leading Jobber's handle Stevens products.

J. Stevens Arms & Tool Co., P.O. Box 217 Chicopee Falls, Mass., U.S.A.



This eight-foot Brake bends 22-gauge iron
and lighter, straight and true.

Price, \$60

Very handy beader attachment, \$15 extra
if required.

Send for circulars and testimonials to

**The Double Truss Cornice
Brake Co. SHELBURNE, ONT.**

The Latest and Best.

H. & R. Automatic Ejecting Single Gun.

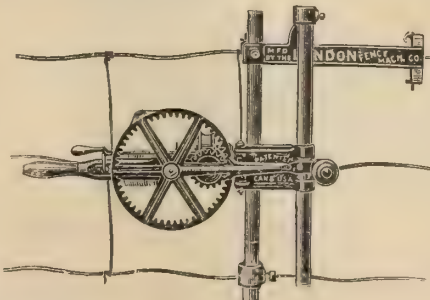
Model
1900.



Steel and Twist Barrels
in 30 and 32-inch.
12 Gauge.

Harrington & Richardson Arms Co.
Worcester, Mass., U.S.A.
Descriptive Catalogue on request.

London Fence Machines Lead



in every community where they have been intro-
duced.

Our best ads. are the farmers who use them.
They are delighted because they can erect a 50 per
cent. better fence at 50 to 60 per cent. of the cost
of a ready woven one, and in the same time that
they can erect the latter.

Fifty rods per day is a very easy day's work with
the London.

Dealers, are you aware that a perfect fence can-
not be built from a ready woven roll? Farmers
are finding this out; give them a chance to get the
best and they will appreciate it.

If there is no agent in your town write us.

We manufacture a complete line of fencing supplies of superior quality. That we have the best, we
know from practical experience.

The London Fence Machine Co., London, Canada.

LOCKS and BUILDERS' HARDWARE

Made in great variety of
design and finish.

Catalogues and price list mailed on
application.

THE LARGEST MAKERS
IN THE DOMINION.



The Gurney-Tilden Co., Limited, - Hamilton, Canada.

What Are You in Business For?—\$.

THERE IS MONEY IN OIL. Handle our brands and you will realize a quicker turnover than by handling any other. Why? Because they are the **best oils** that money can buy, and the public must have them.

“PENNOLINE”

our leading brand, has enjoyed a largely-increasing sale every month. Try a barrel and you will understand the reason.

“CRYSTAL SPRAY” and **“SILVER LIGHT”** are cheaper grades, but are as good as many high-grade oils sold by other concerns.

WE HANDLE ONLY AMERICAN OILS.

The Atlantic Refining Co., Esplanade and Jarvis Streets, **Toronto**

Terrell's Tubular Wood Heaters

... MADE IN THREE SIZES ...

With 24, 27 and 30-Inch Bodies.



These stoves give famous satisfaction—are very easy to control and radiate as much heat as any two ordinary stoves of their size.

The Tubes just double their heating power, and the warmth is circulated so that all parts of the rooms are kept at even temperature.

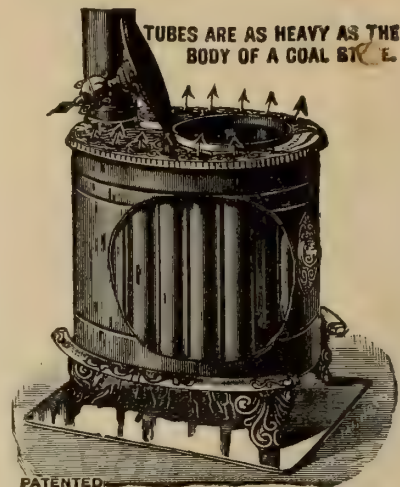
You'll find them first-rate sellers—moderate in price, and splendidly reliable.

WRITE US FOR ANY DESIRED INFORMATION.

THE GURNEY FOUNDRY CO., Limited

TORONTO. WINNIPEG. VANCOUVER.

THE GURNEY MASSEY CO., Limited, - Montreal.



"THE EMLYN" SAW BENCH

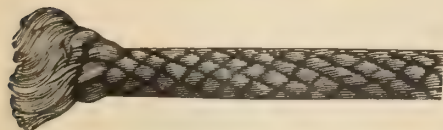
Made in 6 sizes. Best value obtainable. Specially designed for export. With or without "Emlyn" Patent Guard. Sole maker—

CHARLES D. PHILLIPS,

Cables—
"Machinery," Newport.

Emlyn Engineering Works,
NEWPORT, MON., ENGLAND.

Buy the Best.



HERCULES

Sash Cord.

Star Brand Cotton Rope

Star Brand Cotton Clothes Lines

Star Brand Cotton Twine

For Sale by all Wholesale Dealers

Special list of low-priced Japanned and Regalvanized Wire Cloth.

24, 30, 36 in. wire, in 50 ft. rolls.

SAMPLES SENT WHEN DESIRED. WRITE FOR PRICES.

The B. GREENING WIRE CO., Limited

Hamilton, Ont., and Montreal, Que.

The words "**DUNDAS AXE**" are stamped on our hand made "Crown Jewel" and "Perfect Jewel" Axes. Knowing the quality of these Axes, we want every one to know who made them. They will hold an edge that will cut their way to success.

DUNDAS AXE WORKS
Dundas, Ont.

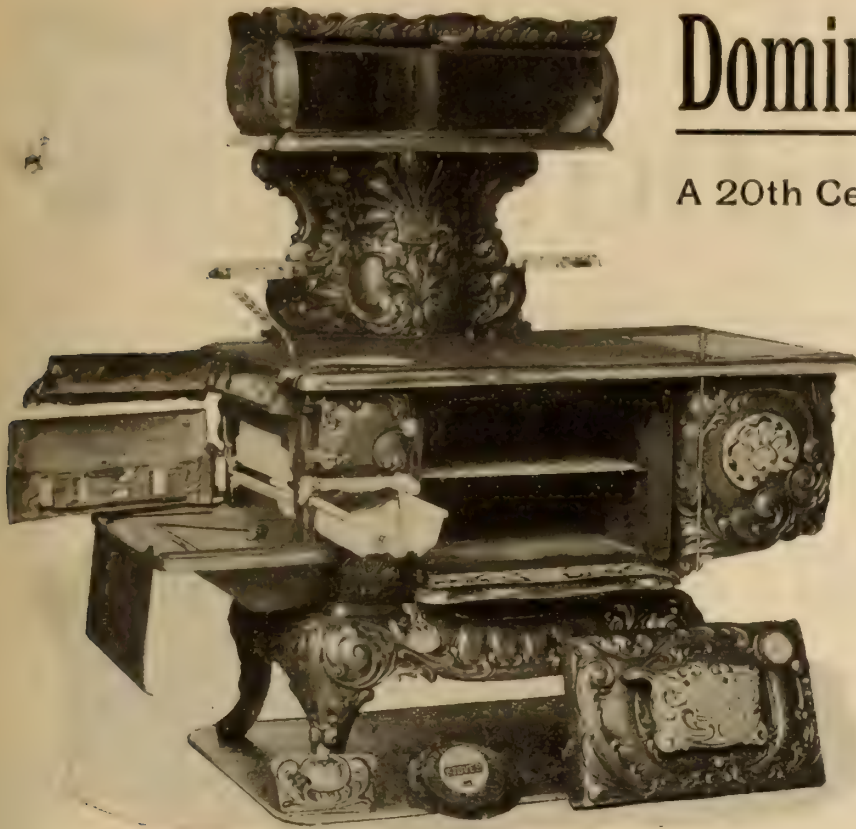
Montreal Agent: W. L. Haldimand, Jr.

The Robin Hood Powder Company

If you want the best Trap or Game load in the world, buy "Robin Hood Smokeless," in "Robin Hood" Shells. It is quick, safe, and reliable. Try it for pattern and penetration from forty to seventy yards against any powder on the market. We make the powder, we make the shells, and we load them. Write for our booklet, "Powder Facts."

The Robin Hood Powder Company

SWANTON, VT.



THE Dominion Jewel Range

A 20th Century Range, *made in all styles.*

SOME FEATURES PECULIARLY ITS OWN :

Genuine Steel Oven—as fitted in the celebrated Grand Jewel Wood Cook. Rolling steel front on high closet. Drop hearth.

Oven is square, 20 in. x 20 in., and is 13 inches high.

Note features as shown.

MADE ONLY BY

The BURROW, STEWART &
MILNE COMPANY, Limited,
HAMILTON, CANADA.

Write for descriptive circulars



What do you require in the way of

CANS?

We manufacture the very best quality of

Paint and Color Cans, round and square.
Varnish and Oil Cans. Paint Irons.
Paint Packages. Lye Tins.

and every description of Tin or Can required by the trade. We shall be pleased to send you quotations for anything you need in our line.

The Acme Can Works,

OFFICE AND FACTORY :

Ontario St. and Jeanne D'Arc Ave.,

MONTREAL.

JAS. B. CAMPBELL.

WILLIAM PRATT.



NO. 1.

AXE WEDGES



NO. 2.

RETURNED
DEC 18 1901

Made from highest grade of **Malleable Iron.**

Put up in boxes of one dozen.

Order "WOODYATT'S" and get the best.

Manufactured by _____

RETURNED
DEC 18 1901

A. R. WOODYATT & CO., GUELPH, CANADA.

SOLD ONLY THROUGH THE WHOLESALE TRADE.

The demand for

Onyx Stove Boards

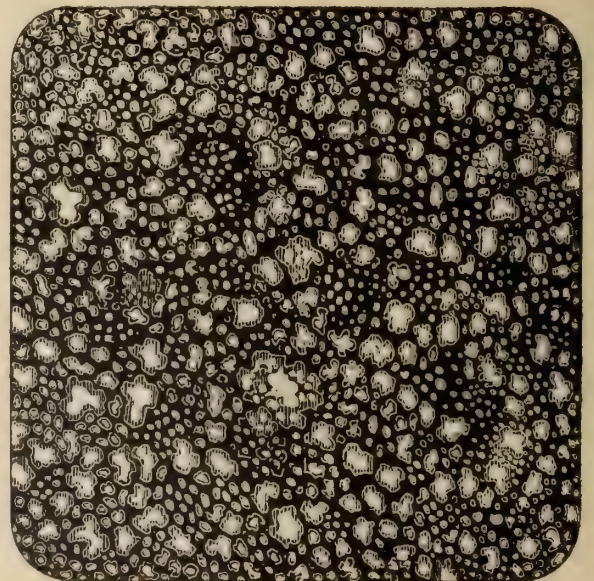
has steadily increased ever since they were first offered to the trade.

They are attractive in design and are finished in six different colors.

Made of one piece and wood-lined.

All sizes always in stock.

For a cheaper grade we have the embossed wood-lined, and the embossed paper-lined.



PRICES ON APPLICATION.

Kemp Manufacturing Co., Toronto, Ont.



VOL. XIII.

MONTREAL AND TORONTO, OCTOBER 19, 1901.

NO. 42.

President,
JOHN BAYNE MacLEAN,
Montreal.

THE MacLEAN PUBLISHING CO. Limited.

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, North-West Territories, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, P.E. Island and Newfoundland.

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J. Hunter White.
NEW YORK. 176 E. 88th Street.

Subscription, Canada and the United States, \$2.00.
Great Britain and elsewhere 12s.

Published every Saturday.

Cable Address { Adscript, London.
Adscript, Canada.

WHEN WRITING ADVERTISERS
PLEASE MENTION THAT YOU SAW
THEIR ADVERTISEMENT IN THIS PAPER

ADULTERANTS IN WHITE LEAD.

THE Canadian white lead manufacturers have been examined, and the results are out. They have just been published in Bulletin No. 78, issued by the Inland Revenue Department, showing the laboratory results of the analysis of many samples of white lead gathered at different points from Halifax to Vancouver.

The testing has not proven very satisfactory. Not that their ability has been disproven; it has been shown that our manufacturers know how to make good white lead in oil. But a far more serious

charge is made—that they have cheated. For this reason the publication of the bulletin has caused quite a sensation in white lead circles.

The Department gathered 99 samples. Of these 81 were sold as pure and 18 without guarantee, under various names and brands. The latter were, of course, adjudged "adulterated" as was to be expected. But no one looked for adulterations in the 81 that were sold as "pure" or "genuine"—terms reserved by law to the real unadulterated article. The official analyst, however, has found that 25 of these 81 samples were admixed with "barytes," the ordinary adulterant. The amount of the admixture varies from 12 to 61 per cent.

It is at least comforting to know that without a single exception the guaranteed pure brands of the Paint Grinders' Association, bearing the numbered label and the name of "John Hyde, Secretary," have been found to be the real quill. Hardware dealers will do well to make a thorough study of this bulletin.

The chief analyst in his remarks suggests that those brands of white lead which are not sold as pure, and which are avowedly adulterated, should show on their label to what extent adulterants are present. He argues that such a policy would be equally advantageous to the consumer and manufacturer.

He further adds: "In four of the samples the manufacturers have thought fit to print on their labels for the pure article, the words 'Government Standard.' Since the Department has not taken any action

beyond carrying out the provisions of the Act in Restraint of Fraudulent Sale or Marking, it would seem wise to discountenance the use of the words just quoted."

The business that is not pushed will send its owner into bankruptcy.

DANGEROUS ELEVATORS.

IN Toronto on Tuesday last there were two elevator accidents. One was in a public building in which people are steadily passing in and out daily. The other was in a manufacturing establishment. In the one instance the drop was only 15 feet, but it was sufficient to give a severe shaking up to those who were travelling in the elevator. In the other the drop was four storeys, and, while the sole occupant escaped death, he was badly enough injured to necessitate his removal to the hospital.

While the accidents fortunately were not accompanied by fatal consequences, they should, nevertheless, awaken the authorities to the necessity of a more systematic and better inspection of elevators than which now exists.

Passenger elevators are now in such general use that, it is to be feared, one of these days there will be a deplorable loss of life unless the present policy of unconcern is abandoned and one more in keeping with the demands of the case adopted.

Think what would have happened if it had been one of the elevators in the large department stores which had dropped the four storeys! There must have been a serious loss of life, crowded as these elevators are from morning till night.

GERMANY'S DISCRIMINATION AGAINST CANADA.

THE official announcement which the Department of Trade and Commerce received the other day to the effect that the favored nation treatment had been denied Canada by Germany, created little or no interest in this country, for it was only an official intimation of what we were already fully cognizant. It is none the less an important matter, for it means that whatever business we do with Germany will be done under difficulties greater at least than some of our competitors. Canada is the only colony in the British Empire upon which this disability has been placed.

The action of the German authorities is, of course, a reprisal upon us for the part we took in 1897 in bringing about the abrogation of the treaties between Great Britain and Germany which prevented Canada from giving the products of the Mother Country preferential tariff treatment.

We cannot but regret the action of Germany. It is unworthy of a great nation. The steps that Canada took to abrogate the treaty were not based on antipathy towards the German Empire. On the contrary, the people of this country have had the most friendly feeling towards the Fatherland. There are a large number of Germans and their descendants in the Dominion, and they are among our best and most highly-prized citizens.

What induced Canada to seek the abrogation of the treaty was a principle. The treaty, which went into force in 1865, bound Canada to conditions which she had no voice in formulating. As they precluded the Dominion according the products of Great Britain a preference under the tariff unless it was extended to Germany, it meant that the self-government for which our forefathers had so long contended before obtaining was still very incomplete, and incomplete in a way that was humiliating.

Possibly few, if any, of those who agreed with the action of the Canadian Government in persuading the British Government to abrogate the treaty expected reprisals from the German Government, but that does not warrant our wishing to recall what has been done.

We contended for a principle, and we won. And even if we have to pay a little more for it than we anticipated it is hardly manly for us on that account to blame those who were responsible for initiating the movement which resulted in the treaty with Germany being abrogated.

In Great Britain there is a feeling in certain quarters that the Imperial Government did not stand up for the interest of Canada when the new treaty with Germany was being negotiated. The Financial Daily News of London, for instance, in a series of editorial articles vigorously criticized the Imperial Government for its apathy in regard to the matter.

We do not know what our own Government has done in the matter. Sir Richard Cartwright, some time ago, told a deputation that his Department had made some representations in the matter. But, judging from Sir Richard's action in regard to other matters, we fear that his representations were not very vigorously pushed upon the Imperial authorities.

Hope may not yet be abandoned, however. Possibly a commercial treaty, similar to that which we already have with France, may be secured with Germany through the Imperial authorities. At any rate, we do not know what we can do until we try. The Government should take the matter up without delay.

Canada's aggregate trade with Germany in 1900 was nearly \$10,500,000, the largest on record. But by far the greater part of that amount is made up of imports from Germany, the imports and exports being \$8,706,641 and \$1,715,903 respectively. Our chief imports from Germany during 1899 and 1900 were as follows:

CHIEF IMPORTS FROM GERMANY.

	1899.	1900.
Cotton and manufactures of.	\$ 150,469	\$ 186,664
Earthenware and china	98,504	133,699
Fancy articles.....	276,959	310,447
Furs and manufactures of...	309,010	593,267
Glass and manufactures of ..	136,632	182,619
Gloves and mits.....	240,022	241,690
Paints and colors.....	255,806	290,623
Silk and manufactures of....	340,824	316,197
Sugar	2,750,166	3,412,383
Drugs, etc.	176,023	199,010
Iron, steel, metals.....	414,143	678,869

Our exports to Germany are largely made up of breadstuffs, manufactures of metals and fruits. This will be gathered from a glance at the following table:

CHIEF EXPORTS TO GERMANY.

	1898.	1900.
Breadstuffs.....	\$1,118,532	\$738,773
Fish and fish products	42,442	71,281
Fruits (dried and green)	372,500	191,183
Iron and steel and manufactures of:		
Agricultural implements....	\$248,835	\$376,089
Machines and machinery....	2,391	828
All other.....	16,578	68,965
Total iron, etc.....	\$267,804	\$445,732
Asbestos	\$ 12,052	\$ 80,916
Provisions	71,075	7,405
Seeds,	250,669	90,401
Wood and manufactures of...	38,024	15,553

The aggregate trade with Germany during the last four years was as follows:

	1897.	1898.	1899.	1900.
Imports.....	\$5,785,548	\$5,763,784	\$7,324,499	\$8,706,641
Exports	1,045,432	1,837,448	2,219,569	1,715,903
	\$6,830,978	\$7,601,232	\$9,602,063	\$10,422,444

Germany has evidently the most to lose through unpleasant trade relations between the two countries, but that should not deter the Department of Commerce either making an effort to secure a commercial treaty with that country or at least the removal of what is practically a discriminatory tariff against Canadian products.

GLASS CONTINUES SCARCE.

The scarcity of window glass in whole salers' hands, which has been so manifest all season, is still in evidence. The arrivals from Belgium have been meagre from the first of June, and, while it is expected that practically all import orders will be delivered before the close of navigation, stocks are now much smaller than the trade would warrant, and difficulty is still experienced in supplying some sizes.

In the meantime the market in Belgium continues firm. There was a slight break in prices towards the end of summer, but this loss has been fully recovered, and wholesale dealers are unable to-day to place orders in Belgium at a better basis than was ruling when import orders were being placed. It is not probable, either, that there will be any reduction for some months.

ANOTHER ADVANCE IN ROPE.

Another advance in the price of manila rope was made on Thursday. Like the previous advance it was ½c. per lb., and makes the base figure to the retail trade 14 ½c. per lb.

The manufacturers in the United States advanced their prices last week.

The advances are all in sympathy with the hemp market, which, according to the latest cables, remains firm.

THE AUSTRALIAN TARIFF AND THE CANADIAN PREFERENCE.

AUSTRALIA'S long-expected new tariff has at last been brought down, having been submitted to the Federal House of Representatives on October 8 by the Minister of Trade and Commerce.

The average ad valorem duties are 18.7 per cent. And, while the maximum ad valorem duty is 25 per cent., some of the composite and fixed duties will, it is said, reach 100 per cent. Excluding narcotics and alcohol, it is estimated that the remainder of the duties will average 30 per cent.

The rates of duty, according to the cable information, are as follows:

Galvanized and corrugated iron	30s. per ton.
Agricultural machinery	15 per cent.
Sparkling wines	12s. per gal.
Other wines, bottled	8s. "
" in bulk	6s. "
Tobacco, manufactured	3s. 6d. per lb.
Leaf tobacco, imported	1s. 6d. per lb., excise 1s.
Cigars	6s. 6d. and 15 p. c. ad valorem.
Cigarettes	6s. 6d.
Sugar, imported	£6 per ton.
Cottons and linens	10 and 15 p. c.
Furniture	20 per cent.

Excise £3 with a rebate of £2 if grown by white labor alone.

In order to encourage the development of the iron and steel industry, a system of bonuses similar to those existing in Canada is proposed. In his tariff speech the Minister of Trade and Commerce said the bonus on pig iron would be 12s. per ton when made from Australian ore and 8s. when from foreign ore. On steel ingots, when 50 per cent. of Australian ore is used, the bonus will be 12s. The bonus will be given from July 1902.

These figures approximate pretty closely to the amount of the Canadian bonus on iron and steel. Turned into decimal currency 12s. would be \$2.92. Now, our bounty is \$3 per ton on pig iron made from Canadian ore, and \$3 per ton on steel ingots made from ingredients of which not less than 50 per cent. of their weight consists of pig iron made in Canada.

One feature in which the Australian bounty differs from the Canadian is that the former will only be paid to works which produce over 100,000 tons annually, while the maximum quantity on which a bonus will be paid will be 150,000 tons. Besides the bonuses already noticed there is one of 25 per cent. to be given on machinery,

which in the case of approved reapers and binders will begin at once.

Although we have so far but little information regarding the tariff it is undoubtedly protectionist in principle. It is not evidently as pronouncedly so as that of the United States, which averages over 50 per cent. but it appears to be rather more strongly protectionist than that obtaining in Canada.

Canadians can scarcely be uninterested in the Australian tariff, from the very fact that it affects articles which they export to that country. Our export trade to Australia has not developed to the extent it was hoped it would, its value during each of the four years ending June 30, 1900, being as follows: 1897, \$1,422,426; 1898, \$1,649,320; 1899, \$1,527,810; 1900, \$1,653,173. Anything, therefore, that will tend to decrease rather than increase that trade, we can scarcely afford to view with equanimity.

Our chief exports to Australia during the last three years were as follows:

CHIEF EXPORTS TO AUSTRALIA.

	1898.	1899.	1900.
Breadstuffs	\$124,230	\$88,167	\$112,312
Carriages and bicycles	264,100	210,330	184,861
Cottons	76,122	88,523	113,109
Fish and fish products	179,400	63,547	203,444
Agricultural impl'm'ts	609,052	596,674	469,763
Machinery	7,280	26,097	39,971
Musical instruments	26,595	50,367	50,130
Deals	33,994	52,359	13,880
Laths, palings, pickets	153,024	169,592	127,582
Furniture	23,569	23,095	44,098

Up to the present the tariff of New South Wales was practically on a free trade basis, and as such was one of the British colonies specially mentioned in the Canadian Customs tariff as entitled to the preferential rebate of 33½ per cent. of the duty. The question now arises: Does the new Australian tariff place the products of New South Wales without the pale of the preferential tariff? The Act provides that the preference may be extended to "any other British colony or possession the Customs tariff of which is, on the whole, as favorable to Canada as the British preferential tariff is to such colony or possession."

It is evident from what can be gathered from the cabled report of the Australian tariff that it is not as favorable to "Canada as the British preferential tariff" is to New South Wales. It is to be hoped, however,

that the Governments of the two chief "British Dominions beyond the seas" will arrive at some reciprocal arrangement whereby the removal of the Canadian preference on the products of New South Wales may be obviated.

Here is another matter for the attention of the Canadian Trade and Commerce Department.

STRONG POSITION OF STEEL.

STEEL continues in a strong position. Billets are still scarce and the price high, although contracts are being made in the United States for delivery the first quarter of 1902 at \$2 below the figures now ruling for immediate shipment.

A favorable feature of the situation is the demand which is being experienced across the border for steel rails. The mills, we are told, already have contracts on their books aggregating 1,200,000 tons for delivery next year, and some authorities estimate that the figures will be 2,500,000 tons before 1901 closes.

When it is remembered that the total production of steel rails in the United States last year was 2,361,921 tons, some idea of the significance of the aggregate orders already placed may be gathered. Twenty years ago the production of the whole country was less than 1,000,000 tons.

The large wholesale dealers in Canada report that they are still experiencing a great deal of difficulty in getting delivery of steel from the manufacturers in the United States. In some lines of steel, orders placed four and six months ago are only now being filled, while for new business the manufacturers will not quote for delivery less than three to four months hence.

IRON FURNACES FOR NORTH SYDNEY.

Projects for the multiplying of blast furnaces are still on foot. It is now announced that the Nova Scotia Steel and Coal Company, of New Glasgow, has decided to erect furnaces at North Sydney.

With the Dominion Iron and Steel Company at Sydney, and the Nova Scotia Steel and Coal Company at North Sydney, that part of the Dominion will, before long, become indeed a great iron and steel centre.

TRADE IN COUNTRIES OTHER THAN OUR OWN.

WIRE NAILS IN THE UNITED STATES.

WIRE nails have continued to meet with a fairly good sale, and although there has been some irregularity in prices due to the competition of outside mills, the undertone of the market has held steady and quotations have not been changed from the basis of \$2.30 for carload lots f.o.b. mill. Cut nails have had a fair sale, and prices quoted have been unchanged at \$2.05 for carload lots f.o.b. mill. It has been possible to obtain concessions to some points due to keen competition.—N. Y. Journal of Commerce.

WROUGHT IRON PIPE IN THE STATES.

There continues to be an active demand for wrought iron pipe, and the leading manufacturers are still seriously behind their orders, though they are now turning out goods quite rapidly. Parties who have stocks of pipe on hand are still able to realize a good advance beyond the manufacturers' quotations, but in view of the improved supply such exceptional prices are somewhat lower than they were a few weeks ago.—Iron Age.

THE UNITED STATES SHEET MARKET.

Deliveries of sheets are reported to be somewhat better, but they are still very hard to obtain for shipment within 60 days. Some of the outside mills have entered a good deal of tonnage in sheets for shipment in first quarter and first half of 1902. No fixed price was made on these contracts, but prices to be paid by the buyers are to be the same as those in force at the time of delivery by the leading sheet interests.—Iron Age.

THE BRITISH TINPLATE TRADE.

The market has been unsettled during the past week, sellers' ideas of values varying considerably. Prompt plates continue to change hands rather freely, and for these prices are well maintained, but the actual business done during the last week or two in tins for delivery ahead has been very small, buyers evidently being of the opinion that by holding off as much as possible they will be able to fill their requirements at less than the figures quoted to day.

Quotations for common 11 by 20 112 sheets 108 lb. Bessemer cokes run generally about 14s. 6d. to 14s. 9d. per box f.o.b. Wales, reasonable delivery. Good straight lines, however, forward delivery, could probably be placed at somewhat under these prices.

The Canadian season is practically over, and even the most optimistic must admit that it has been anything but a good one. It is to be hoped that there will be better results next year. Iron and Coal Trades' Review, October 1.

BRITISH PIG IRON TRADE.

In the pig iron branch of the trade there has been a fair amount of business passing during the past week, and prospects are by no means unfavorable, as manufacturers of finished materials have a number of orders on their book which are not yet covered. The general tendency of the market is in favor of sellers, although here and there, as in

Lancashire for instance, there are makers who are quoting below current rates for forward delivery, with the result that buyers are more inclined to purchase sparingly. In the north of England, however, the upward tendency is pronounced, and values have improved during the week, while the amount of business doing shows expansion. Hematite is in very short supply both in Middlesbrough and Barrow, and mixed numbers are quoted at 60s. and 63s. respectively. The following is a statement of the stocks of pig iron in public stores:—

	Tons.
Connal's at Glasgow	58,311
Connal's at Middlesbrough	129,843
Railway stores, Middlesbrough	7,500
Connal's at Middlesbrough, hematite	2,305
Cumberland and Barrow stores	14,798

In Middlesbrough stocks have gone up during the week ended October 1 by 4,536 tons, but the Barrow figures show a decrease of 460 tons. So far this year the stocks in Middlesbrough have increased over 81,000 tons, including 2,707 tons of hematite, while at Glasgow and Barrow there have been decreases of 12,965 and 7,812 tons respectively. On the week the total increase in stocks throughout the country is 1,076 tons; on the year the increase is 60,417 tons.—Iron and Coal Trade Review, October 4.

OPEN PRICES ON SCYTHES.

The agreement between the manufacturers of scythes establishing the new prices, referred to in a recent issue, has been of short duration, as the market is now reported an open one, with materially lower prices current. The presence of outside competition is understood to be the reason for the break in prices.—Iron Age.

NEW YORK METAL MARKET.

COPPER—The copper market is reported to be very quiet. Trading in spot Lake is of the hand-to-mouth order, as in view of the fact that early futures are readily obtainable at 16½ @ 16¾c., as to quantity. Buyers are not inclined to stock up beyond actual necessities at the present spot price of 17c., or possibly 16¾c. on large lots. For electrolytic the market is steady at 16½ to 16¾c., while casting is still quoted at the range of 15½ @ 16¾c., as to brand. There was a sharp break in the London market this morning, spot prices declining 15s. and futures 17s. 6d. Later in the day the market recovered somewhat and closed firm at 7s. 6d. below last night's quotation, but 7s. 6d. above the lowest for the day for spot. Futures at the close showed a net decline of 15s. for the day, the discount on them being thus increased to £1. The figures of domestic production for September, as given out to-day, were 21,580 tons, compared with 21,386 tons for that month last year. For the nine months the output was 199,626 tons, against 200,042 tons for the corresponding period in 1900. While the production of the United States was about the same as last year, for September the output of the European mines, as far as they report, during that month increased to 9,479 tons, as against 7,839 tons for September last year, an increase of 1,640 tons, equal to about 20 per cent.

PIG TIN—The market appears to be very dull and has an easy undertone.

The demand from the country is reported to be very light, and aside from the switching of some spot tin into November deliveries there was hardly anything done in this market to-day. The quotations for spot and October were 24.90c. bid and 25.15c. asked, but no interest seemed to be felt in futures. January was offered at 24c. without bringing out bids, while other months were not mentioned. London advanced early to £115 7s. 6d. for spot, losing part of the gain later and closing but 10s. above last night's price. In futures the morning advance amounted to but 2s. 6d., and this was lost after noon, so that at the close the discount on three months' line stood at £7. The Singapore quotation advanced 10s. to £109 5s. The Minnehaha has arrived from London with 75 tons, bringing the total receipts at Atlantic ports for the month so far up to 1,215 tons. There are afloat at this writing 2,465 tons. The figures of shipments of tin from the Straits for the first half of October had not been received up to the close.

PIG LEAD—Trade is rather slow, but the market is steady, prices still being based on 4.37½c. for lots of 50 tons or over. St. Louis was quiet at 4.25 @ 4.27½c. for soft Missouri, and 4.27½c. for chemical hard. Yesterday's advance of 1s. 3d. in the London market was lost to-day.

REGULUS ANTIMONY—Prices are steady under a fair demand, and we continue to quote 10½c. for Cookson's; 8½ to 8¾c. for Hallett's, and 8¼ to 8½c. for other brands.

OLD METALS—The market remains quiet but steady at the old quotations.

IRON—The demand for pig iron for prompt and early forward delivery is reported to be very good, but there does not seem to be much business under way for next year, and much of this, it is said, has to be booked at some concession from the present quotations. Advances from Philadelphia are to the effect that confidence in values is strong for deliveries extending into December, but that there is a decided unwillingness to venture beyond that until the situation becomes more distinct than it is to-day. From the same source it is learned that there is a falling off in the demand for plates, which is considered an unfavorable feature, as other branches are liable to be similarly affected unless new work begins to show up. While there is no call for complaining now the prospects are held to be less favorable than they were some time ago.

TINPLATE—The situation is unchanged. There is a fair business in progress and prices are maintained at the quotations.

WIRE NAILS TACKS WIRE

Prompt Shipments

The ONTARIO TACK CO.

Limited
HAMILTON, ONT.

CATALOGUES, BOOKLETS, ETC.

AN ICE TOOL CATALOGUE.

IN practically every town in Canada there is at least one person engaged in the ice business. Midwinter is his harvesting time; in summer he sells his harvest at a good, round profit. During the next few months he will be making his preparations for the harvest, so the hardwareman who is able to supply him with the implements he needs should add somewhat to his sales. Wm. T. Wood & Co., one of the largest manufacturers of the finest quality of ice tools, have just issued their 1901-1902 descriptive catalogues. This should be secured by every hardwareman and used as a reference when trying to make a sale to "the ice man." Any of the trade can secure one of these catalogues, which comprises in its scope practically every kind of ice tool, from an ice tong to a 12-inch, 8-tooth plough, by mentioning **HARDWARE AND METAL**.

MUNRO BROS. WIRE WORKS.

Munro Bros., manufacturers of steel and wire fencing, iron grates, elevator grills, etc., New Glasgow, N.S., have issued a new catalogue, which contains illustrations, price-lists and full information regarding the numerous lines handled by them, including mattress frames, folding cots, mattresses, couches, brass and steel bedsteads, ornamental wire work, wire guards and rope, wire fencing and gates. Possibly the line in which hardwaremen are chiefly interested is wire fencing, especially the "Hercules" lock wire fence, which this firm are now sending out in large quantities and at close prices, from 25c. per rod up.

LOOKING FOR BUSINESS IN TORONTO.

Lewis Bros. & Co., wholesale hardware merchants, Montreal, are looking for a share of business in Toronto, and have appointed as their representative Max Morrell, who has been city traveller for Rice Lewis & Son, Limited, during the last three or four years.

George H. Smith, who is well known to the hardware trade in Toronto, becomes city traveller for Rice, Lewis & Son, Limited.

TO HELP SELL COW TIES.

The B. Greening Wire Co., Limited, are sending out a unique advertisement of their cow ties, one of which should assist retailers who make good use of it to increase their sales.

The novelty is a lithographed cow's head, full size, pasted on wood so cut as to fit the

20 most office

We'll Help You



get the lion's share of the paint business of your locality if you take hold with us.

We'll help you in three ways: By giving you the best paint on the market; by giving you the best paint advertising in the field; by giving you the same methods and working with you constantly along the same lines that have built big business for us.

THE SHERWIN-WILLIAMS PAINT

means more to the dealer than simply so many cans of stock on his shelves. It means business life and energy, enthusiasm, progress, success.

Do you want our help?





THE SHERWIN-WILLIAMS Co.

PAINT AND VARNISH MAKERS.

CHICAGO, NEW YORK,
NEWARK, MONTREAL,
CLEVELAND, BOSTON, TORONTO,
SAN FRANCISCO, KANSAS CITY



design. To make the most effective use of it, the design should be attached to the frame of a doorway or the end of a shelf. At a short distance a stall fixture should be fastened. A cow tie should be arranged from this fixture to the design so as to give the appearance of an animal tied up. This will not only attract attention, but it will likely excite comment and pave the way for sales of cow ties and other stable fixtures. It is really one of the advertising hits of the season, and should be secured by every hardwareman who handles cow ties.

COMMON MISTAKES IN HARDWARE.

Editor **HARDWARE AND METAL**,—Noting your article in last issue under "Common Mistakes in Orders," we would rectify the mistake that 6 dozen knives and forks would always bring 3 dozen knives and 3 dozen forks. We do not know how this is in the United States, but on this side a dozen knives and forks always means 12 pairs, so that in ordering 6 dozen knives and forks we would invariably send a customer 6 packages, each of a dozen pairs.

DRUOL.

London, Ont., Oct. 14, 1901.

LARGER PIG IRON OUTPUT.

The Iron Age in its current issue contains its usual summary of blast furnace capacity for September. Largely because of the starting of a few important furnace plants in the Central West some of them idle through the strike there has been a moderate increase in the production of pig iron. Furnace stocks, however, scored a further decline. The weekly capacity of the furnaces in blast on October 1 compares as follows with that of the preceding periods:

	Furnaces in Blast.	Capacity Per Week. Gross Tons.
October 1, 1901	246	307,982
September 1	255	290,861
August 1	257	306,847
July 1	249	311,863
June 1	253	314,508
May 1	256	301,135
April 1	250	296,676
March 1	248	292,999
February 1	245	278,293
January 1	233	250,331
December 1, 1900	211	278,846
November 1	201	215,504
October 1	213	223,169

The position of furnace stocks, sold and unsold, was as below on October 1, the same furnaces being represented as in former months. This does not include the holdings of the steel works producing their own iron:

Stocks.	May 1.	July 1.	Sept. 1.	Oct. 1.
Anthracite and coke	363,351	327,761	318,569	299,824
Charcoal	70,037	61,837	62,005	61,769
Totals	433,388	389,598	380,574	361,593

FUTURE OF THE AUTOMOBILE.

IN an article in The American Review of Reviews, J. A. Kingman takes the ground that excessive speed as prime requisite in automobiles will not long remain. In support of this contention he says:

"Perhaps the most potent reason why the craze for speed will not spread in this country is that the ordinary person cannot own and maintain a racing machine, which is essentially expensive. The ordinary automobile suitable for country use can be run at a higher rate of speed than should be allowed by law. Probably the most important question in the public mind is the matter of price. Only a limited number of people can afford to buy a large and expensive touring carriage; and even if they could do this, there must be considered the additional expense of maintaining an expert mechanic at a high salary. For such large and powerful machines the chauffeur is necessary; and he must be an expert in order to keep the complicated mechanism in running order. American manufacturers have set about to produce machines in quantity, so that the price can be reduced thereby and the public at large have the benefit of machines which are not extravagant in price, and which can be taken care of by the ordinary individual. If the experiences of some who have bought French machines are repeated, it is hardly to be expected that the importation will continue, especially when the import duty of 45 per cent. is considered. Last year a well-known automobilist imported a famous French racing machine which had never been beaten, although it had taken part in numerous important road races. The price paid for the vehicle was about \$12,000; adding to this the 45 per cent. import duty makes a total cost of about \$17,000. This machine was used perhaps one dozen times in this country, and was eventually sold for \$6,000 to a well-known New Yorker. The latter has had little pleasure from the carriage. Indeed, it can be stated with authority that the automobile is in the repair shop six days after it has been on the road once. It is believed that this experience is by no means an unusual one. Foreign-made machines of this kind, which are made to order, are difficult to repair, because in case of a breakdown new parts have to be made specially, or ordered from the foreign manufacturer. In both cases the expense is attended with a great loss of time during which the vehicle is, so to speak, out of commission.

"Mr. Kingman refers to the general expectation that the price of automobiles will decrease and to the common comparison between it and the bicycle. To be sure, he says, the price of the bicycle was high at first, and was reduced materially later; but it is unfair, in any sense, to compare these two machines. The automobile is a road carriage driven by its own power; the bicycle is a small and relatively inexpensive machine driven by human force. The principal reason why the automobile and bicycle are so often compared is that they are often used for the same purpose in other words, in many cases they may accomplish largely the same end.

"The bicycle was at one time a novelty and luxury, but the high price was not due to the fact that the manufacturers desired to make excessive profits. Special machinery had to be purchased in order to make the machines at all; and the

starting of an entirely new industry would have been impossible unless such prices were charged. It seems evident that the present prices of the automobiles are more reasonable than were the prices of early bicycles. It is always possible to make a cheap automobile, but this intention is not held by any reputable manufacturer of automobiles to-day.

Cheap automobiles will not last, even in the hands of a person who knows how to give them proper attention. Machinery must be of the best to stand, not only the wear and tear caused by the rough roads, but the abuse which it is almost sure to receive when it gets into hands which will not operate it carefully or give it the necessary attention."

FITCHBURG, MASS., Oct. 11, 1901.

TO THE GUN TRADE:

In the manufacture of the **IVER JOHNSON SINGLE GUN** we have endeavored to leave our imprint of 30 years' experience on every square inch of the gun. In features, and finish, and in the perfection of safety appliances, it is true that we have put forth our very best efforts.

Nevertheless, we are not forgetful of the fact that our friends in the trade have stood unshaken in their belief that the best is the cheapest, and, as a result, have favored us with their patronage to the extent of making our **SINGLE GUN** business one of the largest in the world.

We believe it fitting to take this opportunity to thank the trade at large for their cordial support and patronage, and to assure them that in the future, as in the past, it will be our endeavor to make a **SINGLE GUN** that will be to them a source of profit and satisfaction.

Iver Johnson's Arms & Cycle Works,

Branches—New York—99 Chambers St.
Boston—165 Washington St.
Worcester—364 Main St.

FITCHBURG, Mass.

IF your customer gets satisfaction and the transaction is a profitable one, you must be handling a reliable article. Boeckh's Brushes and Brooms possess both of these advantages.

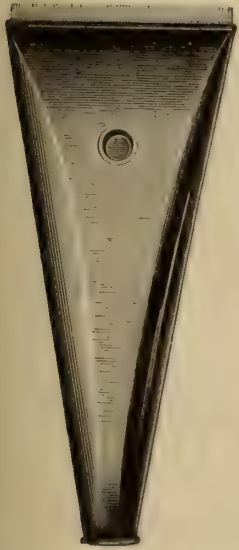
**BOECKH BROS. & COMPANY,
TORONTO, ONT.**

H. S. HOWLAND, SONS & CO.

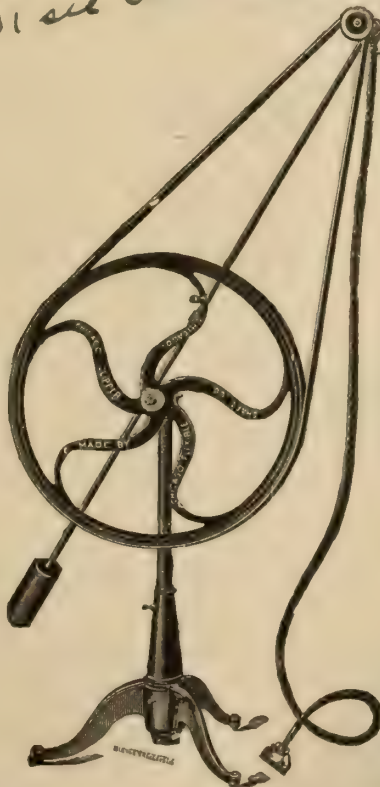
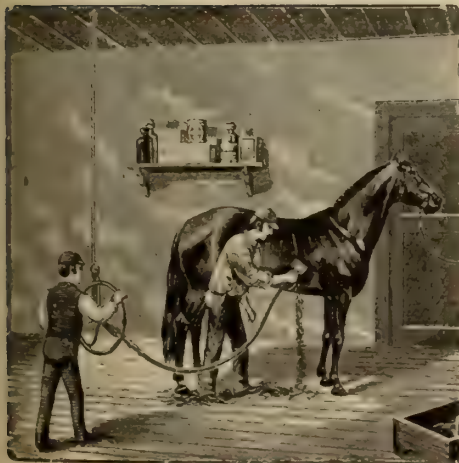
WHOLESALE
ONLY

37-39 Front Street West, **Toronto.**

ONLY
WHOLESALE



*all to H.S. Howland & Co.
24-10-01 see cur-3 p
150*



Our stock of Horse Singers, Clippers, and Clipping Machines is complete.

See our No. 12 Catalogue for further information.

H. S. HOWLAND, SONS & CO., Toronto.

WE SHIP
PROMPTLY

Graham Wire and Cut Nails are the Best.

Factory: Dufferin Street, Toronto.

OUR PRICES
ARE RIGHT

MARKETS AND MARKET NOTES

QUEBEC MARKETS.

Montreal, October 18, 1901.

HARDWARE.

GOOD fall business is the order of the day. Shelf goods, including screws, bolts and nuts, rivets, cutlery, and skates are all in encouraging request. Axes and heavier goods are moving freely. Horseshoes are active as are also horsenails. Wires are rather slow except hay-baling wire. Nails are moving freely, particularly wire nails; in fact, all staple lines are particularly healthy. Harvest tools are being ordered for the spring by the wholesale houses, now that the discount has been settled at 70 per cent. Changes are wanting this week. Payments are prompt.

BARB WIRE — There is but little selling, although a few lots have been shipped this week for fall use. The price is unchanged at \$3.05 per 100 lb. f.o.b. Montreal.

GALVANIZED WIRE — There is but little doing. We quote: No. 5, \$4.25; Nos. 6, 7 and 8 gauge, \$3.55; No. 9, \$3.10; No. 10, \$3.75; No. 11, \$3.85; No. 12, \$3.25; No. 13, \$3.35; No. 14, \$1.25; No. 15, \$4.75; No. 16, \$5.

SMOOTH STEEL WIRE — Hay baling wire is very active with the supply quite adequate. We quote oiled and annealed: No. 9, \$2.80; No. 10, \$2.87; No. 11, \$2.90; No. 12, \$2.95; No. 13, \$3.15 per 100 lb. f.o.b. Montreal, Toronto, Hamilton, London, St. John and Halifax.

FINE STEEL WIRE — This line is without change. The discount is 17½ per cent.

BRASS AND COPPER WIRE — A moderate business is passing at a discount of 55 and 2½ per cent. on brass and 50 and 2½ per cent. on copper.

FENCE STAPLES — But few have been sold. We quote \$3.25 for bright and \$3.75 for galvanized per keg of 100 lb.

WIRE NAILS — Trade continues quite brisk as dealers are laying in winter stocks. We now quote: \$2.85 for

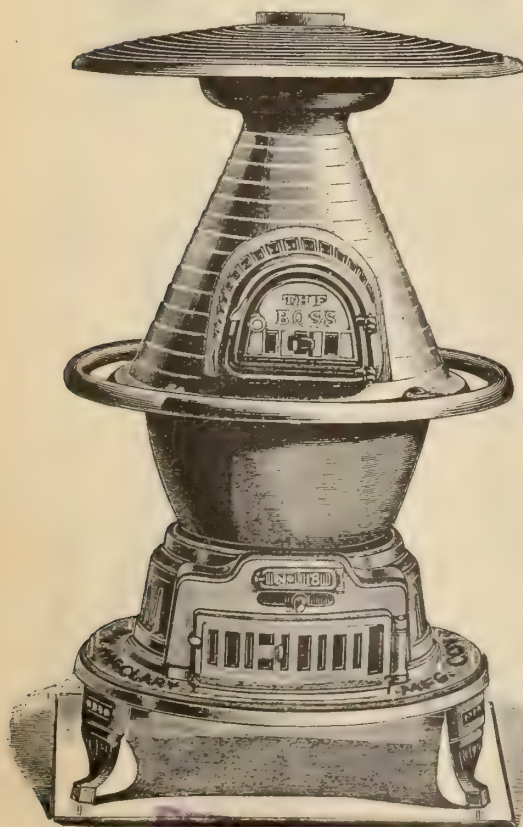
small lots and \$2.77½ for carlots, f.o.b. Montreal, London, Toronto, Hamilton and Gananoque.

CUT NAILS — Fair sales are reported this week. We quote as follows: \$2.55 per keg for small and \$2.45 for carlots; flour barrel nails, 25 per cent. discount; coopers' nails, 30 per cent. discount.

HORSE NAILS — Business is reported to be rather brisk at unchanged figures. "C" brand is held at a discount of 50 and 7½ per cent. off the new list. "M" brand is quoted at 60 per cent. off old list on oval and city head and 66 2-3 per cent. off countersunk head. Monarch's discount is 66 2-3 per cent., and 70 per cent. in 25-box lots.

HORSESHOES — Trade is very good in all grades. We now quote: Iron shoes, light and medium pattern, No. 2 and larger, \$3.50; No. 1 and smaller, \$3.75; snow shoes, No. 2 and larger, \$3.75; No. 1 and smaller, \$4; X L steel shoes, all sizes, 1 to 5, No. 2 and larger, \$3.60; No. 1 and smaller, \$3.85; feather-weight, all sizes, \$4.85; toe weight, steel shoes, all sizes, \$5.95 f.o.b. Montreal; f.o.b.

TWO GOOD HEATERS.



Boss Cone Heater.

Burns hard or soft coal or coke.

The most powerful heater made.

Built specially for hotels, stores, halls, etc.

Feed door is extra large, being 7½ x 10-in. in No. 118, and 9 x 12 in. in No. 120.

We show here two heaters, each of which is the best in its class. Both are easy sellers, and therefore quick money-makers. A dealer takes no chances in putting them in stock.

ÆSTHETIC.



A very handsome heater and an excellent baker. Linings for both coal and wood always sent.

The Æsthetic is an ideal stove for small families or where space is limited.

The McClary Manufacturing Co.

LONDON, TORONTO, MONTREAL, WINNIPEG, VANCOUVER AND ST. JOHN, N.B.

"Everything for the Tinshop."

DEC 13 1901

THE PAGE-HERSEY IRON & TUBE CO. Limited MONTREAL

Manufacturers of

Wrought Iron Pipe

For Water, Gas, Steam, Oil,
Ammonia and Machinery.

**DRAIN PIPES,
PORTLAND CEMENTS,
FIRE BRICKS AND CLAY
SILICA AND MAGNESIA
BRICKS,**

with specially prepared mortar.

Contractors' and Founders'
Supplies.

F. HYDE & CO.

31 WELLINGTON ST., MONTREAL

... FULL STOCK ...

Salt Glazed Vitrified



Double Strength Culvert Pipe
a Specialty.

THE CANADIAN SEWER PIPE CO.

HAMILTON, ONT. TORONTO, ONT.
ST. JOHNS, QUE.

Deseronto Iron Co.

LIMITED

DESERONTO, ONT.

Manufacturers of

Charcoal Pig Iron

BRAND "DESERONTO."

Especially adapted for Car Wheels, Malleable Castings, Boiler Tubes, Engine Cylinders, Hydraulic and other Machinery where great strength is required; Strong, High Silicon Iron, for Foundry Purposes.

Hamilton, London and Guelph, 10c. extra.

SCREWS — An active business is again reported. Sorting orders are numerous and heavy. Discounts are: Flat head bright, $87\frac{1}{2}$ and 10 per cent. off list; round head bright, $82\frac{1}{2}$ and 10 per cent.; flat head brass, 80 and 10 per cent.; round head brass, 75 and 10 per cent.

BOLTS — Inquiries from both dealers and manufacturers are encouraging. The new discounts are now as follows: Norway carriage bolts, 60 and 5 per cent.; common, 55 and 5 per cent.; full square carriage bolts, 60 and 5 per cent.; machine bolts, 55 and 5 per cent.; coach screws, 70 per cent.; sleigh shoe bolts, 70 per cent.; blank bolts, 60 per cent.; bolt ends, 60 per cent.; plough bolts, 55 and 5 per cent.; tire bolts, $67\frac{1}{2}$ per cent.; stove bolts, $67\frac{1}{2}$ per cent. To any retailer an extra discount of 5 per cent. is allowed. Nuts, square, $3\frac{3}{4}$ c. per lb. off list; hexagon nuts, 1c. per lb. off list. To all retailers an extra discount of $\frac{1}{4}$ c. per lb. is allowed.

BUILDING PAPER — Fair lots are still moving, but the inquiry seems to be falling off. We quote: Tarred felt, \$1.70 per 100 lb.; 2-ply, ready roofing, 80c. per roll; 3-ply, \$1.05 per roll; carpet felt, \$2.25 per 100 lb.; dry sheathing, 30c. per roll; tar sheathing, 40c. per roll; dry fibre, 50c. per roll; tarred fibre, 60c. per roll; O.K. and I.X.L., 65c. per roll; heavy straw sheathing, 82s per ton; slaters' felt, 50c. per roll.

RIVETS AND BURRS — There is a nice active business being done. Discounts are now quoted as follows: Best iron rivets, section, carriage, and wagon box, black rivets, tinned do., coopers' rivets and tinned swedes rivets, 60 and 10 per cent.; swedes iron burrs are quoted at 55 per cent. off; copper rivets, 35 and 5 per cent. off, and coppered iron rivets and burrs, in 5 lb. carton boxes, are quoted at 60 and 10 per cent. off list.

CORDAGE — Trade in cordage is active and the market is strong. Manila is quoted at 14c., British Empire at 11 $\frac{1}{2}$ c. and lath yarn at 9 $\frac{3}{4}$ c. Manitoba prices are: Manila, 14 $\frac{1}{2}$ c., British Empire, 12c., sisal, 11 $\frac{1}{2}$ c., and lath yarn, 10 $\frac{1}{2}$ c.

HARVEST TOOLS — Wholesalers are placing orders for next year's harvest tools and it would seem that the Canadian manufacturers will retain possession of the field. The discount to retailers has been fixed at 70 per cent.

SPADES AND SHOVELS — A good business is being done at 10 and 5 per cent. discount.

FIREBRICKS — Trade is slow and there is nothing new to report. We quote: Scotch at \$17.50 to \$22 and English at \$17 to \$21 per 1,000 ex wharf.

CEMENT — There is still a fair demand for cement. We quote as follows: German cement, \$2.25 to \$2.40; English, \$2.20 to \$2.35; Belgian, \$1.65 to \$1.95 per bbl. ex wharf, and American, \$2.15 to \$2.30 ex-cars.

METALS.

Although the scarcity of sheet metals has now been entirely relieved, except, perhaps, in galvanized iron, the stocks are not nearly equal to what are generally held in store at this time of year. Dealers have not been buying during the last two months on account of the inability to secure immediate shipment. Prices are held firmly in England for immediate delivery, but have eased some-

ANVILS AND VISES

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Henry Wright & Co.

SECOND TO NONE.

PRICE MODERATE.

STOCK IN MONTREAL.

A. C. LESLIE & CO.

CANADIAN AGENTS

MONTREAL.



IRON AND
BRASS

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Force, Lift and Cistern
Hand and Power.

For all duties. We can supply your wants with — quality the best and prices right. Catalogues and full information for a request.

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Manufacturers, Galt, Canada.

ADAM HOPE & CO.

Hamilton, Ont.

We offer from stock

Coke Tin Plates 1 C 14 x 20,

" " 1 C 20 x 28,

Galvanized Sheet Iron,

"Comet" and American Brands.

L. and F. Ingot Tin,

Straits Tin,

Ingot Copper,

Pig Lead, Spelter and Antimony.

NOVA SCOTIA STEEL CO.

Limited

NEW GLASGOW, N.S.

Manufacturers of

Ferrona Pig Iron

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Open Hearth Steel



Elastilite is an inside or outside Varnish. It combines the good qualities of both, but is entirely free from their faults.

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Having stood these tests nothing more can be desired.

Our customers all say it's good, and they ought to know.

Cabinet can free with the above assortment.

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Manufactured only by

The Imperial Varnish & Color Co. LIMITED
TORONTO, ONT., CANADA.

Window Glass

Window Glass

We are receiving large consignments of Window Glass by the following Steamers, viz. :

Belgian, Mexican, Boliviana, Cebriana—

and will be able to fill all orders promptly.

**THE JOHN BOWMAN
HARDWARE & COAL CO.,
LONDON, ONT.**

what for December and January shipment. Importers look for an easier market in the spring but anticipate a high local market throughout the closed port months.

PIG IRON — There is but little activity in pig iron on this market, and prices are not changed. Summerlee is worth \$20 to \$20.50 and Canadian, \$18 to \$18.50.

BAR IRON — The market is firm but unchanged this week. Merchants' bar is worth \$1.90 and Horseshoe, \$2.15.

BLACK SHEETS — There is a good demand for black sheets with sufficient stock to meet requirements. We now quote as follows: 28 gauge, \$2.75; 26 gauge, \$2.65; 22 to 24 gauge, \$2.55, and 8 to 20 gauge, \$2.55.

GALVANIZED IRON — The local market is very firm as stocks are none too large in spite of the recent arrivals. We quote: No. 28, Queen's Head, \$4.50; Apollo, 10 $\frac{1}{2}$ oz., \$4.50; Comet, \$4.25, with 25c. extra in less than case lots.

COPPER — The market is steady at 17 $\frac{1}{2}$ c.

INGOT TIN — The English market is about £6 higher than it was last week, but the movement seems to have ceased. Dealers are selling at 29 to 30c.

LEAD PIPE — A brisk business is still being done. We quote: 7c. for ordinary, and 7 $\frac{1}{2}$ c. for composition waste, with 30 per cent. off.

IRON PIPE — The market is firm but no change has been made as yet. We quote as follows: Black pipe, $\frac{1}{2}$, \$2.90 per 100 ft.; $\frac{3}{4}$, \$2.80; $\frac{1}{2}$, \$3; \$3.30; 1-in., \$4.75; $\frac{1}{2}$, \$6.75; $\frac{1}{2}$, \$8.10; 2-in., \$10.80. Galvanized, $\frac{1}{2}$, \$4.20; $\frac{3}{4}$, \$4.75;

1-in., \$6.80; $\frac{1}{2}$, \$9.50; $\frac{1}{2}$, \$11.40; 2-in., \$15.20.

TIN PLATES — There has been a little better inquiry from consumers during the past week. Prices are steady at last week's quotations: Cokes, \$4.25 to \$4.35 and charcoal, \$4.75.

CANADA PLATE — For immediate delivery prices in England are high, which keeps prices up here. Stocks are light for this time of year. We quote: 52's, \$2.70 to \$2.75; 60's, \$2.80 to \$2.85; 75's, \$2.85 to \$2.90; full polished, \$3.75, and galvanized, \$4.25 to \$4.50.

STEEL — Unchanged. We quote: Sleigh shoe, \$2; tire, \$2.05; bar, \$2; spring, \$2.75; machinery, \$2.75, and toe-calk, \$2.60.

SHEET STEEL — We quote: Nos. 10 to 20, \$2.50; 3-16, \$2.05; $\frac{1}{4}$, 5-16 and $\frac{3}{8}$, \$2.45.

TOOL STEEL — Black Diamond, 8c. and Jessop's, 13c.

TERNE PLATES — The market is firm at \$7.75 to \$8.

COIL CHAIN — Some English shipments have been received this week. We now quote as follows: No. 6, 12 $\frac{1}{2}$ c.; No. 5, 10 $\frac{1}{2}$ c.; No. 4, 10c.; No. 3, 9 $\frac{1}{2}$ c.; $\frac{1}{2}$ in., 7 $\frac{1}{2}$ c. per lb.; 5-16, \$4.80; 5-16 exact, \$5.25; $\frac{3}{8}$, \$4.25; 7-16, \$4.05; $\frac{1}{2}$, \$3.85; 9-16, \$3.75; $\frac{5}{8}$, \$3.55; $\frac{3}{4}$, \$3.50; $\frac{7}{8}$, \$3.45; 1-in., \$3.45. In carload lots an allowance of 10c. is made.

SHEET ZINC — Still selling at \$5.75 to \$6.

ANTIMONY — Quiet at 10c.

ZINC SPELTER — Steady at 5c.

SOLDER — We quote: Bar solder, 18c.; wire solder, 20c.

GLASS.

The market is strong and active. Fall supplies are on the way. We quote as follows: First break, 50 ft., \$2.10; second, \$2.20 for 50 ft.; first break, 100 ft., \$4, second break, \$4.20, third break, \$4.70 and fourth break, \$4.95.

PAINTS AND OILS.

Owing to mild and favorable weather a very large business has been transacted during the past week in painting materials of every description. Notwithstanding the advance in bladder putty, the demand is as brisk as ever and it is thought that this good condition of things will extend well into November. Great preparations are being made by the manufacturers for a heavy trade next year. Linseed oil has been reduced 2c. per gallon. Turpentine is unchanged. We quote:

WHITE LEAD — Best brands. Government standard, \$6; No. 1, \$5.62 $\frac{1}{2}$; No. 2, \$5.25; No. 3, \$1.87 $\frac{1}{2}$, and No. 4, \$4.50 all f.o.b. Montreal. Terms, 3 per cent. cash or four months.

DRY WHITE LEAD — \$5.25 in casks; kegs, \$5.50.

DRY WHITE ZINC — Pure dry, 6 $\frac{1}{2}$ c.; No. 1, 5 $\frac{1}{2}$ c.; in oil, pure, 7 $\frac{1}{2}$ c.; No. 1, 6 $\frac{1}{2}$ c.; No. 2, 5 $\frac{1}{2}$ c.

PUTTY — We quote: Bulk, in bbls., \$1.90 per 100 lb.; bulk, in less quantity, \$2.05; bladders, in bbls., \$2.25; bladders, in 100 or 200 lb. kegs or boxes, \$2.40; in tins, \$2.55 to \$2.65; in less than 100-lb. lots, \$3 f.o.b. Montreal. Ottawa, Toronto, Hamilton, London and Guelph. Maritime Provinces, 10c. high er, f.o.b. St. John and Halifax.

RED LEAD — Genuine red lead in

casks, \$4.50; in 100-lb. kegs, \$4.75; less quantities, \$5.75 per 100 lb. No. 1 red lead, casks, \$4.25; kegs, \$4.50, and smaller quantities, \$5.50.

ORANGE MINERAL Casks, 7c.; 100 lb. kegs, 7½c.; smaller quantities, 8½c.

LITHARGE Ground, casks, 5c.; less, 5½c.; flake litharge, casks, \$5.25, smalls, \$5.75 per 100 lb.

LINSEED OIL—Raw, 77c.; boiled, 80c. in 5 to 9 bbls., 1c. less, 10 to 20 bbl. lots open, net cash, plus 2c. for four months. Delivered anywhere in Ontario between Montreal and Oshawa at 2c. per gal. advance and freight allowed.

TURPENTINE—Single bbls., 54c.; 2 to 4 bbls., 53c.; 5 bbls. and over, open terms, the same terms as linseed oil.

MIXED PAINTS—\$1.20 to \$1.45 per gal.

CASTOR OIL, 8½ to 9½c. in wholesale lots, and ½c. additional for small lots.

SEAL OIL—47½ to 49c.

COD OIL—32½ to 35c.

NAVAL STORES—We quote: Resins, \$2.75 to \$4.50, as to brand; coal tar, \$3.25 to \$3.75; cotton waste, 4½ to 5½c. for colored, and 6 to 7½c. for white; oakum, 5½ to 6½c., and cotton oakum, 10 to 11c.

SCRAP METALS.

Considerable business has been done this week at steady prices. Dealers are now paying the following prices in the county: Heavy copper and wire, 13½ to 14c. per lb.; light copper, 12 to 12½c.; heavy brass, 12 to 12½c.; heavy yellow, 9½ to 10c.; light brass, 6½ to 7c.; lead, 2½ to 2¾c. per lb.; zinc, 2½ to 2¾c.; iron, No. 1 wrought, \$14 to \$15 per gross ton f.o.b. Montreal; stove plate, \$8 to \$9; machinery scrap, \$15; light iron, No. 2, \$4 a ton; malleable and steel, \$4; rags, country, 60 to 70c. per 100 lb.; old rubbers, 7 to 7½c. per lb.

HIDES.

The excitement noticeable in the hide market during the past few weeks has subsided and business continues to run again more smoothly. Prices are well maintained. We quote: Light hides, 8c. for No. 1, 7c. for No. 2, 6c. for No. 3. Lambskins, 50c.

MONTREAL NOTES.

Linseed oil is 2c. per gallon lower.

ONTARIO MARKETS.

TORONTO, Oct. 18, 1901.

HARDWARE.

WHOLESALE houses report that trade continues good and that for the month is full up to the average; in fact, some houses expect that when October closes it will show a more than usually good trade for this time of the year. Prices are, as a rule, steady to firm. There have been very few changes during the week and what have been were of an upward tendency. The most important change is an advance of ½c. per lb. in the price of manila rope, the base price now being 14½c. Wire nails are still meeting with a good demand, and there is a fair quantity of fencing wire going out. Horseshoes and horse

nails are still in good request. The same can be said of screws, rivets and burrs and bolts. Axes, axe handles, cross-cut saws, coal hods, stove boards, elbows and pipes are all in good demand. Trade in stoves and furnaces is still most active, and the manufacturers are at their wits end to fill orders. Tinware and enamelled ware are in fair request. An active business is still the feature of the sporting goods trade, and a moderate trade is being done in cutlery. Quite a little building paper is going out. Since the reduction in prices harvest tools have been receiving a little more attention, quite a few orders having been booked during the week.

BARB WIRE—Some business is being done both from stock and from factory. Prices rule steady. We quote: \$3.05 per 100 lb. from stock Toronto; and \$2.82½ f.o.b. Cleveland for less than carlots, and \$2.70 for carlots.

GALVANIZED WIRE—There is a little business being done at steady and unchanged prices. The demand is still chiefly for No. 9. We quote: Nos. 6, 7 and 8, \$3.50 to \$3.85 per 100 lb., according to quantity; No. 9, \$2.85 to \$3.15; No. 10, \$3.60 to \$3.95; No. 11, \$3.70 to \$4.10; No. 12, \$3 to \$3.30; No. 13, \$3.10 to \$3.40; No. 14, \$4.10 to \$4.50; No. 15, \$4.60 to \$5.05; No. 16, \$4.85 to \$5.35. Nos. 6 to 9 base f.o.b. Cleveland are quoted at \$2.57½ in less than carlots and 12c. less for carlots of 15 tons.

SMOOTH STEEL WIRE—The demand for hay-baling wire is being well maintained, and a few orders have been booked during the week for oiled and annealed. We quote the net selling prices: Nos. 6 to 8, \$2.90; 9, \$2.80; 10, \$2.87; 11, \$2.90; 12, \$2.95; 13, \$3.15; 14, \$3.37; 15, \$3.50; 16, \$3.65. Delivery points, Toronto, Hamilton, London and Montreal, with freights equalized on those points.

WIRE NAILS—The demand for small lots of wire nails continues good with prices ruling steady. Base price is \$2.85 for less than carlots, and \$2.77½ for carlots. Delivery points, Toronto, Hamilton, London, Gananoque and Montreal.

CUT NAILS—The situation in cut nails remains much as before, the demand still being very light. The base price is \$2.55 per keg, with 10c. allowance on carlots.

HORSE NAILS—Business continues seasonably good. Discounts on "C" brand, oval head, 50 and 7½ per cent. off new list, and on "M" and other brands, 50, 10 and 5 per cent. off the old list. Counter-sunk head 60 per cent.

HORSESHOES—A good trade is still being done. We quote f.o.b. Toronto: Iron shoes, No. 2 and larger, light, medium



For either new or old Buildings

OUR

Metallic Cornices

can't be equalled for practical service and artistic beauty.

They are light in weight, easily handled and economical in cost—giving fire-proof protection as well as a handsome effect.

Almost countless stock designs—or any particular size, shape or pattern to order. Write for full details.

METALLIC ROOFING CO., LIMITED

Wholesale Mfrs.

TORONTO, CANADA.

and heavy, \$3.60; snow shoes, \$3.85; light steel shoes, \$3.70; featherweight (all sizes), \$4.95; iron shoes, No. 1 and smaller, light, medium and heavy (all sizes), \$3.85; snow shoes, \$4; light steel shoes, \$3.95; featherweight (all sizes), \$4.95.

SCREWS—The demand for screws is much the same as it has been for some time, namely, fairly good. Discounts are as follows: Flat head bright, 87½ and 10 per cent.; round head bright, 82½ and 10 per cent.; flat head brass, 80 and 10 per cent.; round head brass, 75 and 10 per cent.; round head bronze, 65 per cent., and flat head bronze at 70 per cent.

RIVETS AND BURRS—A good steady trade is still the feature in this line. We quote: Iron rivets, 60 and 10 per cent.; iron burrs, 55 per cent.; copper rivets and burrs 25 and 5 per cent.

BOLTS AND NUTS—There is still an active trade being done in bolts, and prices are firm at the recent advance. We quote: Carriage bolts, common (\$1 list), 55 and 5 per cent.; carriage bolts, full square (\$2.40 list), 60 and 5 per cent.; carriage bolts, Norway iron (\$3 list), 60 and 5 per cent.; machine bolts, all sizes, 55 and 5 per cent.; coach screws, 70 per cent.

ROPE—A good business is being done and the base price of manila shows another advance of a ½c. per lb. and we now quote 14½c.; sisal is unchanged at 11c. and lath yarn at 10½c.

SPORTING GOODS—A good business continues to be done in guns, rifles and various kinds of ammunition and shot.

Business in this line is generally considered to be heavier than it was this time last year.

CUTLERY—A pretty fair trade is still being done in cutlery, and the manufacturers of flat ware have had so much business lately that they are now somewhat behind in their orders.

BUILDING PAPER—A good trade is still being done in building paper. We quote: Tarred roofing, \$1.70; building paper, 30c.; tarred paper, 40c.

ELBOWS—There is still a good trade being done. We quote 5 and 6 inch common at \$1.20, and 7-inch at \$1.35; polished, 15c. per dozen extra.

BELTING—A fair business is still being done. We quote: Extra 60 and 10 per cent.; standard 60, 10 and 10 per cent.; No. 1 70 per cent.; agricultural 70 and 10 per cent.

STOVES AND FURNACES—The demand for stoves and furnaces during the past week has been most active with the result that the manufacturers are placed in a more difficult position than before as far as ability to fill orders is concerned.

HARVEST TOOLS—Since the price has been settled for spring delivery quite a large number of orders have been placed. The reduction in price noted last week amounts to about 30 per cent. The discount, it will be remembered, is now 70 per cent. off the list.

SPADES AND SHOVELS—There has been a slight movement at the discount of 40 and 5 per cent.

CHAIN—The market rules strong, although no change has been made in local quotations. The demand is light.

CEMENT—There is a fair trade doing at unchanged prices. We quote barrel lots as follows: Canadian portland, first grade, \$2.35 to \$2.75; German, \$3 to \$3.15; English, \$3; Belgian, \$2.50 to \$2.75; Canadian hydraulic, \$1.25 to \$1.50.

METALS.

The position of the steel market continues strong, with the demand in excess of the supply. There is still a scarcity of such sheet metals as Canada plates, tinplates and galvanized sheets, and the demand rules good. No quotable change is reported this week in local quotations.

PIG IRON—The pig iron market generally is still improving, both in the demand and in the tone of prices. We still quote No. 2 Canadian foundry iron at \$18 on track Toronto.

BAR IRON—The position of bar iron is still strong, the demand being good and in excess of the supply. Prices are firm, and the base figures are \$1.90 to \$2 per 100 lb.

STEEL—The demand continues good and difficulty is still being experienced by local

wholesalers in securing supplies from the mills. Some orders that were placed four to six months ago are only now being filled, and the mills refuse to accept new business for shipment earlier than three or four months hence. We quote as follows: Merchantable cast steel, 9 to 15c. per lb.; drill steel, 8 to 10c. per lb.; "BC" and "Black Diamond" tool steel, 10 to 11c.; Jessop's, Morton's and Firth's tool steel, 14c.; toe calk steel, \$2.85 to \$3; tire steel, \$2.30 to \$2.50; sleighshoe steel; \$2.10 to \$2.25; reeled machinery steel, \$3, hoop steel, \$3.10.

BOILER SHEETS—Wholesalers' stocks are now in fairly good shape, but the manufacturers are reported to be behind in their orders.

BLACK SHEETS—A good trade is still being done. We quote: Common, \$3 15 for 28-gauge; and dead flat at \$2.50 for 26 gauge.

CANADA PLATES—The demand during the past week has been brisk, but supplies are still coming forward in insufficient quantities to meet the requirements of the trade. We quote: All dull, \$3.15; half polished, \$3.25; and all bright, \$3.75.

GALVANIZED SHEETS—The demand continues active, and the small lots which are coming forward are being rapidly absorbed. We quote "Queen's Head" in case lots at \$4.60, and \$4.75 in less quantities.

PIG TIN—The outside markets have shown increased strength during the past week, and, at the moment, they are steady. Locally, we still quote 30c. as the ruling price, but the demand is only for small lots.

TINPLATES—Stocks are still light and the demand good. We quote I.C. at \$4.75.

TINNED SHEETS—A fair amount of business is being done this week, and the ruling quotation for 28 gauge is still 8½c.

COPPER—Ingot copper is a little more active this week, and there is the usual good trade being done in sheet copper. We still quote ingot at 17¾c. and sheet at 23 to 25c. Prices are higher in both London and New York. In London, on Tuesday, prices closed 15s. higher on spot and 10s. higher on futures.

BRASS—Trade continues fair, and the discount on rod and sheet is unchanged at 10 per cent.

SOLDER—A good trade is reported this week in solder. We quote as follows: Half-and-half, guaranteed, 19½c.; do., commercial, 19c.; refined, 18½c.; wiping, 18c.

IRON PIPE—A shortage is also reported in iron pipe, while the demand continues good. We still quote 1-inch black at \$5, and 1-inch galvanized at \$7.36 per 100 ft.

LEAD—An active trade is being done in lead. The outside markets are quiet and

OAKEY'S

The original and only Genuine Preparation for Cleaning Cutlery. 6d. and 1s. Canisters.

'WELLINGTON' KNIFE POLISH

JOHN OAKEY & SONS, LIMITED


MANUFACTURERS OF

Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England.

Agent:

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COVERT MFG. CO.
West Troy, N. Y.
Steel Carriage and Wagon Jacks,
Harness Snaps, Chain, Rope and Web Goods, etc.
FOR SALE BY JOBBERS AT MFRS. PRICES.



PRIEST'S CLIPPERS
Largest Variety, Toilet, Hand, Electric Power
ARE THE BEST.
Highest Quality Grooming and Sheep Shearing Machines.
WE MAKE THEM.
SEND FOR CATALOGUE TO
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Don't Forget the Name...

NEWMAN'S INVINCIBLE FLOOR SPRINGS
Strong, Quick, Reliable, Effective.
Will close a door against any pressure of wind. Far ahead of ordinary door springs, pneumatic or otherwise. Ask your wholesaler.
W. NEWMAN & SONS, Birmingham.

Oneida Community Goods
HALTERS, COW TIES, SNAPS, etc., etc.,
in all sizes and styles. May be had of all jobbers throughout Canada.
Factory—NIAGARA FALLS, ONT.

MACKENZIE BROS.
HARDWARE
MANUFACTURERS' AGENTS,
Travellers covering Manitoba, Northwest Territories and British Columbia. **WINNIPEG MAN.**
CORRESPONDENCE SOLICITED.

"PULLMAN"
TROUSER or SKIRT HANGERS.
TWO SIZES



PULLMAN SASH BALANCE CO.,
ROCHESTER, N. Y., U.S.A.

rather easy. Locally we still quote 4 to 4½c. per lb.

ZINC SPELTER—Business shows some improvement in this line although the volume of business is seldom large. We quote 5½ to 6c.

ZINC SHEET—The demand is good and prices unchanged at 6c. for cask lots and 6¼c. for part casks.

ANTIMONY—Trade is quiet at 10½ to 11c. per lb.

PAINTS AND OILS.

Orders continue to come in satisfactorily, nearly all lines being in good demand. The trade in prepared paints, of course, is light. Turpentine has strengthened at primary markets and is 2c. higher. Linseed oil has declined 2c., but is now steady. Red lead is from 12½ to 25c. per cwt. cheaper. Litharge is ¼c. lower. Gum shellac has advanced 3c., owing to reduced supplies. We quote:

WHITE LEAD—Ex Toronto, pure white lead, \$6.12½; No. 1, \$5.75; No. 2, \$5.37½; No. 3, \$5.00; No. 4, \$4.62½; genuine dry white lead in casks, \$5.12½.

RED LEAD—Genuine, in casks of 560 lb., \$5.12½; ditto, in kegs of 100 lb., \$5.50; No. 1, in casks of 560 lb., \$4; ditto, kegs of 100 lb., \$4.50.

LITHARGE—Genuine, 6 to 6½c.

ORANGE MINERAL—Genuine, 7½ to 8c.

WHITE ZINC—Genuine, French V.M., in casks, \$6 to \$6.25; Lehigh, in casks, \$6.

BENZINE—In barrel lots, 18 to 20c. per gal.; less quantities, 25c. per gal.

PARIS WHITE—90c. to \$1 per 100 lb.

WHITING—65c. per 100 lb.; Gilders' whiting, 80c.

GUM SHELLAC—In cases, 25c.; in less than cases, 28c.

PUTTY—Bladders, in bbls., \$2.25; bladders, in 100 lb. kegs, \$2.40; bulk in bbls., \$1.90; bulk, less than bbls. and up to 100 lb., \$2.05; bladders, bulk or tins, less than 100 lb., \$2.90.

PLASTER PARIS—New Brunswick, \$1.90 per bbl.

PUMICE STONE—Powdered, \$2.50 per cwt. in bbls., and 4 to 5c. per lb. in less quantity; lump, 10c. in small lots, and 8c. in bbls.

LIQUID PAINTS—Pure, \$1.20 to \$1.30 per gal.

CASTOR OIL—English, in cases, 9½ to 10c. per lb. and 10 to 10½c. for single tins.

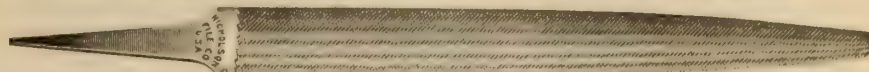
LINSEED OIL—Raw, 1 to 4 barrels, 79c.; boiled, 82c.; 5 to 9 barrels, raw, 78c.; boiled, 81c., delivered. To Toronto, Hamilton and London, 2c. less.

TURPENTINE—Single barrels, 57c.; 2 to 4 barrels, 56c., delivered. Toronto, Hamilton and London 1c. less. For less quantities than barrels, 5c. per gallon extra

FILES

7 FACTORIES
10 BRANDS

RASPS



NICHOLSON FILE CO., Providence, R.I., U.S.A.

will be added, and for 5-gallon packages, 50c., and 10 gallon packages, 80c. will be charged.

GLASS.

The arrivals of glass have been only moderate, and as orders are liberal, stocks have been kept very low. Prices are steady. We quote: Under 26 in., \$4.15; 26 to 40 in., \$4.45; 41 to 50 in., \$4.85; 51 to 60 in., \$5.15; 61 to 70 in., \$5.50; double diamond, under 26 in., \$6; 26 to 40 in., \$6.65; 41 to 50 in., \$7.50; 51 to 60 in., \$8.50; 61 to 70 in., \$9.50, Toronto, Hamilton and London. Terms, 4 months or 3 per cent. 30 days.

OLD MATERIAL.

There is not much doing. Prices are unchanged. We now quote jobbers' prices as follows: Agricultural 60c. per cwt.; machinery cast, 60c. scrap, per cwt.; stove cast, 40c.; No. 1 wrought 50c. per 100 lb.; new light scrap copper, 12c. per lb.; bottoms, 11c.; heavy copper, 13c.; coil wire scrap, 12½c.; light brass, 7c.; heavy yellow brass, 10c. heavy red brass, 10½c.; scrap lead, 2½c.; zinc, 2c.; scrap rubber, 6½c.; good country mixed rags, 65 to 75c.; clean dry bones, 40 to 50c. per 100 lb.

HIDES, SKINS AND WOOL.

HIDES—There is a good demand. Prices are unchanged throughout. We quote: Cow-hides, No. 1, 8c.; No. 2, 7c.; No. 3, 6c. Steerhides are worth 1c. more. Cured hides are quoted at 8½ to 9c.

SKINS—There is a fair movement. Prices are unchanged. We quote: No. 1 veal, 8 lb. and up, 9c. per lb.; No. 2, 8c.; dekins, from 55 to 60c.; culls, 20 to 25c.; lambs and pelts, 55c.

WOOL—There is not much doing. Our quotations are: Combing fleece, washed, 12 to 12½c., and unwashed, 7½ to 8c.

SEEDS.

A few samples of alsike clover seed of superior quality have come in, and as high as \$6 to \$7 has been paid for these, but other lots, inferior in quality, have been bought from \$6 down. Red clover is in good request at \$4.60 to \$4.75 for the finest seed, suitable for exporting, and at \$4.25 to \$4.50 for medium qualities, which would have to be kept over till the spring trade.

COAL.

There is no change. The demand continues good. We quote anthracite at inter-

national bridges as follows: Grate, \$4.75 per gross ton; egg, stove and nut, \$5 per gross ton.

PETROLEUM.

The demand continues to improve at steady prices. We quote as follows: Pratt's Astral 16½ to 17c. in bulk (barrels, \$1 extra); American water white, 17 to 17½c. in barrels; Photogene, 16 to 16½c.; Sarnia water white, 15½ to 16c. in barrels; Sarnia prime white, 14½ to 15c. in barrels.

MARKET NOTES.

Manila rope is ½c. per lb. dearer.

BENNETT'S NEW BOX FACTORY.

J. S. Bennett, manufacturer of grocery, hardware and druggist shelf boxes, has removed to the factory building at 15 Marion street, off O'Hara, Queen street west, Toronto, which he recently purchased from J. W. Storey. Mr. Bennett's place of business was formerly at 20 Sheridan avenue. Mr. Bennett is at present working on orders for shelf boxes from five different Provinces.

SIR C. FURNESS IN SYDNEY.

Sir Christopher Furness, in company with Henry M. Whitney and other officials of the Dominion Iron and Steel Co., Limited, made a thorough inspection of the company's plant at Sydney, on Saturday last. Afterwards, Mr. Furness stated that the magnitude of the company's operations far exceeded his expectations, and that their advantageous position, etc., should enable them to produce steel and the bye-products at lower prices than is now done in England, or is likely to be done there. He believed that as soon as this company starts making steel plates that a steel shipbuilding yard could be profitably conducted in Sydney. It is understood that Mr. Furness has contracted to build several steamers for the Dominion Iron and Steel Co.

FOR SALE CHEAP.

A LOT OF REALLY GOOD SECOND-HAND Tinsmiths' Tools, including 1 Peck Stow parallel curve cutter, 1 Peck Stow bottom cutter and edge turner combined. Inquire W. G. BISHAM, Oshawa, Ont. (43).

R. BAILEY & SON

MANUFACTURERS OF

STOVE LININGS for Ranges and Ovens.

All kinds of Fire Brick and Fire Clay Work, Paving Tile, etc.

Wholesale Only.

Write for particulars.

1220 Yonge Street, TORONTO.

LEWIS BROS. EXPAND.

WE are revealing no secret to our readers, nor are we making any unsubstantial statement, when we say that one of the most progressive wholesale hardware firms in Canada today is Lewis Bros., of Montreal. Nor is it news to the trade that their business has outgrown their premises at 20 St. Sulpice street, large as that warehouse is.

Within the past week Lewis Bros. have made arrangements whereby they will take over the two warehouses to the south of their present quarters and turn the whole into one large establishment, thereby more than doubling their space. This will give them a block of three warehouses, five storeys high, all well lighted and situated right in the centre of Montreal's wholesale district.

What the entire significance of the latest move is, can only be conjectured, but there are certain evident advantages to be gained. In addition to floor and shelf space, is a gain of court space and an acquisition of extra shipping facilities, so important to this firm which pays special attention to prompt shipment. It may be, too, that more space will be given to heavy metals, with the object of working up a name in this line of as high repute as they enjoy in shelf goods. Certain it is, that the expansion means much.

Another step lately taken by Lewis Bros., is the establishment of a permanent branch at Toronto, which has been put in charge of Mr. "Maxey" Morrell, well known to the trade. The success of the permanent sample-room at Ottawa has justified such a move.

This evident expansion is no mere inflation. It is necessitated simply and solely by the exigencies of a largely increased trade and must be understood as such. As a firm, Lewis Bros. are only 15 years old, but from a small beginning they have grown by perseverance and judgment, steadily and surely to their present eminence. They have marched from success to success in the past never plunging, yet showing an ability to meet all demands. And we may expect to see them justify their latest moves.

ANOTHER ACETYLENE GAS EXPLOSION.

One of the most serious acetylene gas explosions yet reported was caused on the other day in the general store of R. H. Benson & Co., Indian Head, N.W. T. The machine had only been installed a short while. Either because of the inexperience of the operators or of defects in the machine itself, a terrible explosion occurred in the rear part of the premises about seven o'clock, which completely demolished the whole of that part of the building, the roof being blown off and the side brick walls being laid flat. Fur coats, boots and shoes, crockery, clothing, brick and plaster were a promiscuous mass. In the front of the building the plate-glass windows were blown into the middle of the street.

The shock of the explosion was felt fully half a mile distant. After the explosion, the store took fire when too willing hands commenced to throw water over and above the machine, near to which was stored some cans of carbide. The

water coming in contact with the latter added "fuel to the flames" and it was only by the presence of a few level headed men, that more serious consequences were averted. The owner of the premises, Mr. A. J. Osmet, received a nasty scalp wound and one of the assistants, Mr. Stewart, received rather more serious injuries. Damage to the stock will be in the neighborhood of \$2,500, and damage to the building will probably be heavier.

A WINTER TRIP TO THE BRITISH WEST INDIES.

PICKFORD & BLACK are making a strong effort to increase the volume of passenger travel by their line to the West Indian Islands during the winter months. They have already done quite a large amount of special advertising and expect to do a good deal more both in Nova Scotia and the West before the end of February. Mr. Charles S. Pickford, who looks after the firm's interests throughout the southern islands during the winter, is now in Ontario making the acquaintance of people whom he hopes to interest in Trinidad, Barbados and Demerara as markets for Canadian goods and, if possible, to impress upon them the advisability of taking the round trip from Halifax out and back at an early date.

A few years ago a great many Ontario people made it a point to spend their winters at Barbados, Dominica, or some one of the Windward Islands, but, owing to the Halifax service being inferior to that from New York, they almost invariably chose the latter route. To-day, however, with the conditions reversed, it seems probable we shall see a great many western people pass through this city on their way going south.

The Orinoco, the flagship of Pickford & Black's line, is probably the finest boat for tropical service on the North American coast. She was originally intended for the East Indian trade and is magnificently fitted throughout. The other boats of the line are smaller, but, with their deck staterooms and newest appointments, are most comfortable, indeed. We can imagine no more delightful six weeks' voyage than a trip by one of these boats during the winter or spring months. It is an excursion the charm of which cannot be overstated. It takes one into regions where the climate—that all important factor in the development of the human race—has moulded a people whose tastes, habits, and modes of life differ entirely from those of the people from the north; where the suns of the tropics produce a vegetation which embraces every element essential to a really enjoyable time. The bright sunny brilliancy of the day, the pure, soft darkness of the nights, the sparkling glassy seas, the unrivalled scenery of the islands, their mountains, their craggs, their gardens, their forests; the colored folk of all hues of skin, of all types of feature; the rich luxuriant vegetation of the tropics, the strange fruits, flowers, foliage. All these elements combined make a journey which will be stowed away and docketed in the memory of any who may have taken it as "Perfect."

The round trip from Halifax occupies 12 days and the cost of a return ticket, which includes stateroom and meals is \$130. From Montreal it is \$122.50 and from Toronto, Hamilton, London and other central points in Ontario, it is \$113.35.—Maritime Merchant.

PORTLAND CEMENTS

Best German, Belgian and English Brands.

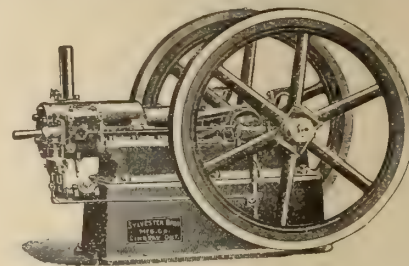
Fire Bricks, Fire Clay,
Flue Linings,
Drain Pipes,
Calcined Plaster,
Granite Hard Wall Plaster,
Wheelbarrows,
Mortar Stains.

A full stock of Builders' and Contractors' Supplies. Write for Quotations.

W. McNally & Co.,
MONTREAL.

« THE »

SYLVESTER Gas and ENGINES
Gasoline



are, beyond doubt, the most complete and economical engines on the market. They are compact and perfectly under control, easily managed, get up speed immediately, thoroughly reliable, and, where intermittent power is required, they are just the thing.

They are built in sizes from 1 to 20 horse power, upright and horizontal, for pleasure yachts, boats, shops, farm work, and any purpose where light power is required.

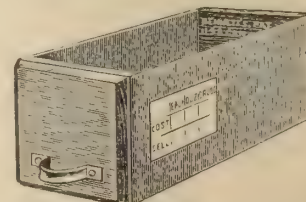
Tell us to what use you want to put the engine and what power you require, and we will name you prices.

THE SYLVESTER BROS. MFG. CO.,
LINDSAY, ONT.

THE BEST

IS THE CHEAPEST.

There is nothing better than



Bennett's Patent Shelf Box.

It no longer pays to make your own Shelf Boxes while you can get this up-to-date box at such low prices. Full particulars from

J. S. BENNETT, 15 Marion St., TORONTO.



The Electrolite is a Wonderful Acetylene Lamp

BECAUSE IT IS ABSOLUTELY PERFECT AND RELIABLE.

Ever ready for use.

Can light or extinguish the flame instantly.

No smoke. No smell.

Produces a white brilliant light, equal to 35 candle-power, at a cost of one and one-quarter cents per hour.

Agents wanted for the Electrolite Lamp in every city and town through the Dominion.

Calcium Carbide for this lamp can be purchased at extremely low prices.

WRITE FOR DESCRIPTIVE CIRCULAR AND PRICES.

ALWAYS TO THE FRONT.

New Century

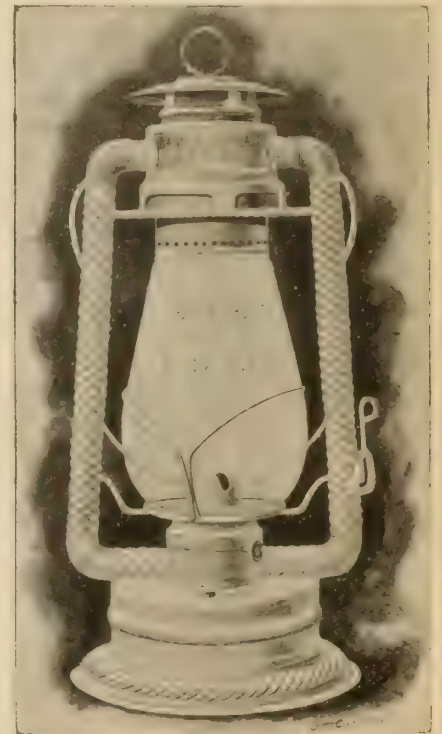
Banner Cold Blast Lanterns

BRILLIANT LIGHT
WIND-PROOF

The only absolutely perfect lantern for outside light on land or sea.

Sold by all jobbers of hardware and lamp goods throughout the Dominion.

Ask for the Banner Cold Blast, and take no other.



PATENTED 1901.

IT IS UNIVERSALLY ACKNOWLEDGED THAT

RADIANT SHELBY LAMPS

produce one-third more useful light than other makes on account of having a Patent Double Coil Oval Filament.

HIGH EFFICIENCY.
UNIQUE IN SHAPE

LONG LIFE.
BEST MATERIAL.

Every lamp warranted to measure for candle-power and voltage as marked on same.

The Radiant Shelby is the cheapest lamp in the market considering the efficiency and long life, and is now being used in every city and all large towns throughout the Dominion.

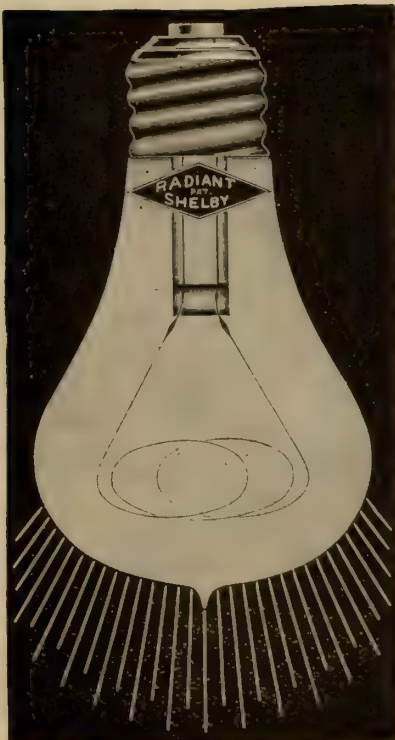
For sale by all prominent dealers in electrical supplies.

Manufactured
by

THE ONTARIO LANTERN CO.,

HAMILTON, ONT.

Walter Grose, Montreal, Sole Selling Agent, to whom address all correspondence.



HEATING AND PLUMBING

NEW TIN ROOF OVER AN OLD ONE.

A CORRESPONDENT of The Metal Worker sends to that paper the following information re an experiment of putting a new tin roof over an old one: "I offer a little information on the laying of a new tin roof over another. I have sent with my letter two samples of tin—one that was laid on a roof in 1847 and the other in 1880. The circumstances of the case are as follows: In December, 1880, we had a very severe wind and rain storm on a certain Saturday night, and the roof on a hotel building was partly removed as a result. The cornice on the west end of the building gave way, and the wind got under the roof and tore off about half, rolling the chimneys along with it. Perhaps some may think this looks like a fish story, but my assertion can be verified. The reason I am so familiar with the details is because it fell to my lot to superintend the laying of the new tin roof. That portion remaining on was in such a condition that an entire new roof was considered necessary. The building was 49 x 50 feet, and the tin was laid flat seam and soldered. I advised that the old roof be removed. The owner was one of those thrifty old souls who would 'skin a louse for its hide and tallow,' as the saying is. He said he would rather take the chances of losing the whole roof than pay for taking off the remaining half. I informed him that it was not good judgment to lay the tin over the old roof, but as he did not consider my advice very valuable I was ordered to get to work and finish the job without any paper between the two metals. The result of this course, nearly 21 years from the time the new roof was put on, is shown in the condition of the tin, which I think rather reflects to the credit of my judgment at the time. As before stated, the original roof was put on in 1847, and the reason I have had an opportunity to observe the condition of the roof at the present time is that the new owner of the building has put one more storey on it. This, of course, necessitated the renewal of the roof."

The Metal Worker comments on the letter as below: "Our correspondent has favored us with two samples of tin about 6 x 7 inches in size—one marked 1847 and the other marked 1880. On weighing these samples no appreciable difference in weight was discovered. The older tin shows no marks of deterioration from rust on either

side, and on scraping shows a good coating. Although it is aterne plate, it evidently has a larger percentage of tin in the coating than the other sample. The paint also has adhered tenaciously to the old plate, and there seem to be no breaks or cracks, the surface of the plate being perfectly covered, although the thickness of the coating seems to be no greater than that of the plate put on in 1880. The plate that was put on in 1880 looks like a plate of one of the better grades. The paint has peeled from the upper side in numerous spots, and while the plate on the whole is well preserved, there is plenty of evidence of rust on both the painted side and the unpainted underneath side. The plate that was put on in 1880 shows that with care in keeping the top side painted the roof might have lasted many years longer. Still it is not by any means in as good condition as the plate that was put on in 1847.

BUILDING PERMITS ISSUED.

The building season of 1901 is about over. In many of the larger cities practically no permits have been issued during the past week. In Toronto only two permits have been taken out. One of these was taken by William and John Wighton, for a \$2,300 residence on Summerhill avenue, near Ottawa avenue, and the other by A. Nelson for two \$2,250 residences at 428 and 430 Manning avenue.

PLUMBING AND HEATING NOTES.

McArthur & Tracy, plumbers, Montreal, have dissolved; W. E. Tracy continues.

A. T. Riopelle, contractor, Montreal, has assigned, and a meeting of his creditors will be held on October 23.

Joseph Charlebois, contractor, Montreal, has assigned, and a meeting of his creditors has been called for October 22.

BUILDING OPERATIONS IN OWEN SOUND.

The industrial expansion of Owen Sound, Ont., has caused a veritable boom in building operations in that town. The Owen Sound Times computes that \$150,000 has been spent on the erection and enlargement of industrial concerns such as the factories for the Grey and Bruce Cement Co., and the Sun Portland Cement Co., the Parkhill Basket Co.'s factory and warehouse, the National Table factory and sawmill, McLaughlan & Sons' plant, the Owen Sound Canning Co.'s factory, the John Harrison & Sons' drying kiln, and the

Chandler & Co. elevator extension. In addition to this, \$180,000 was spent on residential and miscellaneous buildings. The majority of the houses erected were fine brick houses, equipped with furnaces, bathrooms, and other modern conveniences.

More houses would have been erected, it is claimed, if more mechanics could have been secured for the purpose. As the number erected was limited, there is now a big demand for houses in the town, and the indications are that there will be as great activity next year as has been shown this year. It has been decided to build a Baptist church on Bay street, early next season.

THE MONTREAL PLUMBERS' EXAMINATIONS.

The Montreal Board of Examiners, Sanitary Inspector Dore, Building Inspector Clause and Mr. J. W. Hughes, who have been appointed to examine plumbers desiring to take out plumbing licenses, which master plumbers are required to take out at a cost of \$2, are now holding their examinations. Twenty-two candidates were examined the first night, and, with the exception of two, all made a creditable showing.

SOME BUILDING NOTES.

A large Catholic church is to be erected in Hull, Que., under the direction of Archbishop Duhamel.

Patridge & Ward are building a new block, and Fred Lindenman a residence, in West Lorne, Ont.

The Thompson block, at the corner of George and Pitt streets, Sydney, N.S., will be converted into a first-class hotel. Alfonso Vasallo is owner of the premises.

Over \$13 000 has been spent on building operations in Elmira, Ont., during the past summer. Another busy season is expected next year.

HEATING SOLDERING IRONS WITH GAS.

Editor HARDWARE AND METAL—I would be pleased to learn through the columns of your valuable paper if any subscribers have had any experience with gas (from an acetylene gas plant) for the purpose of heating soldering irons in a tin shop; if so, how the cost compares with gasoline, the best burner for the purpose, and results of experiences. Trusting to hear from you, readers on the above points, and thanking you for space, I remain

Yours truly,

SUBSCRIBER.

[Remarks: If any of our readers have used acetylene gas for heating soldering irons, HARDWARE AND METAL would like to hear from them.—The EDITOR.]

THE EDINBURGH ROPERIE & SAILCLOTH CO., LIMITED

LEITH. SCOTLAND

Manufacturers of


Cordage of all kinds, Flax Sail-cloths, Tarpaulins and Water-Proof Cloths, Sewing Twines, Fishing Twines, Fishing Lines, Tying Twines, Etc., Etc.

Represented by

DAVID INGLIS, 9 St. Peter St., **MONTREAL**

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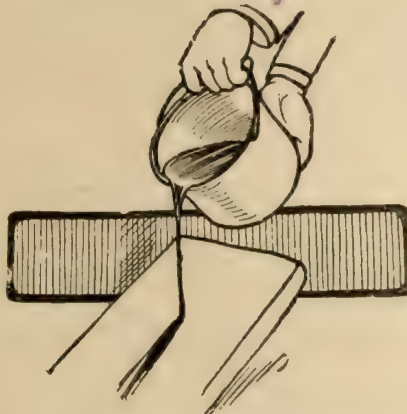
The James Morrison Brass Mfg. Co. Ltd. 22-10-11 at Ontario



WATER CLOSET COMBINATIONS
THE MOST PERFECT ON THE MARKET
NOISELESS IN ACTION
BEAUTIFUL DESIGNS.

Write for Catalogue.
The James Morrison
Brass Mfg. Co. Limited
TORONTO, ONT.

A FINE FLOWING PAINT



A paint that flows nicely, works nicely, means a paint business that goes the same way. The painter, the amateur, the farmer wants a paint that works easily. He cannot get it with cheap stuff. He can get it with pure paints if they are made right.

RAMSAYS PAINTS

are made to work easily, to flow freely—to help a business along in just the same way. They are paints that attract customers by their beauty when applied. The price is right and leaves a good margin of profit. The advertising is attractive. Do you want a good paint business? Write us.

A. Ramsay & Son

PAINTMAKERS,

Est'd 1842.

MONTREAL

ONTARIO SILVER CO.,

Limited,

NIAGARA FALLS, CANADA.

Manufacturers of **FLATWARE, CUTLERY and ELECTRO PLATE.**

Ask for our Catalogue and Quotations.



Ontario Nut Works, Paris
BROWN & CO.

Manufacturers of

All sizes of Hot Pressed Nuts, Square and Hexagon.

WROUGHT IRON PIPE

A few thousand feet each
of

3, 4, 5 and 6-inch

for immediate shipment.

Do you need any?

The Fairbanks Company, 749 Craig St.,
MONTREAL.

"DO IT NOW."

THIS phrase, which is the conspicuous title on a card recently issued by Boeckh Bros. & Company, Toronto, has attracted considerable attention. "Traveller" writes to this paper of experiences which came under his notice as follows:

"A manager of a large business informed me the other day that this card has been a means of helping him along in every-day life. 'We are all more or less inclined to put off what we should do to day,' said this gentleman to me, 'but since I received that card, I not only "Do it now," but insist that all my clerks and salesmen follow the rule. In order to keep abreast of the times and of the keen competition existing in all lines of business, one must be prompt. Constant delays mean a loss of dollars and cents—none can say to what extent.'

"Some of the buyers in retail stores would do well if they adopted the above motto. The time of travellers is worth money, and when retailers are making appointments to meet them or examine samples they should keep those three words in the foreground.

"It should also apply to collections, and to their attention to customers' wants and store requirements generally.

"A young man was engaged by a large mercantile house to start work on a certain day and hour. Owing to some unforeseen circumstances he did not arrive on time, and failed to notify the firm by letter or wire. He was only half an hour late, but when he arrived the manager said to him: 'Young man, you were engaged to report here at an appointed time, but did not keep your part of the engagement. The position is now filled.'

"Punctuality in business is one of the things a lot of people have yet to learn. 'Do it now.'"

POOR YEAR FOR BICYCLE TRUSTS.

The American Bicycle Company, the Trust which secured control of 28 bicycle factories a couple of years ago, has had a disappointing year. They have reduced their manufacturing plant to 10 factories and have concentrated their selling departments into three branches at New York, Chicago and San Francisco. The profits of the year are \$850,682, which is considerably under that of the previous year. This result is attributed to the falling off in the bicycle trade.

The president of the company, R. L. Coleman, in his annual address, stated, that in order to keep up the revenue of the company, and to keep its works busy they had organized, or otherwise secured con-

trolling interest in The Automobile and Cycle Parts Co., The National Battery Co., The American Wood Rim Co., and The Auto Street Sweeper Co., and that they have commenced to manufacture electric automobiles in Indianapolis, Ind., and steam automobiles in Toledo, O.

CANADIAN PRODUCTS WANTED.

The following were among the inquiries relating to Canadian products recently received at the High Commissioner's Office in London, Eng.:

1. A Rotterdam agent asks to be referred to Canadian exporters of baled hay and to other firms desiring a representative in Holland.

2. The names of the leading cigar buyers in Canada are asked for by an English firm of manufacturers.

3. Inquiry is made for the names of the principal importers into Canada of such small leather goods as laces, straps, belts, etc.

4. An agent at Genoa is open to take up the representation of Canadian firms exporting goods suitable for the Italian market, viz., lumber, etc. He is also desirous of appointing an agent in Canada for the sale of a well-known brand of olive oil.

5. A broker and agent at Durban, Natal, desires to be placed in communication with some good Canadian house manufacturing goods suitable for the South-African markets.

[The names of the firms making the above inquiries, can be obtained on application to the editor of **HARDWARE AND METAL.**]

CANS FOR CANNED GOODS MEN.

Mr. James B. Campbell, of the Acme Can Works, Montreal, was in Toronto early this week on his way to the Pan-American Exposition at Buffalo.

"We have had a hard time of it filling orders for tin cans this season," he said. "Owing to the strike in the United States the Welsh tinplates that should have come to Canada were shipped to that country. I am thankful to say we have now got over the difficulty, and that everything is now in a normal condition. But I can tell you that in the height of the season we had a pretty uncomfortable time of it, what with our trying to get delivery of tinplates and our customers worrying us for tins. We are now getting ready to supply tins for the fall pack of poultry, meats, etc."

TO MAKE POULTRY NETTING.

The B. Greening Wire Co., Limited, Hamilton, is about installing a plant for the manufacture of 2 inch poultry netting in all weights, from the light poultry to heavy lawn fencing. The quality of these goods will be fully up to their usual standard of excellence, and between the Greening Co.'s plant and the Ontario Wire Fencing Co.'s, there will be a capacity fully in excess of the demand of the Canadian market, so that we may expect the English netting, which has never been held in favor owing to its inferiority, to be entirely shut out from this market.

American Sheet Steel Company

Battery Park Building
New York

Manufacturers of all varieties of
Iron and Steel Sheets
Black and Galvanized
Plain and Painted
Flat, Corrugated and
"V" Crimped

Apollo Best Bloom Galvanized
W. Dewees Wood Company's
Patent Planished Iron
W. Dewees Wood Company's
Refined Smooth Sheets
Wellsville Polished Steel Sheets

Representatives for Canada
B. & S. H. Thompson & Company
26 St. Sulpice Street
Montreal

MANITOBA MARKETS.

WINNIPEG, October 14, 1901.

BUSINESS is steady and shows a fair volume for the week. There are few changes in price to note, as the list is pretty steadily maintained. The most noteworthy change is the decline in both carriage and machine bolts; the new price being 50 p.c. as against 55 and 5 p.c. formerly. There is also an advance in rope to record; manila now being \$14.50 base as against \$14, and sisal \$12 as against \$11.50. Paints and oils are very dull, owing to the continued wet weather, and there are no changes of price to record for the week. In the implement trade, the season is about closed, although a few threshing outfits are still going forward. Sleigh and buggy men report a good placing business.

Quotations for the week are as follows:

Barbed wire, 100 lb.	\$3 45
Plain twist	3 45
Staples	3 95
Oiled annealed wire	10 3 95
"	11 4 00
"	12 4 05
"	13 4 20
"	14 4 35
"	15 4 45
Wire nails, 30 to 60 dy, keg.	3 50
" 16 and 20	3 60
" 10	3 60
" 8	3 70
" 6	3 75
" 4	3 90
" 3	4 15
Cut nails, 30 to 60 dy.	3 20
" 20 to 40	3 25
" 10 to 16	3 30
" 8	3 35
" 6	3 40
" 4	3 50
" 3	3 85
Horsenails, 45 per cent. discount.	
Horseshoes, iron, No. 0 to No. 1	4 65
No. 2 and larger	4 40
Snow shoes, No. 0 to No. 1	4 90
No. 2 and larger	4 40
Steel, No. 0 to No. 1	4 95
No. 2 and larger	4 70
Bar iron, \$2.60 basis.	
Swedish iron, \$5.00 basis.	
Sleigh shoe steel	3 25
Spring steel	3 25
Machinery steel	3 75
Tool steel, Black Diamond, 100 lb.	8 50
Jessop	13 00
Sheet iron, black, 10 to 20 gauge, 100 lb.	3 50
20 to 26 gauge	3 75
28 gauge	4 00
Galvanized American, 16 gauge	2 79
18 to 22 gauge	4 75
24 gauge	5 00
26 gauge	5 25
28 gauge	5 50
Genuine Russian, lb.	12
Imitation	8
Tinned, 24 gauge, 100 lb.	7 75
26 gauge	8 00
28 gauge	8 50
Tinplate, 1C charcoal, 20 x 28, box	11 00
IX	13 00
IXX	15 00
Ingot tin.	33
Canada plate, 18 x 21 and 18 x 24	3 75
Sheet zinc, cask lots, 100 lb	7 00
Broken lots	7 50
Pig lead, 100 lb.	6 00
Wrought pipe, black up to 2 inch.	50 an 10 p.c.
Over 2 inch.	50 p.c.
Rope, sisal, 7-16 and larger	\$12 00
" 3/4	12 50
" 1/2 and 5-16	12 75
Manila, 7-16 and larger	14 50
" 3/4	15 00
" 1/2 and 5-16	15 50
Solder	20

Cotton Rope, all sizes, lb.	17
Axes, chopping	\$ 7 50 to 12 00
" double bits	12 00 to 18 00
Screws, flat head, iron, bright	87 1/4
Round	82 1/2
Flat " brass	80
Round " "	75
Coach	57 1/2 p.c.
Bolts, carriage	50 p.c.
Machine	50 p.c.
Tire	60 p.c.
Sleigh shoe	65 p.c.
Plough	40 p.c.
Rivets, iron	50 p.c.
Copper, No. 8	35
Spades and shovels	40 p.c.
Harvest tools	50; and 10 p.c.
Axe handles, turned, s. g. hickory, doz.	\$2 50
No. 1	1 50
No. 2	1 25
Octagon extra	1 75
No. 1	1 25
Files common	70, and 10 p.c.
Diamond	60
Ammunition, cartridges, Dominion R.F.	50 p.c.
Dominion, C.F., pistol	30 p.c.
" military	15 p.c.
American R.F.	30 p.c.
C.F. pistol	5 p.c.
C.F. military	10 p.c. advance.
Loaded shells:	
Eley's soft, 12 gauge black	16 50
chilled, 12 gauge	18 00
soft, 10 gauge	21 00
chilled, 10 gauge	23 00
Shot, Ordinary, per 100 lb.	6 25
Chilled	6 75
Powder, F.F., keg	4 75
F.F.G.	5 00
Tinware, pressed, retinned	75 and 2 1/2 p.c.
" plain	70 and 15 p.c.
Graniteware, according to quality	50 p.c.

PETROLEUM.

Water white American	25 1/2 c.
Prime white American	24 c.
Water white Canadian	22 c.
Prime white Canadian	21 c.

PAINTS, OILS AND GLASS.

Turpentine, pure, in barrels	\$ 61
Less than barrel lots	66
Linseed oil, raw	84
Boiled	87
Lubricating oils, Eldorado castor	27 1/2
Eldorado engine	26 1/2
Atlantic red	29 1/2
Renown engine	41
Black oil	19 1/2
Cylinder oil (according to grade)	55 to 74
Harness oil	61
Neatsfoot oil	\$ 1 00
Steam refined oil	85
Sperm oil	1 50
Castor oil	11 1/2
Glass, single glass, first break, 16 to 25 united inches	2 25
26 to 40	2 50
41 to 50	5 50
51 to 60	6 00
61 to 70	6 50
Putty, in bladders, barrel lots	2 1/2
kegs	2 1/2
White lead, pure	7 00
No. 1	6 75
Prepared paints, pure liquid colors, according to shade and color, per gal.	\$1.30 to \$1.90

NOTES.

The Thomas Manufacturing Co., Limited, Springfield, Ohio, has decided to open quarters of its own instead of handling through a local house as formerly. Mr. George W. Case will be manager for this district, and the company intend to make every effort to push the sale of their drills, rakes, loaders and pumps.

The Brandon Binder Twine Co., having been notified their charter will be granted by the Provincial Government, are now pushing forward with the erection of their building.



IMPELLED by a growing business, two years ago we were forced to lease the Sisson works to keep pace with the demand for our manufactures. We have also rebuilt and added to our present works on William St., Montreal, until the limit of extension has been reached. Our output still grows, and, notwithstanding the fact that we have entirely refitted and enlarged our Toronto factory, we have again to yield to the cry of our staff for extended facilities. We are now erecting a commodious warehouse on Chatham St., Montreal, in close contiguity to our present plant on William St., and we continue to invite your co-operation in reaching out for more trade.

THE
CANADA PAINT COMPANY
LIMITED
Montreal - Toronto

BUSINESS CHANGES.**DIFFICULTIES, ASSIGNMENTS, COMPROMISES.**

GAGNON & CARON have been appointed curators of Garden Exancelle, hardware dealer, etc., Halifax South, Que.

J. A. Derridge, painter, Toronto, is offering to compromise.

Alfred Pare, general merchant, Granby, Que., has assigned.

G. Fournier, general merchant, Hebertville, Que., has assigned.

H. N. Lavoie, general merchant, Bic, Que., is offering 55c. on the dollar.

J. N. Garant, general merchant, St. Catharines de Caplin, Que., has assigned.

J. H. Montgomery, general merchant, Edmonton, N.W.T., has been granted an extension.

A meeting of the creditors of A. Pare, general merchant, Granby, Que., is called for October 25.

Kent & Turcotte have been appointed curators of G. A. Labelle, general merchant, Masham Mills, Que.

The estate of Thomas W. Nowlan, carriagemaker, Buctouche, N.B., has been seized under the Absconding Debtor's Act.

W. E. Wilson, hardware dealer, Tamworth, Ont., has assigned to W. A. Grange, Napanee, and a meeting of his creditors has been called for October 26.

PARTNERSHIPS FORMED AND DISSOLVED.

J. A. Berrige, painter, Toronto, is offering to compromise.

Beaudvin & Frere, general agents, Ste. Cunegonde, Que., have dissolved.

Shaffner & Piggott, grocers, Bridgetown, N.S., have dissolved. C. L. Piggott continues.

Wilkin & Richards, general merchants, Strathcona, N.W.T., have dissolved. W. Wilkin retires.

H. Yard & Sons, painters and wall paper dealers, Sarnia, Ont., have dissolved. T. Wheatley will carry on the wall paper business.

The Ottawa Hardware Co. have dissolved partnership. W. J. Mathers has retired and the business will be continued by the remaining partners.

SALES MADE AND PENDING.

W. Dinsdale, general merchant, Lang, Ont., is offering his business for sale.

The assets of Mrs. H. Dubois, general merchant, St. Didace, Que., have been sold.

The stock of J. K. Hamm, general merchant, St. John, N.B., has been taken possession of under a bill of sale.

The stock of John Burke & Co., general merchants, etc., Lingan, N.S., is advertised for sale by tender by the sheriff.

The assets of the Sydney Hardware Co., Sydney, N.S., have been sold.

G. S. Mathers, blacksmith, Markdale, Ont., is advertising his business for sale.

R. A. Beirnes, blacksmith, Fernhill, Ont., is advertising his business for sale.

Francis Smeath, planing miller, Goderich, Ont., is advertising his business for sale.

The assets of the Co Operative Cycle & Motor Co., Limited, St. Catharines, Ont., are to be sold by tender.

John Mooney, dealer in agricultural implements, Cartwright, Man., has admitted partner under style of Mooney & Askew.

CHANGES.

Thomas Taylor, tinsmith, Minnedosa, Man., has sold out to J. B. Taylor.

Henry Doelle, general merchant, Petersburg, Ont., has sold out to John Noll.

George Blais & Co. have registered as general merchants in St. Monique, Que.

G. G. Gladman, general merchant, Parry Sound, Ont., has sold out to Begg & Co.

The Zozo Co. have registered as manufacturers of varnish, polish, etc., Montreal.

J. E. Downie, general merchant, Princeton Station, Ont., has sold out to Wesley Hockley.

Wm. Murdoch, general merchant, Amberley, Ont., has sold out to George Chambers.

W. W. Lyons, dealer in stoves and tinware, Otterville, Ont., has sold out to M. Webster.

FIRES.

Blackador & Co., sawmillers, Meteghan Station, N.S., have been burned out.

John Sidore and E. A. Teather, harness dealers, Killarney, Man., have been burned out. Mr. Sidore's loss is covered by

insurance. Mr. Teather's shop was covered, but not his stock.

The stock of R. Cross & Co., general merchants, Killarney, Man., has been damaged by removal.

DEATHS.

P. P. Latour, blacksmith, Ottawa, dead.

B. Gohier, blacksmith, etc., Montreal is dead.

Touissant Vandal, blacksmith, St. Paul's Bay, Que., is dead.

Adolphe C. Lariviere, carriage dealer, etc., Montreal, is dead.

T. H. Bunting, carriagemaker, Indian Head, N.W.T., is dead.

Thomas Rose, tinware and stove dealer, Georgetown, Ont., is dead.

Thomas Lamb, general merchant, St. Andrew's East, Que., is dead.

OFFICERS OF THE U.S. ASSOCIATION

During the annual session of the National Hardware Association of the United States in Cleveland last week, the following officers were elected :

President—R. A. Kirk, St. Paul, Minn.

1st Vice-President—John C. Koch, Milwaukee, Wis.

2nd Vice-President—Brace Hayden, San Francisco.

Secretary-Treasurer—T. James Fernley, Philadelphia.

APPRECIATIVE.

Middlemiss & Rankin, hardware and tinware dealers, Mitchell, Ont., write: "HARDWARE AND METAL is very much appreciated by us for the useful information it gives from week to week."

HENDERSON & POTTS

HALIFAX AND MONTREAL.



Sole Manufacturers
in Canada of

Brandram Bros.
& Co., London, Eng.

B.B.

GENUINE WHITE LEAD

Brandram's Genuine B.B. is the best White Lead made. It is unequalled for whiteness, and fineness and body, and will cover more surface than any other White Lead Paint. It is the favorite White Lead in England, Canada, United States, Australia, Russia, etc., Made by a special process, and is superior to all other White Lead for durability.

SEND FOR QUOTATIONS.

"MIDLAND" "The Peerless"

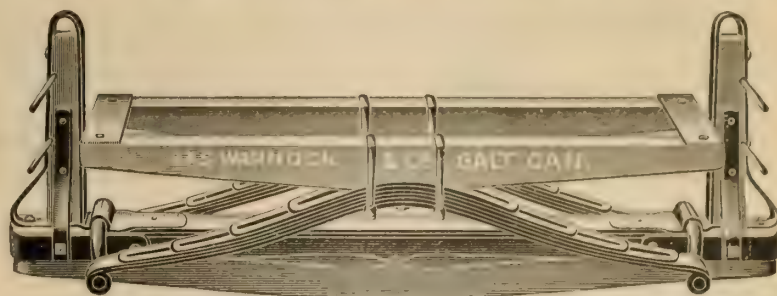
BRAND

Foundry Pig Iron.

Made from carefully selected Lake Superior Ores, with Connellsville Coke as fuel, "Midland" will rival in quality and grading the very best of the imported brands.

Write for Prices to Sales Agents

Drummond, McCall & Co.
or to **MONTREAL, QUE.**
Canada Iron Furnace Co.
MIDLAND, ONT. Limited



James Warnock & Co. = Galt, Ont.

CURRENT MARKET QUOTATIONS.

October 18, 1901.

These prices are for such quantities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list as the desire is to make it perfectly accurate.

METALS.

Tin.

Lamb and Flag and Straits—
56 and 28 lb. ingots, per lb. 0 30

Tinplates.

Charcoal Plates—Bright Per box
M.L.S., equal to Bradley \$6 75
I.C., usual sizes 8 25
I.X. 9 75
I.X.X. 9 75

Famous—
I.C., usual sizes 6 75
I.X. 8 25
I.X.X. 9 75

Raven & Vulture Grades—
I.C., usual sizes 5 00
I.X. 6 00
I.X.X. 7 00
I.X.X.X. 8 00

D.C., 12 1/2 x 17 4 50
D.X. 5 25
D.X.X. 6 00

Coke Plates—Bright
Bessemer Steel—
I.C., usual sizes 4 75
I.C., special sizes, base 5 00
20 x 28 9 50

Charcoal Plates—Terne
Dean or J. G. Grade—
I.C., 20x28, 12 sheets 9 00
I.X., Terne Tin 11 00

Charcoal Tin Boiler Plates.
Cookley Grade—
X.X., 14x56, 50 sheet box Per lb.
" 14x60, " 0 06 1/2
" 14x65, " 0 06 1/2

Tinned Sheets
72x30 up to 24 gauge 0 07 1/2
" 26 " 0 08
" 28 " 0 08 1/2

Iron and Steel.
Common Bar, per 100 lbs. 1 90
Refined " 2 40
Horse Shoe Iron 2 40
Hoop steel, 1 1/2 to 3 in. base, 3 10
Sleigh Shoe Steel base 2 10
Tire Steel 2 30
Reeled Machinery 2 85
T. Firth & Co's tool steel, per lb 0 12 1/2
Jesse's tool steel 0 14
Morton's tool steel 0 13
Black Diamond and " B.C. " 0 10
Chas. Leonard's tool steel 0 08
Drill Steel, per lb. 0 18

Boiler Tubes.
1 1/2 inch 0 12 1/2
" 2 " 0 13
" 3 " 0 15
" 3 1/2 " 0 16
" 4 " 0 20
" 4 1/2 " 0 25

Steel Boiler Plate.
1/2 inch 2 50
3/4 inch 2 60
1 inch and thicker 2 50

Black Sheets.
18 gauge Com. D Fl. 2 85
20 " 2 85
22 to 24 " 2 85
26 " 3 05
28 " 3 15

Canada Plates.
All dull, 52 sheets 3 15
Half polished 3 15
All bright 3 75

Per 100 Feet.
Black pipe—
1/2 inch 4 3
3/4 " 3 15
1 " 3 15
1 1/4 " 3 42
1 1/2 " 3 56
2 " 5 00
2 1/2 " 7 12
3 " 8 51
3 1/2 " 11 56
4 " 22 75
4 1/2 " 30 00
5 " 37 50
6 " 42 75
7 " 51 50
8 " 57 50
9 " 74 50

Galvanized pipe—
1/2 inch 4 75
3/4 " 5 00
1 " 7 36
1 1/4 " 10 00
1 1/2 " 11 98
2 " 16 15

Galvanized Sheets.
G.C. Comet. Amer. Head.
16 gauge 4 15
18 to 24 gauge 4 15 3 91 4 31
26 " 4 35 4 15 4 31
28 " 4 60 4 40 4 61

Less than case lots 10 to 15c. extra.
28 gauge American equals 26 gauge English.

Chain.
Proof Coil, 3-16 in., per 100 lb 7 85
" 1/2 " 4 95
" 3/4 " 4 15
" 1 " 4 40
" 1 1/4 " 4 40
" 1 1/2 " 3 90
" 1 3/4 " 3 80
" 2 " 3 85

Halter, kennel and post chains, 40 to 40 and 5 p.c.
Cow ties 40 p.c.
Tie-out chains 65 p.c.
Stall fixtures 35 p.c.
Trace chain 45 p.c.
Jack chain, iron, single and double, discount 35 p.c.
Jack chain, brass, single and double, discount 40 p.c.

Copper.
Ingot 0 17 1/2
Lake Superior 0 17 1/2
Basis 0 23
Cut lengths round, 1/2 to 3/4 in. 0 23
" round and square 1 to 2 inches 0 23
Sheet 0 25

Plain, 14 oz., and light, 16 oz., 14x48 and 14x60 0 24
Plain, 14 oz., and light, 16 oz., irregular sizes 0 24 1/2
Tinned copper sheets 0 26
Planished 0 32

Braziers (in sheets.)
4x6 ft. 25 to 30 lbs. ea. per lb. 0 25
" 35 to 45 " 0 24
" 50-lb. and above, " 0 23

Boiler and T. K. Pitts
Plain Tinned, per lb 0 28
Spun, per lb. 0 32

Copper Ware.
Discount, 50 per cent

Brass.
Red and Sheet, 14 to 30 gauge 10 per cent.
Sheets, hard-rolled, 2x4 0 23
Tubing, base. per lb. 0 25 1/2

Zinc Spelter
Foreign, per lb 0 02 1/2
Domestic " 0 06

Zinc Sheet.
5 cwt. casks 0 06
Part casks 0 06 1/2

Lead.
Imported Pig, per lb 0 04
Bar, 1 lb. 0 05 1/2
Sheets, 2 1/2 lbs. sq. ft., by 0 06 1/2
Sheets, 3 to 6 lbs. 0 06

NOTE.—Cut sheets 1/2 cent per lb. extra.
Pipe, by the roll, usual weights per yard, less at 7c. per lb. and 30 p.c. dis. f.o.b. Toronto.
NOTE.—Cut lengths, net price, waste pipe 8-ft. lengths lists at 7 1/2 cents.

Shot.
Common, \$6.50 per 100 lb.; chilled, \$7.00 per 100 lb.; buck, seal and bal, \$7.50. Discount, 17 1/2 p.c. Prices are f.o.b. Toronto, Hamilton, Montreal, St. John and Halifax. Terms 3 per cent. cash, freights equalized.

Soil Pipe and Fittings.
Discount, 60 and 10 per cent. on medium and extra heavy, and 60 per cent. on light.

Solder. Per lb. Per lb.
Bar half-and-half, guarant'd 0 18 1/2
Bar half-and-half, commer'l 0 18 1/2
Refined 0 18
Wiping 0 18

NOTE.—Prices of this graded according to quantity. The prices of other qualities of solder in the market indicated by private brands vary according to composition.

Antimony.
Cookson's, per lb. 0 10 1/2
White Lead. Per 100 lb.
Pure 6 12 1/2
No. 1 do 5 75
No. 2 do 5 37 1/2
No. 3 do 5 00
No. 4 do 4 50
Munro's Select Flake White 7 37 1/2
Elephant and Decorators' Pure 7 12 1/2
Brandram's B. B. Genuine 7 50
" Decorative 7 00
" No. 1 6 50
" No. 2 5 75

Red Lead.
Genuine, 560 lb. casks, per cwt. \$5 25
Genuine, 100 lb. kegs, per cwt. 5 50
No. 1, 560 lb. casks, per cwt. 4 50
No. 1, 100 lb. kegs, per cwt. 4 75

White Zinc Paint.
Elephant Snow White 0 08
Pure White Zinc 0 07 1/2
No. 1, kegs 0 06 1/2
No. 1, kegs 0 07

Dry White Lead.
Pure, casks 5 12 1/2
Pure, kegs 5 6 1/2
No. 1, casks 4 87 1/2
No. 1, kegs 4 75

Prepared Paints.
In 1/2, 1 and 1 gallon tins.
Pure, per gallon 1 25
Second qualities, per gallon 0 75
Barb (in bbls.) 1 45
The Sherwin-Williams Paints 1 25
Canada Paint Co's Pure 1 25
Toronto Lead & Color Co's Pure 1 25
Sanderson Peary's Pure 1 20
Stewart & Wood's Champion Pure 1 20

Colors in Oil.
25 lb. tins, Standard Quality.
Venetian Red, per lb. 0 05
Chromine Yellow 0 11
Golden Ochre 0 06
French 0 05
Marine Black 0 09
" Green 0 09
Chrome 0 08
French Imperial Green 0 03

Castor Oil.
East India, in cases, per lb. 0 10 1/2
" small lots 0 10
Cod Oil, etc. 0 50
Pure Olive 1 20
Neatsfoot 30

Glue.
Common 0 08 1/2
French Medal 0 14
Cabinet sheet 0 12
White, extra 0 18
Gelatine 0 22
Strip 0 18
Coopers 0 19
Hutner 0 19

The Imperial Varnish & Color Co's.
Limbed, Elastilite Varnish 1 gal. can, each \$3.00.
Granite Floor Finish per gal. \$2.75.
Maple Leaf Coach Enamels: Size 1, \$1 20.
Size 2, 70c.; Size 3, 40c. each.

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Colors, Dry.

Yellow Ochre (J.C.) bbls. 1 35
Yellow Ochre (J.F.L.H.) bbls. 1 20
Yellow Ochre (La Belle) 1 20
Brunella Ochre 2 00
Venetian Red (best), per cwt. 1 50
English Oxides, per cwt. 3 00
American Oxides, per cwt. 1 00
Canadian Oxides, per cwt. 1 25
Super Magnetic Oxides, 93p.c. 2 00
Burnt Sienna, pure, per lb. 0 10
" Umber, " 0 10
" Raw, " 0 09
Drop Black, pure 0 09
Chrome Yellows, pure 0 18
Chrome Greens, pure, per lb. 0 12
Golden Ochre 0 06

Ultramarine Blue in 28-lb. boxes, per lb. 0 06
Fire Proof Mineral, per 100 lb 1 00
Genuine Eng. Litharge, per lb 0 07
Mortar Color, per 100 lb. 1 50
English Vermilion 0 95
Pure Indian Red, No. 45 lb. 0 18
Whiting, per 100 lb. 0 05

Blue Stone.
Casks, for spraying, per bbl. 0 07
100-lb. lots, do. per lb. 0 08

Putty.
Bulk in bbls. 1 00
Bulk in less quantity 2 15
Bladders in kegs, boxes or loose 2 25
Bladders in 25-lb. tins 2 41
Bladders in 12 1/2-lb. tins 2 65
Bladders in 10-lb. tins less than 100 lb. 2 90

Varnishes.
In 5-gal. lots. Per gal.
Carriage, No. 1 2 90
" body 8 00
" rubbing 4 00
Gold Size, Japan 3 00
Brown Japan 2 40
Elastic Oak 2 90
Furniture, extra 2 40
" No. 1 1 60
Hard Oil Finish 3 20
Light Oil Finish 3 30
Demar 3 30
Shellac, white 4 40
" orange 4 00
Furniture Brown Japan 1 60
Black Japan 2 40
" No. 1 1 60

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STEEL, PEECH & TOZER, Limited

Phoenix Special Steel Works. The Ickles, near Sheffield, England.

Manufacturers of

Axles and Forgings of all descriptions, Billets and Spring Steel, Tyre, Sleigh Shoe and Machinery Steel.

Sole Agents for Canada.

JAMES HUTTON & CO., - MONTREAL

HARDWARE.

Ammunition.

Cartridges.
B. B. Caps, Dom. 50 and 5 per cent.
Rim Fire Pistol, dia. 40 p. c., Amer.
Rim Fire Cartridges, Dom., 50 and 5 p. c.
Central Fire Pistol and Rifle, 10 p. c. Amer.
Central Fire Cartridges, pistol sizes, Dom.
30 per cent.
Central Fire Cartridges, Sporting and Military, Dom., 15 and 5 per cent.
Central Fire, Military and Sporting, Amer. add 5 p. c. to list. B. B. Caps, discount 40 per cent. Amer.
Loaded and empty Shells, "Trap" and "Dominion" grades, 25 per cent. Rival and Nitro, 10 p. c. advance on list.
Brass Shot Shells, 55 per cent.
Primers, Dom., 30 per cent.

Wads

Best thick white felt wadding, in 1/4-lb bars, per lb. 1 00
Best thick brown or grey felt wads, in 1/2-lb. bags, 70
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges, 0 99
Best thick white card wads, in boxes of 500 each, 10 gauge, 0 35
Best thick white card wads, in boxes of 500 each, 8 gauge, 0 55
Thin card wads, in boxes of 1,000 each, 12 and smaller gauges, 0 20
Thin card wads, in boxes of 1,000 each, 10 gauge, 0 25
Thin card wads in boxes of 1,000 each, 8 gauge, 0 25
Chemically prepared black edge grey cloth wads, in boxes of 250 each—
11 and smaller gauge, 0 60
9 and 10 gauges, 0 70
7 and 8 gauges, 0 90
5 and 6 gauges, 1 10
Superior chemically prepared pink edge, best white cloth wads, in boxes of 250 each—
11 and smaller gauge, 1 15
9 and 10 gauges, 1 40
7 and 8 gauges, 1 65
5 and 6 gauges, 1 90

Adzes.

Wrights, 80 lb. and over, 0 10
Hay Budden, 80 lb. and over, 0 09
Brooks, 0 11

Augers.

Gilmour's, discount 65 and 5 p. c. off list.

Axes.

Chopping Axes
Single bit, per doz. 5 50 10 00
Double bit, " 11 00 18 00
Bench Axes, 40 p. c.
Broad Axes, 33 1/2 per cent.
Hunters Axes, 5 50 6 00
Boys Axes, 5 75 6 75
Splitting Axes, 6 50 12 00
Handled Axes, 7 00 10 00

Axle Grease.

Ordinary, per gross, 5 75 6 00
Best quality, " 13 00 15 00

Bath Tubs.

Zinc, 6 00
Copper, discount 15 p. c. off revised list

Baths.

Standard Enameled, 25 00
5 1/2-inch rolled rim, 1st quality, 21 00
" 2nd, 21 00

Anti-Friction Metal.

"Tandem" A, per lb. 0 27
" B, " 0 21
" C, " 0 11 1/2
Magnolia Anti-Friction Metal, per lb. 0 25
Frictionless metal, per lb. 0 23

SYRACUSE SMELTING WORKS.

Aluminum, genuine, 0 45
Dynamo, 0 29
Special, 0 25
Aluminum, 99 p. c. pure "Syracuse", 0 50

Bells.

Hand.
Brass, 60 per cent.
Nickel, 55 per cent.

Cow.
American make, discount 66 2/3 per cent.
Canadian, discount 45 and 50 per cent.
Door.
Gongs, Sargent's, 5 50 8 00
" Peterboro', discount 45 per cent.
Farm.
American, each, 1 25 3 00
House.
American, per lb., 0 35 0 40
Bellows.
Hand, per doz., 3 35 4 75
Moulders', per doz., 7 50 10 00
Blacksmiths', discount 40 per cent.

Belting.

Extra, 60 and 10 per cent.
Standard, 60, 10 and 10 per cent.
No. 1, 70 p. c.
Agricultural, 70 and 10 p. c.

Bits.

Auger.
Gilmour's, discount 60 and 5 per cent.
Rockford, 50 and 10 per cent.
Jennings' Gen., net list.

Gilmour's, 47 1/2 to 50 per cent.
Clark's, 40 per cent.
Expansive.
Gimlet.

Clark's, per doz., 0 65 0 90
Diamond, Shell, per doz., 1 00 1 50
Nail and Spike, per gross, 2 25 5 20

Blind and Bed Staples.

All sizes, per lb., 0 07 1/2 0 12

Bolts and Nuts.

Carriage Bolts, common (S.I. list) 55 and 5
" full square (\$2.40 list) 60 and 5
" Norway iron (\$3 list) 60 and 5
Machine Bolts, all sizes, 55 and 5
Plough Bolts, 55 and 5
Blank Bolts, 60
Bolt Ends, 60
Sleigh Shoe Bolts, 70
Coach Screws, cone point, 70
Nuts, square, all sizes, 3/4 c. per lb. off
Nuts, hexagon, all sizes, 4 c. per lb. off
Stove rods, per lb., 5 1/2 to 6 c.
Nuts, in 5 lb. lots, 1/4 c. per lb. extra in less than 5 lb. lots, 1/2 c. extra.

Boot Calks.

Small and medium, ball, per M., 4 25
Small heel, per M., 4 50

Bright Wire Goods.

Discount, 62 1/2 per cent.

Broilers.

Light, dia., 65 to 67 1/2 per cent.
Reversible, dia., 65 to 67 1/2 per cent.
Vegetable, per doz., dia. 37 1/2 per cent.
Henis, No. 8, " 6 00
Henis, No. 9, " 7 00
Queen City, " 7 50 0 00

Butchers' Cleavers.

German, per doz., 6 00 11 00
American, per doz., 12 00 20 00

Building Paper, Etc.

Plain building, per roll, 0 30
Tarred lining, per roll, 0 40
Tarred roofing, per 100 lb., 1 70
Coal Tar, per barrel, 3 50
Pitch, per 100-lb., 0 85
Carpet felt, per ton, 45 00

Bull Rings.

Copper, \$2.00 for 2 1/2 in. and \$1.90 for 2 in.

Butts.

Wrought Brass, net revised list
Cast Iron.
Loose Pin, dia., 60 per cent.
Wrought Steel.
Fast Joint, dia. 65, 10 and 2 1/2 per cent.
Loose Pin, dia. 65, 10 and 2 1/2 per cent.
Berlin Bronzed, dia. 70, 70 and 5 per cent.
Gen. Bronzed, per pair, 0 40 0 65

Carpet Stretchers.

American, per doz., 1 00 1 50
Bullard's, per doz., 6 50

Castors.

Bed, new list, dia. 55 to 57 1/2 per cent.
Plate, dia. 52 1/2 to 57 1/2 per cent.

Cattle Leaders.

Nos. 31 and 32, per gross, 8 50 9 50

Cement.

Canadian Portland, 2 25 2 75
English, 3 00 3 15
Belgian, 2 50 2 75
Canadian hydraulic, 1 25 1 50

Chalk.

Carpenters Colored, per gross, 0 45 0 75
White lump, per cwt., 0 60 0 65
Red, 0 05 0 06
Crayon, per gross, 0 14 0 18

Chisels.

Socket, Framing and Firmer.
Broad's, dia. 70 per cent.
Warnock's, dia. 70 per cent.
P. S. & W. Extra 60, 10 and 5 p. c.

Churns.

Revolving Churns, metal frames—No. 0, \$8—
No. 1, \$8.50—No. 2, \$9.00—No. 3, \$10.00—
No. 4, \$12.00—No. 5, \$16.00 each. Ditto,
wood frames—20c. each less than above.
Discounts: Delivered from factories, 56 p. c.; from stock in Montreal, 54 p. c.
Terms, 4 months or 3 p. c. cash in 30 days.

Clips.

Axle dia. 65 per cent.
Closets
Plain Ontario Syphon Jet, 16 00
Emb. Ontario Syphon Jet, 17 00
Fittings net, 1 00
Plain Teutonic Syphon Washout, 10 00
Emb. Teutonic Syphon Washout, 11 00
Fittings net, 1 25
Low Down Teutonic, plain, 16 00
" embossed, 17 00
Plain Richelieu net, 3 75
Emb. Richelieu net, 4 00
Fittings net, 1 25
Low Down Ont. Sy. Jet, plain net, 19 50
Emb. d. net, 20 50
Closet connection net, 1 25
Basins, round, 14 in., 1 00
" oval, 17 x 14 in., 2 50
" 19 x 15 in., 3 75
Discount 40 p. c., except on net figures.

Compasses, Dividers, Etc.

American, dia. 62 1/2 to 65 per cent.

Cradles, Grain.

Canadian, dia. 25 to 33 1/2 per cent.

Crosscut Saw Handles.

S. & D., No. 3, per pair, 17 1/2
" 5, " 22 1/2
" 6, " 15
Boynton pattern, 20

Door Springs.

Torrey's Rod, per doz., (15 p. c.) 2 00
Coil, per doz., 0 88 1 50
English, per doz., 2 00 4 00

Draw Knives.

Coach and Wagon, dia. 50 and 10 per cent.
Carpenters, dia. 70 per cent.

Drills.

Hand and Breast.
Millar's Falls, per doz. net list.

DRILL BITS.

Morse, dia., 37 1/2 to 40 per cent.
Standard, dia. 50 and 5 to 55 per cent.

Faucets.

Common, cork-lined, dia. 35 per cent.

ELBOWS. (Stovepipe.)

5 and 6-inch, common, per doz., 1 20
7-inch, " 1 35
Polished, 15c. per doz. extra.

ESCUTCHEONS.

Discount, 45 per cent.

ESCUTCHEON PINS.

Iron, discount 40 per cent.

FACTORY MILK CANS.

Discount off revised list, 40 per cent.

FILES AND RASPS.

Great Western, 75 and 5 per cent.
Arcade, 75 " 5
Kearney & Foot, 75 " 5
Dist. n.s., 70 " 10
American, 70 " 10
J. Barton Smith, 75 " 5
McClellan, 75 " 5
Eagle, 70 10 and 5
Nicholson, 70 " 10
Royal, 80
Black Diamond, 60 to 60 and 10 per cent.
Jowitt's, English list, 25 to 27 1/2 per cent.
Nicholson File Co.'s "Simplicity" file handle, per gross, 85c. to \$1.50.

FORKS.

Hay, manure, etc., dia., 50 and 10 per cent. revised list.

GLASS—Window—Box Price.

Size United	Per	Per	Per	D. Diamond
Inches.	50 ft.	100 ft.	50 ft.	100 ft.
Under 26.....	2 15	4 15	.....	6 00
26 to 40.....	2 30	4 45	.....	6 60
41 to 50.....	4 85	.....	7 50
51 to 60.....	5 15	.....	8 50
61 to 70.....	5 50	.....	9 50
71 to 80.....	6 00	.....	10 50
81 to 85.....	6 50	.....	11 75
86 to 90.....	14 00
91 to 95.....	15 50
96 to 100.....	18 00

GAUGES

Marking, Mortise, Etc.
Stanley's dia. 50 to 55 per cent.

Winn's, Nos. 26 to 33, each, 1 65 2 40

HALTERS.

Rope, 3/4 per gross, 9 00
" 1/2 to 3/4, " 14 00
Leather, 1 in., per doz., 3 87 1/2 4 00
" 1 1/4 in., " 5 15 5 20
Web, — per doz., 1 87 2 45

HAMMERS.

Maydole's, dia. 5 to 10 per cent. Can. dia. 25 to 27 1/2 per cent.

Tack.

Magnetic, per doz., 1 10 1 20

Sledge.

Canadian, per lb., 0 07 1/2 0 08 1/2

Ball Pean.

English and Can., per lb., 0 22 0 26

HANDLES.

Axe, per doz. net, 1 50 2 00

Store door, per doz., 1 00 1 50

Fork.

C. & B., dia. 40 per cent. rev. list.

Hoe.

C. & B., dia. 40 per cent. rev. list.

Saw.

American, per doz., 1 00 1 25

Plane.

American, per gross, 3 15 3 75

Canadian, 40 per cent.

Cross-Cut Saws.

Canadian, per pair, 0 13 1/2

HANGERS.

Steel barn door, 5 85 6 00

Stearns, 4 inch, 5 00

" 5 inch, 6 50

Lane's covered—

No. 11, 5-ft. run, 8 40

No. 11 1/2, 10-ft. run, 10 80

No. 12, 10-ft. run, 12 60

No. 14, 15-ft. run, 21 00

Lane's O.N.T. track, per foot, 4 1/2

HARVEST TOOLS.

Discount, 70 per cent.

HATCHETS.

Canadian, dia. 40 to 42 1/2 per cent.

HINGES.

Blind, Parker's, dia. 50 and 10 to 60 per cent

Heavy T and strap, 4-in., per lb., 0 06 1/2

" 5-in., " 0 06 1/2

" 6-in., " 0 06

" 8-in., " 0 05 1/2

" 10-in., " 0 05 1/2

Light T and strap, dia. 65 and 5 per cent.

Screw hook and hinge—

6 to 10 in., per 100 lbs., 4 25

12 in. up, per 100 lbs., 3 25

Per gro. pairs.

Spring, 12 00 12 00

HOES.

Garden, Mortar, etc., dia. 50 and 10 p. c.

Planter, per doz., 4 00 4 50

HOLLOW WARE

Discount, 45 and 5 per cent.

HOOKS.

Cast Iron.
Bird Cage, per doz., 0 50 1 10
Clothes Line, per doz., 0 27 0 63
Harness, per doz., 0 72 0 88
Hat and Coat, per gross, 1 00 3 00
Chandelier, per doz., 1 50 1 00

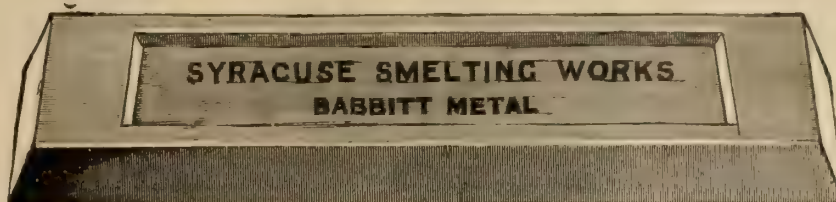
Wrought Iron.

Wrought Hooks and Staples, Can., dia. 47 1/2 per cent.

USE PHOSPHORINE BABBITT METAL

It is the new discovery. Ask for particulars.

It is the only Anti-Friction Metal known to be chemically pure.



For Paper and Pulp Mills, Saw and Wood Working Machinery, Cotton and Silk Mills, Dynamos, Marine Engines, and all kinds of Machinery Bearings.

Wire, Triangular and Bar Solder, Pig Tin, Lead, Ingot Copper, Ingot Brass, Antimony, Aluminum, Bismuth, Zinc Spelter, Phosphor Tin, Phosphor Bronze, Nickel, etc., always in stock.

CANADIAN WORKS, MONTREAL, P.Q.
AMERICAN " SYRACUSE, N.Y.

Syracuse Smelting Works

Wire.
Flat and Coat, discount 45 per cent.
Relt, per 1,000..... 0 60
Screw, bright, dis. 55 per cent.
HORSE NAILS
"O" brand 50 and 7½ p.c. off new list. } Oval-
"M" brand 50, 10 and 5 per cent. } head
Countersunk 60 per cent.

HORSESHOES
F.O.B. Montreal.
No. 2 No. 1.
Iron Shoes. and larger and smaller.
Light, medium, and heavy... \$ 50 3 75
Snow shoes..... 3 75 4 00
Steel Shoes.
Light..... 3 80 3 85
Featherweight (all sizes).... 4 85 4 85
F.O.B. Toronto, Hamilton, London and
Guelph, 10c. per keg additional.
Toe weight steel shoes..... 6 70

JAPANESE WARE.
Discount, 45 and 5 p.c. off list, June 1899
ICE PICKS.
Star per doz..... 3 00 3 25
KETTLES.
Brass spun, 7½ p.c. dis. off new list.
Copper, per lb..... 0 30 0 50
American, 60 and 10 to 65 and 5 p.c.

KEYS.
Lock, Can., dis., 45 p.c.
Cabinet, trunk, and padlock,
Am. per gross..... 60
DOOR, japanned and N.P., per
doz..... 1 50 2 50
Bronze, Berlin, per doz..... 2 75 3 25
Bronze Genuine, per doz..... 6 00 9 00
Shutter, porcelain, F. & L.
screw, per gross..... 1 30 4 00
White door knobs—per doz. 1 25

HAY KNIVES.
Discount, 50 and 10 per cent.
LAMP WICKS.
Discount, 60 per cent.
LANTERNS.
Gold Blast, per doz..... 7 00
No. 3 "Wright's"..... 8 50
Ordinary, with O burner..... 4 00
Dashboard, cold blast..... 9 00
No. 0..... 5 75
Japanning, 50c. per doz. extra.

LEMON SQUEEZERS.
Porcelain lined..... 2 20 5 60
Galvanized..... 1 87 3 85
King, wood..... 2 75 2 90
King, glass..... 4 00 4 50
All glass..... 1 20 1 30
LINES.
Fish, per gross..... 1 05 2 50
Chalk..... 1 90 7 40
LOCKS.
English and Am. padlock..... 50 6 00
Scandinavian..... 1 00 2 40
Eagle, dis. 20 to 25 p.c.

MACHINE SCREWS. Iron and Brass.
Flat head discount 25 p.c.
Round head discount 20 p.c.
MALLET.
Tinmiths' per doz..... 1 25 1 50
Carpenters', hickory, per doz 1 25 3 75
Lignum Vitae, per doz..... 3 85 5 00
Caulking each..... 60 2 00
MATTOCKS.
Canadian, per doz..... 5 50 6 50
MEAT CUTTERS.
American, dis. 25 to 30 p.c.
German, 15 per cent.

MILK CAN TRIMMINGS.
Discount, 25 per cent.
NAILS.
Quotations are:
2d and 3d..... \$3 55 \$3 85
3d..... 3 20 3 52
4d and 5d..... 2 95 3 35
6d and 7d..... 2 85 3 20
8d and 9d..... 2 70 3 00
10d and 12d..... 2 65 2 95
16d and 20d..... 2 60 2 90
30, 40, 50 and 60d. (base)..... 2 55 2 85

Wire nails in carlots are \$2.77½
Galvanizing 2c. per lb. net extra.
Steel Cut Nails 10c. extra.
Miscellaneous wire nails, dis. 70 and 10 p.c.
Coopers' nails, dis. 30 per cent.
Flour barrel nails, dis. 25 per cent.

NAIL PULLERS.
German and American..... 1 85 3 50
NAIL SETS.
Square, round, and octagon
per gross..... 3 38 4 00
Diamond..... 12 00 15 00

NETTING.
Poultry, 55 per cent. for McMullen's
OAKUM. Per 100 lb.
Navy..... 6 00
U. S. Navy..... 7 25

OIL.
Water White (U.S.)..... 0 16½
Prime White (U.S.)..... 0 15½
Water White (Can.)..... 0 15
Prime White (Can.)..... 0 14

OILERS.
McClary's Model galvan. oil
can, with pump, 5 gal.,
per doz..... 10 00
Zinc and tin, dis. 50, 50 and 10.
Copper, per doz..... 1 25 3 50
Brass..... 1 50 3 50
Malleable, dis. 25 per cent.

GALVANIZED PAIRS.
Dufferin pattern pairs, dis. 45 p.c.
Flaring pattern, discount 45 per cent.
Galvanized wash tubs discount 45 per cent.

PIECED WARE.
Discount 40 per cent. off list, June, 1899.
10-qt. flaring sap buckets, dis. 40 p.c.
8, 10 and 14-qt. fl. ring pails, dis. 40 p.c.
Creamer cans, dis. 40 p.c.

PICKS.
Per doz..... 6 00 9 00
PICTURE NAILS.
Porcelain head, per gross..... 1 75 3 00
Brass head..... 0 40 1 00

PICTURE WIRE.
Tin and gilt, discount 75 p.c.
PLANES.
Wood, bench, Canadian dis. 50 per cent.
American dis. 50.
Wood, fancy Canadian or American 7½
to 40 per cent.

PLANE IRONS.
English, per doz..... 2 00 5 00
PLIERS AND NIPPERS.
Button's Genuine per doz pairs, dis. 37½
40 p.c.
Button's Imitation, per doz... 5 00 9 00
German, per doz..... 0 60 2 60

PLUMBERS BRASS GOODS.
Compression work, discount, 60 per cent.
Fuller's work, discount 65 per cent.
Rough stops and stop and waste cocks, dis-
count, 60 per cent.
Jenkins disk globe and angle valves, dis-
count, 55 per cent.
Standard valves, discount, 60 per cent.
Jenkins' radiator valves discount 55 per cent.

" " standard, dis., 60 p.c.
Quick opening valves discount, 60 p.c.
No. 1 compression bath cock..... 2 00
No. 4..... 2 00
No. 7, Fuller's..... 2 50
No. 4½..... 3 00

POWDER.
Velox Smokeless Shotgun Powder.
100 lb. or less..... 0 85
1,000 lb. or more..... 0 80
Net 30 days

PRESSED SPIKES.
Discount 22½ per cent.
PULLEYS.
Hothouse, per doz..... 0 55 1 00
Axle..... 0 22 0 33
Screw..... 0 27 1 00
Awning..... 0 35 2 50

PUMPS.
Canadian cistern..... 1 80 3 60
Canadian pitcher spout..... 1 40 2 10
PUNCHES.
Saddlers', per doz..... 1 00 1 85
Conductors'..... 9 00 15 00
Tinnern's solid, per set..... 0 00 0 72
" hollow, per set..... 0 00 1 00

RANGE BOILERS.
Galvanized, 3 gallons..... 7 00
" 35 "..... 8 25
" 50 "..... 9 50
Copper, 30 "..... 22 00
" 55 "..... 26 00
" 40 "..... 30 00

Discount off Copper Boilers 10 per cent.
RAKES.
Cast steel and malleable, 50, 10 and 5 p.c.
Wood, 25 per cent.

RAZORS.
per doz.
Elliot's..... 4 00 18 00
Geo. Butler & Co.'s..... 4 00 18 00
Boker's..... 7 50 11 00
" King Cutter..... 12 50 50 00
Wade & Butler's..... 3 60 10 00
Theile & Quack's..... 7 00 12 00

REAPING HOOKS.
Discount, 70 per cent.
REGISTERS.
Discount..... 40 per cent.

RIVETS AND BURRS.
Geo. Butler & Co.'s, per lb. extra, net.
Iron Rivets, black and tinned, discount 60
and 10 per cent.
Iron Burrs, discount 55 per cent.

Extras on Iron Rivets in 1-lb. cartons, ½ c.
per lb.
Extras on Iron Rivets in ½-lb. cartons, 1c.
per lb.
Copper Rivets & Burrs, 35 and 5 p.c. dis.
and cartons, 1c. per lb. extra, net.

Extras on Tinned or Coppered Rivets
½-lb. cartons, 1c. per lb.
RIVET SETS
Canadian dis. 35 to 37½ per cent.

ROPE ETC.
Sisal. Manila.
7-16 in. and larger, per lb 11 14½
½ in. 15½
¼ and 5-16 in. 16 15½
Cotton, 3-16 inch and larger 16 21
" 5-32 inch..... 21 22½
" ¼ inch..... 22½ 15½
Russia Deep Sea..... 15½
Lute..... 8
Lath Yarn..... 10½
New Zealand Rope..... 10

RULES.
Boxwood, dis. 75 and 10 p.c.
Ivory, dis. 37½ to 40 p.c.

SAD IRONS. per set.
Mrs. Potts, No. 55, polished..... 62½
" No. 50, nickel-plated..... 67½
SAND AND EMERY PAPER.
Dominion Flint Paper, 47½ p.c. cent.
B & A. sand, 40 and 5 per cent.
Emery, 40 per cent.
Garret (Rutten's), 5 to 10 p.c. advance on list.

SAP SPOUTS.
Bronzed iron with hooks, per doz... 9 50
SAWS.
Hand Disston's, dis. 12½ p.c.
S. & D., 40 per cent.
Crosscut, Disston's, per ft..... 35 0 55
S. & D., dis. 35 p.c. on Nos. 2 and 3.
Hack, complete, each..... 0 75 2 75
" frame only..... 0 75

SASH WEIGHTS.
Sectional, per 100 lbs..... 2 75 3 00
Solid..... 2 00 2 25
SASH CORD.
Per lb..... 0 23 0 30
SAW SETS.
" Lincoln" and Whiting, per doz... 6 00
Hand Sets, No. 1 Woodyatt (Morrill) 4 25
Set extra, No. 3 Woodyatt (Morrill) 9 50

SCALES.
Standard, 45 p.c.
Champion, 65 p.c.
Spring Balances, 10 p.c.
Fairbanks Standard, 35 p.c.
" Dominion, 55 p.c.
" Richelieu, 55 p.c.
Warren's Standard 45 p.c.
" Champion 45 p.c.

SCREW DRIVERS.
Sargent's per doz..... 0 65 1 00
SCREWS
Wood, F. H., bright and steel, 87½ and 10 p.c.
Wood R. H., dis. 82½ and 10 p.c.
" F. H., brass, dis. 80 and 10 p.c.

Wood, R. H., " dis. 75 and 10 p.c.
" F. H., bronze, dis. 75 p.c.
" R. H., 70 p.c.
Drive Screws, 87½ and 10 percent.
Bench, wood, per doz..... 3 25 4 00
" iron..... 4 25 5 75

Set, Case hardened, 60 per cent.
Square Cap, 50 and 5 per cent.
Hexagon Cap, 45 per cent.

SCYTHES.
Per doz, net..... 9 00
SCYTHE SNATHS.
Canadian, dis. 45 p.c.

SHEARS.
Bailey Cutlery Co., full nickeled, dis. 60 p.c.
Seymour's, dis. 50 and 10 p.c.

SHOVELS AND SPADES.
Canadian, dis. 40 and 5 per cent.
SINKS.
Steel and galvanized, discount 45 per cent.

SNAPS.
Harness, German, dis. 25 p.c.
Lock, Andrews..... 4 50 11 50
SOLDERING IRONS.
1, 1½ lb., per lb..... 0 37
2 lb. or over, per lb..... 0 34

SQUARES.
Iron, No. 493, per doz..... 2 40 2 55
" No. 494..... 3 25 3 40
Steel, dis. 60 10 and 5 p.c.
Try and bevel, dis. 50 to 52½ p.c.

STAMPED WARE.
Plain, dis. 75 and 12½ p.c. off revised list
Retinned, dis. 75 p.c. off revised list.

STAPLES.
Galvanized..... 3 50 4 00
Plain..... 3 25 3 75
Coopers', discount 45 per cent.
Poultry netting staples, 40 per cent.

STOCKS AND DIES.
American dis. 25 p.c.

STONE. Per lb.
Washita..... 0 28 0 60
Hindostan..... 0 06 0 07
" slip..... 0 09 0 09
Labrador..... 0 13
" Axe..... 0 15
Turkey..... 0 50
Arkansas..... 0 00 1 50
Water-of-Ayr..... 0 00 1 10
Scythe, per gross..... 3 50 5 00
Grind, 2 in. 40 to 200 lb. per ton..... 25 00
" under 40 lb. "..... 28 00
Grind, under 2 in. thick "..... 29 00

STOVE PIPES.
5 and 6 inch Per 100 lengths..... 7 00
7 inch..... 7 50

ENAMELINE STOVE POLISH.
No. 4—3 dozen in case, net cash..... \$4 80
No. 6—3 dozen in case, "..... 8 40

TACKS BRADS, ETC.
Cheese-box tacks, blued..... 80 & 12½
Trunk tacks, black and tinned..... 85
Carpet tacks, blued..... 80 & 15
" tinned..... 80 & 20
" (in kegs)..... 40
Cut tacks, blued, in dozens only..... 80
" ¼ weights..... 85
Swedes cut tacks, blued and tinned—
In bulk..... 80 & 10
In dozens..... 75
Swedes, upholsterers', bulk..... 85, 12½ & 12½
" brush, blued & tinned, bulk..... 70
" gimps, blued, tinned and
japanned..... 75 & 12½

Zinc tacks..... 35
Leather carpet tacks..... 55
Copper tacks..... 50
Copper nails..... 85
Trunk nails, black..... 65 and 5
Trunk nails, tinned..... 65 and 10
Clout nails, blued..... 65 and 5
Chair nails..... 35
Patent brads..... 40
Fine finishing..... 40
Lining tacks, in papers..... 10

STANDARD CHAIN CO.,

MANUFACTURERS
OF

CHAIN

PITTSBURGH,
U. S. A.

OF ALL KINDS.

Proof Coil, B.B., B.B.B., Crane, Dredge Chain, Trace Chains, Cow Ties etc.

ALEXANDER GIBB,
Montreal.

For Provinces of Ontario and Quebec.

—Canadian Representatives— A. C. LESLIE & CO.,
Montreal.

For other Provinces.

Lining tacks, in bulk	15
" " solid heads, in bulk	75
Saddle nails in papers	10
" " in bulk	15
Tufting buttons, 22 line, in dozens only	60
Tin capped trunk nails	15
Zinc glazier's points	5
Double pointed tacks, papers, 90 and 10	
" " bulk	40

TAPE LINES.

English, ass skin, per doz	2 75	5 00
English, Patent Leather	5 50	9 75
Chesterman's each	0 90	2 85
steel, each	0 80	8 00

THERMOMETERS.

Tin case and dairy, dis. 75 to 75 and 10 p.c.

TRAPS. (Steel.)

Game, Newhouse, dis. 25 p.c.	
Game, H. & N., P. S. & W., 65 p.c.	
Game, steel, 72½, 75 p.c.	

TROWELS.

Disston's discount 10 per cent.		
German, per doz.....	4 75	6 00
S. & D., discount 35 per cent.		

TWINES.

Bag, Russian, per lb.....	0 27	
Wrapping, cotton, 3-ply	0 18½	
4-ply.....	0 23½	
Mattress, per lb.....	0 33	0 45
Staging, "	0 27	0 35

VISES.

Wright's	0 13½
Brooks	0 12¾
Pipe Vise, Hinge, No. 1.....	3 57
" " No 2	5 50
Saw Vise	4 57
	9 00

ENAMELLED WARE.

White, Princess, Turquoise, Blue and White, discount 50 per cent.
Diamond, Famous, Premier, 50 and 10 p.c.
Granite or Pearl, Imperial, Crescent, 50, 10 and 10 per cent.

WIRE.

Brass wire, 50 to 50 and 2½ per cent. off the list.
Copper wire, 45 and 10 per cent. net cash 30 days, f.o.b. factory.

Smooth Steel Wire, is quoted at the following net selling prices:

No. 6 to 8 gauge	\$2 90
" 9	2 83
" 10	2 87
" 11	2 90
" 12	2 95
" 13	3 15
" 14	3 37
" 15	3 50
" 16	3 65

Other sizes of plain wire outside of Nos. 9, 10, 11, 12 and 13, and other varieties of plain wire remain at \$2.81 base with extras as before. The prices for Nos. 9,

to 13 include the charge of 1 c. for oiling. Extras net per 100 lb.:
Coppered wire, 60c.—tinned wire, \$2—
oiling, 10c.—special hay-baling wire, 30c.—
spring wire, \$1—best steel wire, 75c.—
bright soft drawn, 15c.—in 50 and 100-lb.
bundles net, 10c.—in 25-lb. bundles net
15c.—packed in casks or cases, 15c.—
bagging or papering, 10c.

Fine Steel Wire, dis. 17½ per cent.
List of extras: In 100-lb. lots: No.
17, \$5—No. 18, \$5.50—No. 19, \$6—No. 20,
\$6.65—No. 21, \$7—No. 22, \$7.30—No. 23,
7.65—No. 24, \$8—No. 25, \$9—No. 26,
\$9.50—No. 27, \$10—No. 28, \$11—No. 29,
\$12—No. 30, \$13—No. 31, \$14—No. 32, \$15
No. 33, \$16—No. 34, \$17. Extras net—
tinned wire, Nos. 17-25, \$2—Nos. 26-31,
\$4—Nos. 32-34, \$5. Coppered, 5c.—oil
ing, 10c.—in 25-lb. bundles, 15c.—in 50 and
100-lb. bundles, 25c.—in 1-lb. hanks, 50c.—
in ½-lb. hanks, 75c.—in ¼-lb. hanks, \$1—
packed in casks or cases, 15c.—bagging or
papering, 10c.

Galvanized Wire, per 100 lb.—Nos. 6, 7, 8, \$3.57
to \$3.87—No. 9, \$2.85 to \$3.15—No. 10,
\$3.60 to \$3.95—No. 11, \$3.70 to \$4.10—No.
12, \$3 to \$3.30—No. 13, \$3.10 to \$3.41—
No. 14, \$4.10 to \$4.50—No. 15, \$4.60 to
\$5.05—No. 16, \$4.85 to \$5.35. Base sizes,
Nos. 6 to 9, \$2.57 f.o.b. Cleveland.
Clothes Line Wire, regular 7 strand No. 17
\$4.65; No. 18, \$2.9; No. 19, \$3.67. Ho

low 6 strand, No. 17, \$1.30; No. 18, \$2.70;
No. 19, \$4.35; No. 20, \$3.30, f.o.b. Hamil-
ton, Toronto, Montreal.

WIRE FENCING.

Galvanized barb	3 15
Galvanized, plain twist	3 05
Galvanized barb, f.o.b. Cleveland, \$2.82½ in less than carlots, and \$2.77 in carlots.	

WIRE CLOTH.

Painted Screen, per 100 sq. ft., net	1 35
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Colored	4½ to 5
White, according to quality	6½ to 7½
50c-lb. bale lots shaded.	

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Acme, 35 to 37½ per cent.		
Agricultural, 60 p.c.		
Coe's Genuine, dia. 70 to 25 p.c.		
Towers' Engineer, each.....	2 00	7 00
" " S., per doz.....	5 80	6 00
G. & K.'s Pipe, per doz.....	...	3 40
Burrell's Pipe, each.....	...	3 00
Pocket, per doz.....	0 25	2 90

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Leader	per doz	\$30 0	33 00
Royal Canadian	"	26 00	28 00
Royal American	"	26 00	28 00
Sampson	"	26 00	30 00

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Patented December 22nd, 1896.

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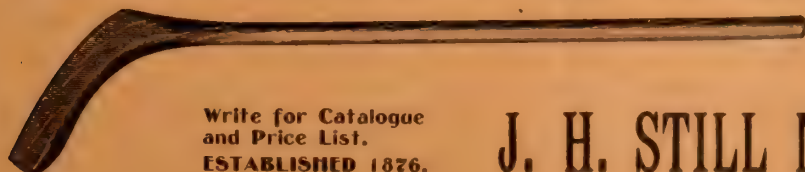
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Packs equally well for all. There is no packing made that will last as long or withstand as well the action of steam heat. Carried in stock in rolls about 36-in. wide, and the following thicknesses: 1/32, 1/16, 3/32 and 1/8.

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The Weekly Organ of the Hardware, Metal, Heating, Plumbing and Contracting Trades in Canada.

VOL. XIII.

MONTREAL AND TORONTO, OCTOBER 26, 1901.

NO. 43

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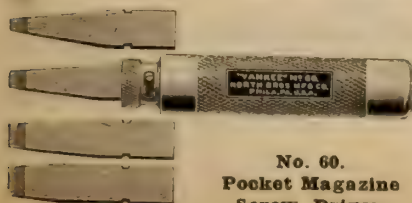
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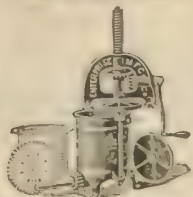
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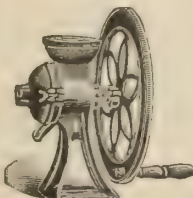
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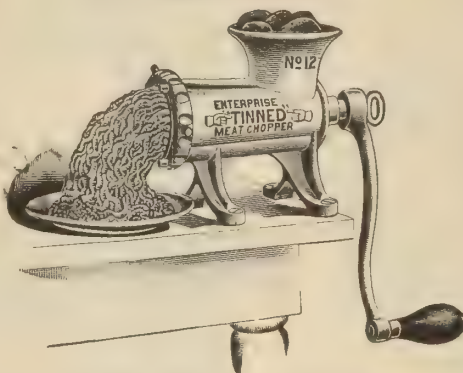
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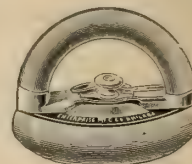
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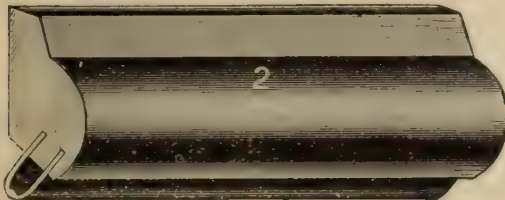
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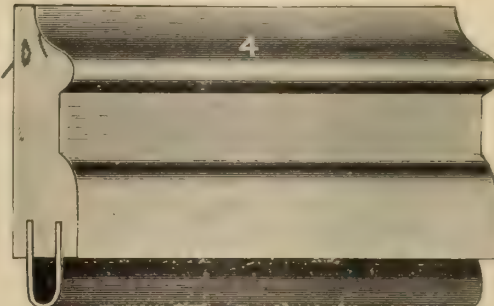


No. 1 1/2—For sides and tops of Doors (Rubber).

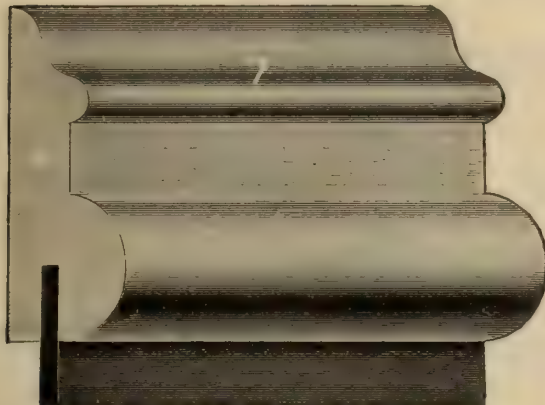


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*all in hand
Price 26-10-01*



No. 4—For bottom of Light Doors (Rubber).



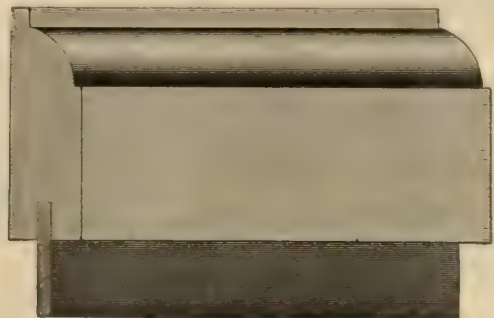
No. 7—For bottom of Heavy Doors (Rubber).



No. 61—For sides of Windows and Doors (Felt).



No. 62—For center of Windows (Felt).

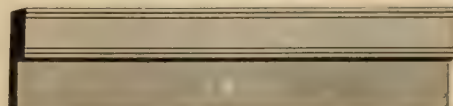


No. 64—For bottoms of Doors (Felt).

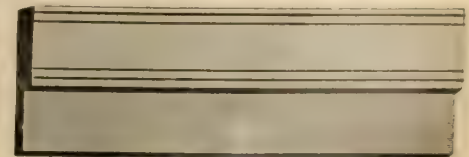
Nos. 8, 9 and 10---Solid Rubber, all one piece.



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That's what a shelf bracket is for.
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NOTHING CHEAPER**

than the . . .

BRADLEY STEEL SHELF BRACKET

It is well **Japanned, Strong and Light.**
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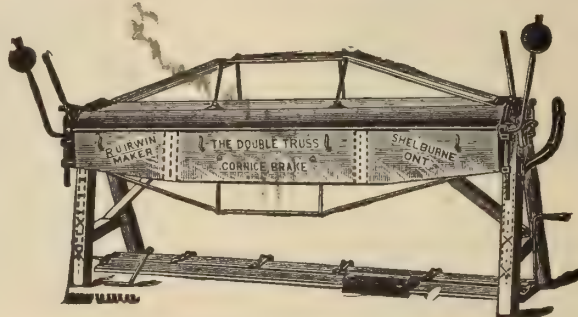
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Model
1900.

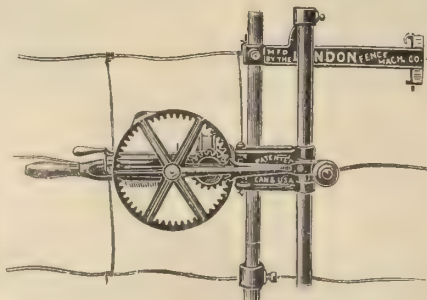


Harrington & Richardson Arms Co.
Worcester, Mass., U.S.A.

Descriptive Catalogue on request.

Steel and Twist Barrels
in 30 and 32-inch.
12 Gauge.

London Fence Machines Lead



in every community where they have been intro-
duced.

Our best ads. are the farmers who use them.
They are delighted because they can erect a 50 per
cent. better fence at 50 to 60 per cent. of the cost
of a ready woven one, and in the same time that
they can erect the latter.

Fifty rods per day is a very easy day's work with
the London.

Dealers, are you aware that a perfect fence can-
not be built from a ready woven roll? Farmers
are finding this out; give them a chance to get the
best and they will appreciate it.

If there is no agent in your town write us.

We manufacture a complete line of fencing supplies of superior quality. That we have the best, we
know from practical experience.

The London Fence Machine Co., London, Canada.

LOCKS and BUILDERS' HARDWARE

Made in great variety of
design and finish.

Catalogues and price list mailed on
application.

THE LARGEST MAKERS
IN THE DOMINION.



The Gurney-Tilden Co., Limited, - Hamilton, Canada.

What Are You in Business For?—\$.

THERE IS MONEY IN OIL. Handle our brands and you will realize a quicker turnover than by handling any other. Why? Because they are the **best oils** that money can buy, and the public must have them.

“PENNOLINE”

our leading brand, has enjoyed a largely-increasing sale every month. Try a barrel and you will understand the reason.

“CRYSTAL SPRAY” and **“SILVER LIGHT”** are cheaper grades, but are as good as many high-grade oils sold by other concerns.

WE HANDLE ONLY AMERICAN OILS.

The Atlantic Refining Co., Esplanade and Jarvis Streets, **Toronto**

Terrell's Tubular Wood Heaters

... MADE IN THREE SIZES ...

With 24, 27 and 30-Inch Bodies.



These stoves give famous satisfaction—
—are very easy to control and radiate
as much heat as any two ordinary stoves
of their size.

The Tubes just double their heating
power, and the warmth is circulated so
that all parts of the rooms are kept at even
temperature.

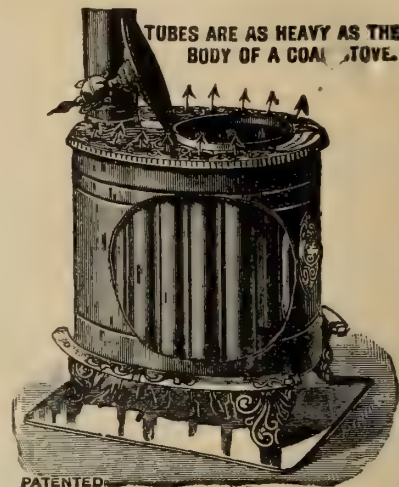
You'll find them first-rate sellers—moderate in price, and splendidly
reliable.

WRITE US FOR ANY DESIRED INFORMATION.

THE GURNEY FOUNDRY CO., Limited

TORONTO. WINNIPEG. VANCOUVER.

THE GURNEY MASSEY CO., Limited, - Montreal.



PATENTED

"THE EMLYN" SAW BENCH

Made in 6 sizes. Best value obtainable. Specially
designed for export. With or without "Emlyn"
Patent Guard. Sole maker—

CHARLES D. PHILLIPS,

Cables—

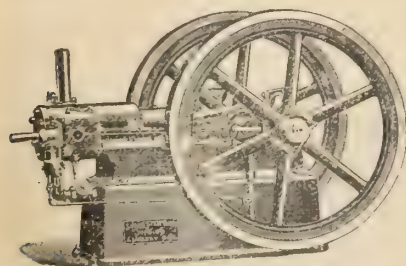
"Machinery," Newport,

Emlyn Engineering Works,

NEWPORT, MON., ENGLAND.

◀ THE ▶

SYLVESTER Gas and Gasoline ENGINES



are, beyond doubt, the most complete and
economical engines on the market. They are compact
and perfectly under control, easily managed, get up
speed immediately, thoroughly reliable, and, where
intermittent power is required, they are just the thing.

They are built in sizes from 1 to 20 horse power, upright
and horizontal, for pleasure yachts, boats, shops, farm
work, and any purpose where light power is required.

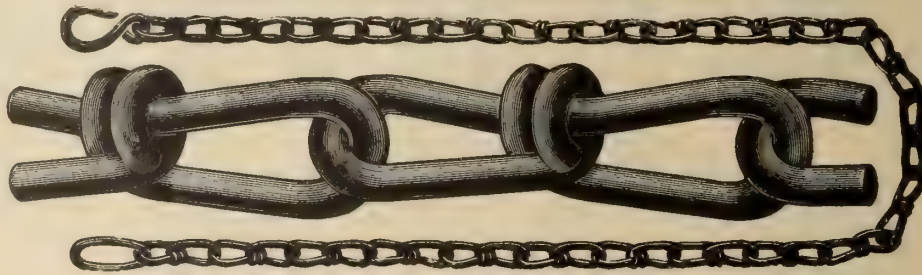
Tell us to what use you want to put the engine and
what power you require, and we will name you prices.

THE SYLVESTER BROS. MFG. CO.,

LINDSAY, ONT.

IMPROVED STEEL WIRE TRACE CHAINS.

Every chain guaranteed. Most profitable and satisfactory chain to handle.



Improved Quality and Cheaper Prices for 1901.

THE B. GREENING WIRE CO., LIMITED

HAMILTON, ONT., AND MONTREAL, QUE.

Dundas Axes

One customer writes: "We have found
your Axes the best we have ever handled."
Another writes: "Duplicate the shipment
made us July 4th." Another says: "We
sell the 'Crown Jewel' at \$1.00 and it
goes every time."

DUNDAS AXE WORKS

Dundas, Ont.

W. L. Haldimand, Jr., Agent, Montreal.

The Robin Hood Powder Company

If you want the best Trap or Game load in
the world, buy "Robin Hood Smokeless,"
in "Robin Hood" Shells. It is quick, safe,
and reliable. Try it for pattern and penetra-
tion from forty to seventy yards against
any powder on the market. We make the
powder, we make the shells, and we load
them. Write for our booklet, "Powder
Facts."

The Robin Hood Powder Company

SWANTON, VT.



IT IS TO YOUR ADVANTAGE AND YOUR INTEREST

to recommend and sell the best lines of paints obtainable for the money, in order to gain and retain a permanent and profitable paint trade. The aim of the manufacturers of

"ISLAND CITY" PAINTS

has been, and always will be, to produce the best selling and most profitable paints that it is possible for any dealer to handle. Our efforts have so far been crowned with success. Our products continue to meet with the approval of the Canadian painter and paint dealer. The following standard lines of our manufacture should always be well represented in your stock :

"ISLAND CITY" PURE WHITE LEAD

Pure decorators' lead.

"ISLAND CITY" PURE WHITE PAINT

is non-poisonous, and two coats cover as much as three coats of pure lead.

"ISLAND CITY" FLOOR PAINT

dries hard in eight hours.

"ISLAND CITY" HOUSE PAINTS

Only the purest and best materials used.

We are also fully prepared to meet your requirements for the best

DRY VERMILIONS.

DRY CHROME YELLOW.

DRY FRENCH GREEN.

DRY CHROME GREEN.

DRY PRUSSIAN BLUE A SPECIALTY.

P. D. DODS & CO.

MONTREAL.

TORONTO.



Well Wheels

JAPANNED

If you will try a sample lot of our make, you will admit they are the best proportioned and cleanest castings ever offered in these goods.

Manufactured by _____

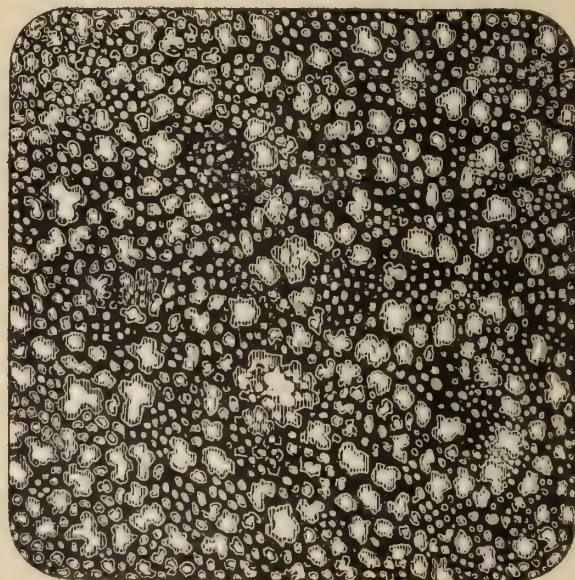
RETURNED

A. R. WOODYATT & CO., GUELPH, CANADA.

SOLD ONLY THROUGH THE WHOLESALE TRADE.

The demand for

Onyx Stove Boards



has steadily increased ever since they were first offered to the trade.

They are attractive in design and are finished in six different colors.

Made of one piece and wood-lined.

All sizes always in stock.

For a cheaper grade we have the embossed wood-lined, and the embossed paper lined.

PRICES ON APPLICATION.

Kemp Manufacturing Co., Toronto, Ont.



VOL. XIII.

MONTREAL AND TORONTO, OCTOBER 26, 1901.

NO. 43.

President,
JOHN BAYNE MACLEAN,
Montreal.

THE MacLEAN PUBLISHING CO.
Limited.

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, North-West Territories, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, P.E. Island and Newfoundland.

OFFICES

MONTREAL - - - - - 232 McGill Street.
Telephone 1255.
TORONTO - - - - - 10 Front Street East.
Telephone 2148.
LONDON, ENG. - - - 109 Fleet Street, E.C.,
W. H. Miln.
MANCHESTER, ENG. - - 18 St Ann Street,
H. S. Ashburner.
WINNIPEG - - - - - Western Canada Block,
J. J. Roberts.
VANCOUVER, B.C. - - - - Flack Block,
J. A. Macdonald.
ST. JOHN, N. B. - - - No. 3 Market Wharf,
J. Hunter White.
NEW YORK - - - - - 176 E. 88th Street.

Subscription, Canada and the United States, \$2.00.
Great Britain and elsewhere 12s.

Published every Saturday.

Cable Address { Adscript, London.
Adscript, Canada.

**WHEN WRITING ADVERTISERS
PLEASE MENTION THAT YOU SAW
THEIR ADVERTISEMENT IN THIS PAPER**

SEEKERS AFTER FREE ADVERTISING

THERE is no well-defined limit to what constitutes "good advertising." While the best advertising for a firm which intends to continue in business for any length of time is the legitimate publications which are read by the people he is trying to reach, there is an infinite variety of schemes and wrinkles which have been found to be productive of grand results.

It is, too, legitimate for any business to use any of these schemes. But they must be used cautiously. The number of fakers who go about offering "a great advertising wrinkle for a mere song," is

so great and the extent of their operations so wide, that it is readily apparent that, unless the advertiser has means of verifying the legitimacy of the advertising offers made him, his wisest course is to steer clear of them. Beware of the stranger who offers much for little in the way of advertising. Watch him closely for he has victimized thousands, and he is constantly devising new plans for his own enrichment. One has no more right to expect something for nothing in advertising than in any other department of business.

Another method, sometimes adopted by advertisers to get results without paying for them, is to send skillfully worded "news items" to the publications interested in their line, expecting free insertions. This week's issue of The Petroleum, Ont., Advertiser, refers as follows to such an instance: "Last week we received a request from a wealthy manufacturing firm, asking us to inform our readers that they had recently improved their plant, and were in a better position to fill orders than ever. They also quietly informed us that it would be of interest to our readers to know it. The same firm cannot find any use for the printer's columns when it has to pay so much per inch, but has nerve enough to ask for, as a free gift, what it won't pay for."

The Advertiser's comment is severe, and yet it is perhaps not unjustly so. No advertiser has a right to get, or reason to expect, free advertising; or, in other words, free insertion of news paragraphs which will be of material advantage to his business and not to other businesses in the same line nor to the public generally, and at the same time refuse to advertise in the ordinary way.

THE SCARCITY OF STRUCTURAL MATERIAL.

BUILDING operations in Canada are being delayed a great deal on account of the difficulty of obtaining structural iron and steel. On the larger buildings a delay of two to four weeks is quite common. And unfortunately there is no prospect of an immediate improvement.

Advices from the United States are practically to the same effect. In Pittsburgh the tonnage of structural material now on the books is larger than at any corresponding time in any former year. One of the structural mills in Pittsburgh has in two weeks taken orders which will keep its plant going steadily for a month, while with this and previous business it has enough orders to keep its plant going for three to four months. In Great Britain the demand for structural material is not as brisk as it is on this side of the Atlantic, but at the same time most of the mills are well employed on this line of goods.

The recent strike in the United States was, no doubt, a contributory cause to the present scarcity in structural material, but there also appears to be some indication that the demand for iron and steel for structural work exceeds the capacity of the existing mills, particularly during the period of such active business operations as has been experienced during the past year. That is a matter, however, that will soon remedy itself.

The Canadian duty on structural material is 35 per cent., so that no matter how favorable may be the conditions in other countries there is not much likelihood of large quantities being imported into this country.

THE STOVE AND FURNACE TRADE.

THI expected has happened. As anticipated by "Hardware and Metal" early in the season, the demand for stoves has been so great this fall that manufacturers are not only behind with their orders, but in some cases have been compelled to actually refuse orders because of their inability to supply the goods.

The cause of this remarkable demand, the extreme activity of building operations, has been manifest in the small towns as well as the large cities, and in practically every section of the Dominion.

The result is not only satisfactory to manufacturers, but to retail dealers, at least those who have been able to get supplies.

But the activity of the demand should not cause retailers, who, under ordinary conditions, would "get after" trade in this line, to relax their energies. It is never wise to depend on business "coming to" one.

A dozen buyers may be thinking of getting a new stove or of putting in a furnace; yet, because they are not approached with sufficient vigor and continuity by the local retailers, may defer buying till another season.

Stoves and furnaces should be pushed. They should be advertised in the local press, shown in the store window, talked of by clerks, even more to day when they are in good demand than would be advisable if trade were dull.

In fact, business being unusually brisk, no dealer should relax his efforts until he has sold every stove he can secure. It is not well to expect too much; but, on the other hand, it is not well to lose any trade by not going after it.

Have you asked every buyer who gets his hardware from you, if he needs a new stove or if he is thinking of installing a furnace? If not, do so. It may surprise you to know how many people are thinking of this matter. Then persuade them to act.

TO BE NOMINATED.

On Wednesday evening a delegation of travellers waited on Mr. W. H. Evans, of The Canada Paint Co., Montreal, and urged him to become one of the candi-

dates for the directorate of The Dominion Commercial Travellers' Association. After some consideration Mr. Evans yielded to their persistent persuasions and will allow himself to be nominated on November 5.

We have not made any attempt to seek out the names of these travellers, but whoever they be they show consummate wisdom in their idea of bringing such men as Mr. Evans prominently to the fore in the organization. The Dominion association now has a membership of over 3,000, and the executive management demands both ability and energy. Mr. Evans has both and is one of the most popular as well as one of the most jovial travellers spinning yarns on the road to-day. The fact that he is in Montreal most of his time, and will be able to devote some attention to the affairs of the association, is another reason why he should be put on the directorate.

HOW AN INJUSTICE IS DONE TO CANADA.

MR. J. G. COLMER, secretary to the High Commissioner in London, has done Canada a good service in calling attention to the erroneous figures that were being circulated by a London firm regarding the imports of Canadian dressed beef into Great Britain.

The actual exports of dressed beef of Canadian production to Great Britain during the fiscal year ending June 30, 1901, were 8,819,213 lb., valued at \$735,737, against 2,518,653 lb., valued at \$293,339 the previous year. According to the figures issued by the London firm, instead of an increase there was an enormous decrease, which the firm, when written to by Mr. Colmer, said had been taken from the British returns.

It turns out that the discrepancy between the Canadian and British figures was due to the old practice which obtains in Great Britain of crediting to the United States the products of Canada which are exported to the Mother Country via United States ports.

It is time the Dominion Government took the matter up and brought strong pressure to bear upon the Imperial authorities to have the present system of tabulating imports so amended as shall

enable the imports of Canadian products to appear in the returns in their proper quantity and at their proper value.

PIG IRON PRODUCTION IN CANADA.

At a meeting of the directors of The Dominion Iron and Steel Company in Montreal on Wednesday, it was announced that the furnaces at Sydney were turning out about 20,000 tons of pig iron per month.

It is worthy of note that this monthly output is about equal to the output of all the furnaces in Canada during the fiscal year 1891, the quantity in the latter year being 20,153 tons.

The Dominion Iron and Steel Company has two furnaces in operation, which our readers will remember is to be increased to four shortly, when the capacity of the plant will be at least 100,000 tons per annum. At present the two furnaces are turning iron out at the rate of 240,000 tons per annum.

The output of the five furnaces which were in operation in Canada last year was 88,441 tons. This year there are already in blast three more furnaces, namely, that at Midland, and the two at Sydney, making eight in all, so that 1901 will certainly see a greatly increased output of pig iron in this country.

ADVANCE IN THE PRICE OF BAR IRON.

Bar iron was advanced 5c. per 100 lb. on Tuesday last and the base price now ranges from \$1.95 to \$2.05, according to quantity.

The advance was not unexpected, for, aside altogether from the firmness of the iron market generally, it must be remembered that the demand has for some months been in excess of the supply. Some of the mills are so far behind with their orders that they are not entertaining new business except for shipment some time hence.

Prices were advanced 5c. per lb. in the United States a couple of weeks ago. The advance across the border has not affected the demand; neither is there any likelihood of the higher price here affecting the home trade.

The price of bar iron in both Canada and the United States is from 35 to 40c. per 100 lb. higher than it was the same time a year ago.

THE UNION OF CANADA AND NEWFOUNDLAND.

Viewed as a Business Proposition.



WHEN in 1869, Newfoundland by the vote of its people refused to come into the Confederation which two years before had given the Dominion of Canada birth, Sir John Macdonald, the then Premier of the young Commonwealth wrote the Governor-General of Canada that "the acquisition of the Island is of little importance to Canada . . . We can wait therefore with patience for the inevitable reaction that must take place in a year or two."

Not only have the two years passed but nearly 30 besides, and still the Island which does sentinel duty at the entrance to Canada's great inland waterway is outside the pale of Confederation.

CANADA NOT AN ARDENT WOOPER.

Because she is a colony separate and distinct from us, it does not follow that no attempt has been made to woo and win her. But the Dominion was never an ardent wooer. There was a desire, born perhaps of a little pride, to give Confederation that completeness which it was the ambition of its fathers to see; but, like Sir John Macdonald, most people considered that "the acquisition of the Island was of little importance to Canada." But while we were ignorant of the importance and the possibilities of Newfoundland, the latter was undoubtedly prejudiced against the Dominion. Among the ignorant portions of her population unscrupulous politicians circulated the rumor that Canada wanted to possess Newfoundland in order that she might use infant Newfoundlanders as

WADS FOR CANNON.

And what is strange, among a good many it found credence. Under such conditions, voluntary union was not possible. And our experience with Nova Scotia had set the seal against a union of any other description.

But the clouds of ignorance and the evils of prejudice are passing away. And those who in both colonies persisted that union was inevitable, even when others declared that Newfoundland had chosen "perpetual celibacy," are not unlikely to see the desire of their hearts and be satisfied.

UNION DESIGNED BY NATURE.

The two countries were never designed by nature to each go down through time

separate political entities. Remembering that Labrador is a part of the political Newfoundland, it is no geographical blunder to say that the Dominion and Newfoundland are now only divided by an invisible boundary line, while as members of the British Empire the two are one.

SENTIMENT AND BUSINESS.

But sentiment is not everything, especially in these days when the spirit of commercialism is becoming a greater force in the world than the desire for national aggrandizement. And while sentiment is a pleasant prospect on which to dwell, and a quality that neither cannot be nor should be eliminated in this matter of union between Canada and Newfoundland, it is just as well that we should consider it from a business standpoint; for it will be from such a standpoint that the success of the union will in future be judged should it ever be consummated.

THE ATTEMPT OF 1895.

When we consider the question of union from a business standpoint we naturally

Canada and Newfoundland. At that time the Island was in severe financial straits. If ever a country appeared to be on the verge of financial ruin it was Newfoundland. On May 16, 1895, the papers, defining upon what condition Newfoundland was willing to confederate with the Dominion, were laid upon the table of the House of Commons.

Briefly, Newfoundland asked Canada to assume its debt of \$15,000,000, which included the railway obligation, and an annual subsidy of \$650,000. Canada, as represented by the administration of Sir Mackenzie Bowell, offered to assume \$10,350,000 of indebtedness and to grant \$6,000 per mile to the railway that was at that time in process of construction across the Island. As this \$6,000 per mile would have meant an expenditure on that account of \$1,692,000, it follows that Canada was willing to assume a charge of \$12,042,000 or a little less than \$3,000,000 below the sum stipulated by Newfoundland. In regard to the annual subsidy there was a difference of \$150,000, the amount the



St. John's, Newfoundland, and its Land-Locked Harbor.

think of a partnership; and in the further process of reasoning one is led to consider what is to be gained by such a partnership. A business transaction is only satisfactory in as far as it results in profit to those party to it.

THE CONDITIONS OF 1895.

It is six years since the last attempt was made to bring about a union between

Canadian Government was willing to give being \$500,000. With Newfoundland in the financial condition it was, it was thought by many that it valued itself at too high a figure. But those who have carefully studied the subject, particularly in the light of to-day, not only realize that the price was not unreasonable but that it was a better figure than we can ever again expect

to have submitted to us in any future negotiations that may be undertaken.

BUNGLED NEGOTIATIONS.

We considered then, and we have had no occasion since to change our mind, that the Bowell Administration never entered into the consideration of question of union with Newfoundland with energy and an ambitious desire to bring it about, while it certainly did not conduct the negotiations in a business-like way. No doubt the serious dissensions that were brewing in the Cabinet, and that shortly after resulted in the famous bolt of its seven members, incapacitated the Government from grappling with the Newfoundland or any other question in a proper manner. But that is only an explanation of, not a justification for, the manner in which the negotiations of 1895 were bungled.

VIEWED FROM A BUSINESS STANDPOINT, the union of Canada and Newfoundland is a consummation devoutly to be desired. Newfoundland is, by no means, the barren country it was up to even a recent period thought to be. And its industrial features are not confined to its fisheries. Its seal and cod fisheries are still, of course, its principal industries, but it is now recognized that its possibilities in such industries as mining, lumbering and pulp making are most promising. The prominence which it has within the last few years gained in regard to its Bell Isle iron ores is, of course, well-known. Not only are these ores practically unlimited in quantity, but they are the most easily and cheaply mined of any iron ores in the world. In fact, it is the very low cost at which they can be laid down that gives Sydney the advantage which it doubtless possesses over Pittsburg and other iron and steel centres on this continent.

NEWFOUNDLAND'S RAILWAY.

The railway, which was not finished when Canada and Newfoundland last entered into negotiations for union, is now in operation across the Island, connecting at Port Aux Basques with an excellent tri-weekly steamship service plying between that point and the railway system of Canada. The railway is now an asset of the Island, the ownership having, through a recent agreement, again reverted to the Government, and with it 3,000,000 acres of land and the ownership of the colonial telegraphs.

NEWFOUNDLAND'S TRADE.

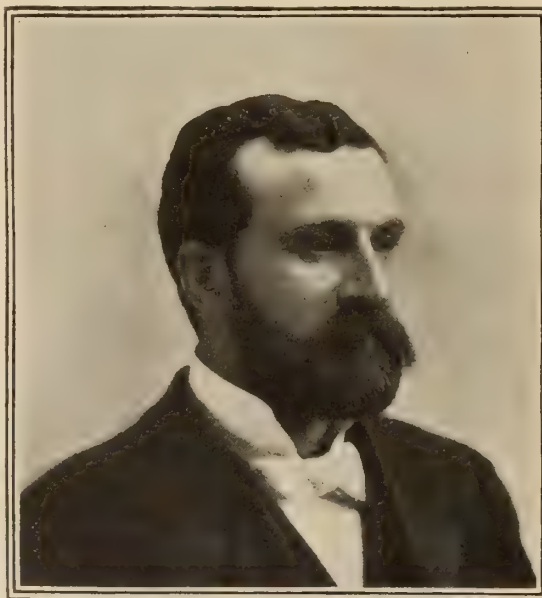
Although the population of Newfoundland is only about 210,000, its aggregate foreign trade last year was \$16,000,000, of which \$8,597,414 were exports and \$7,497,147 imports. The revenue was \$2,050,000.

Taking our own official returns as the basis, less than 2 per cent. of Newfound-

land's aggregate trade was with Canada. Does anyone mean to say that with two countries, one politically and commercially, that this proportion would not soon rapidly increase? Our exports to are a great deal larger than our imports from Newfoundland, being, in 1900, \$2,144,070 and \$660,678 respectively. Our chief exports to Newfoundland during 1899 and 1900 were as follows:

CANADA'S CHIEF EXPORTS TO NEWFOUNDLAND.

	1899.	1900.
Animals	\$92,560	\$98,438
Grain	74,830	89,145
Flour	730,692	820,951
Coal	181,790	249,510
Cordage	11,685	13,685
Drugs, dyes, etc.	19,314	26,002
Fruits	24,298	33,097
Gunpowder, etc.	11,561	10,542
Gutta percha, etc.	18,617	16,616
Sole and upper leather ..	57,203	83,928
Boots and shoes	37,864	20,343
Metals and minerals, and manufactures of	105,322	161,656
Provisions and meats	131,700	140,152



HON. ROBERT BOND,
Premier of Newfoundland.

Salt	9 979	15,537
Tea	17,869	14,753
Tobacco	11,677	14 114
Furniture	23,470	25 523
Woods of various kinds.	27,772	52,309
Wool and manufactures of ...	15,871	15 152

THE DEBT QUESTION.

To take over Newfoundland would mean an increase in our public debt. But so did the taking over of the several Provinces at Confederation. Had Newfoundland entered the Dominion then we would have had to assume its debt. But Newfoundland is certainly more to be desired now than then, and Canada is certainly in a better position to assume the Island's liabilities now than she was then. The little Customs revenue that Canada would lose through Newfoundland's coming into the Confederation would be practically nil. Nearly all the merchandise we import from Newfoundland comes in under the free list. Last year, for example, the dutiable imports were only

\$12,303, on which the duty collected was \$2,740. On the other hand the revenue of Newfoundland, which last year amounted to \$2,000,000, would accrue to Canada.

THE FRENCH SHORE DIFFICULTY.

If one can judge from the interviews and the editorials which have recently appeared in the daily press nine-tenths of the people of this country are in favor of Confederation with Newfoundland, but quite a number only favor this after the French shore difficulty has been settled. This we cannot consider any other than a narrow proposition. While we do not believe that the difficulty will ever result in a resort to arms by the two great powers concerned, as long as it is unsettled there is always the possibilities of such an unfortunate eventuality. Consequently, Canada should be almost as much concerned as Newfoundland herself in the settlement of the question, for the Dominion would possibly suffer just as much from a resort to arms as the Island itself. With the question a Canadian one, it is the general opinion, particularly among journalists in Great Britain, that a solution of it would soon be found. There is therefore nothing for Canada to gain from a policy of drift, and it is short-sighted of us to think otherwise. The French shore difficulty is becoming less and less formidable. The St. John's correspondent of The London Financial Daily News in a recent article said: "For the past 20 years the French have been losing their hold on our western seaboard. The number of their stations have declined very rapidly from almost 100 to less than 20. At the present moment, including both cod and lobster locations, they maintain only 16 stations on the whole 800 miles of coast where they exercise fishing rights."

From the standpoint of practical politics, and from the standpoint of business commonsense, the Confederation of Canada and Newfoundland is to be desired. And it is gratifying to see that the people of both colonies are recognizing that such a consummation would be best for both.

W. L. E.

WILL SELL SCYTHES IN CANADA.

The American Axe & Tool Co., 253 Broadway, New York, wish to advise the hardware trade that their scythes will be on sale in the Canadian market this season as formerly, at the regular prices ruling. Prices are much lower than last year. The company find it necessary to make this announcement, as it is repeatedly stated by interested parties that American scythes cannot be procured by the Canadian trade this season. This company own the "Hubbard Blake" and "Isiah Blood" brands of scythes. Advertisement on page 4.

BUSINESS CHANGES.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

THE creditors of M. D. Claireaux, general merchant, Duclos, Que., meet to-morrow (Saturday).

H. E. Bouliane, general merchant, Les Grandes Bergeronnes, Que., has assigned.

W. F. Wilson, general merchant, Waterford, Ont., has assigned to A. G. Olye.

H. M. Lavoie, general merchant, Bic, Que., has compromised at 55c. on the dollar.

Thomas Fitzgibbon, general merchant, St. John's, Nfld., has assigned to J. V. O'Dea.

G. Potvin, general merchant, St. Gedeon, Que., has compromised at 40c. on the dollar.

The bailiff is in possession of the business of Charles Kendall, bicycle dealer, Vancouver.

J. Maranda & Frere, general merchants, St. Raymond, Que., have assigned to V. E. Paradis.

John W. Hewer, dealer in agricultural implements, Tilsonburg, Ont., has assigned to Jonas A. Graves.

Lacombe & Dufour, general merchants, Chicoutimi, Que., have assigned and a meeting to appoint a curator will be held on October 31.

Weaver & Co., general merchants, Farran's Point, Ont., have assigned to James H. Bredin, Woodlands, Ont. Their creditors meet to-morrow (Saturday).

PARTNERSHIPS FORMED AND DISSOLVED.

Henry Short & Son, dealers in sporting goods, Victoria, have dissolved.

Craig & Stedman, general merchants, Smith's Falls, Ont., have dissolved.

James Brown, hardware dealer, Thamesville, Ont., has admitted Alex. Simms.

Doras & Sabourin have registered partnership as sash and door manufacturers, St. Laurent, Que.

Harrison Bros. have formed partnership to succeed D. W. Harrison, general merchant, Penhold, N.W.T.

Moulton & MacKay, general merchants, Smith's Falls and Westport, Ont., have dissolved. MacKay & Co. continue in Smith's Falls and John H. Moulton in Westport.

SALES MADE AND PENDING.

Ballah & Co., general merchants, Merlin, Ont., are selling out.

The assets of G. Gardner, tinsmith, Halifax South, are to be sold.

John Veitch, harness dealer, Clarksburg, Ont., is advertising his business for sale.

The assets of Ben. Bowring, general merchant, Sydney, N.S., have been sold.

The assets of Mrs. H. Dubois, general merchant, St. Didace, Que., have been sold.

The assets of M. Derbyshire, general merchant, Smith's Falls, Ont., are to be sold.

Thomas McLennan, blacksmith, Belmont, Man., is advertising his business for sale.

Angus McLean, blacksmith and dealer in agricultural implements, Douglas, Man., is advertising his business for sale.

Success Comes Soon

to the man who takes hold of S.-W. P. and uses our business methods.

Agencies established last April have immediately begun to realize the value of their connection with us.

Ninety per cent. of them, on a conservative estimate, have done a larger business with us in the last seven or eight months than in any previous twelve months of their business experience.

And some of them have sold more paint in that time than in all other years added together.

These two letters tell the same story we are hearing from many others :

THE SHERWIN-WILLIAMS CO.,

RICHFIELD, UTAH, July 25, 1901.

GENTLEMEN :—We have been handling paint for five years, but in the last year, since we began carrying your goods, we have sold as much S.-W. P. as we had sold of other paints in the previous five years.

We never carried anything in stock which gave such universal satisfaction.

Very truly yours,

LEWIS & METEER.

THE SHERWIN-WILLIAMS CO.,

FENNVILLE, MICH., Aug. 3, 1901.

GENTLEMEN :—This has been a strong lead and oil town for several years, with practically no mixed paint trade except in small packages for inside use. I put in S.-W. P. last spring and *have sold every good job in sight*, thanks to the able manner of The S.-W. Co. in seconding my efforts.

I am well pleased with S.-W. P. and S.-W. P. people, and think their method of pushing paint a winner.

Yours sincerely,

R. S. RILEY & CO.



THE SHERWIN-WILLIAMS CO.

PAINT AND VARNISH MAKERS.

CHICAGO.
NEW YORK.

NEWARK.
MONTREAL.

CLEVELAND.
BOSTON.
TORONTO.

SAN FRANCISCO.
KANSAS CITY.



A. R. Hopper, dealer in agricultural implements, Alameda and Arcola, Man., is advertising his Arcola branch for sale.

CHANGES.

John Hall, general merchant, Dashwood, Ont., has sold out to J. J. Merner.

F. X. St. Jean, general merchant, St. Barnabe, Que., has removed to Montreal.

R. B. Powell, grocer, Spadina avenue, Toronto, has been succeeded by Northgrave Bros.

John Sutton, general merchant, Edgar Mills, Ont., has sold out to Mrs. John Highland.

Malcom Webster, general merchant, Bickford, Ont., has been succeeded by Wm. Bradshaw.

Wm. Redmond, general merchant, River John, N.S., has been succeeded by Geo. A. Redmond.

J. E. Dowdle, general merchant, Proton Station, Ont., has sold out to W. Hockley.

C. A. McCall, general merchant, Starbuck, Man., has been succeeded by A. Hammill.

McCall Bros., general merchants, Victoria, Ont., have been succeeded by J. H. McCall.

Norsworthy & McGugan, general merchants, Melbourne, Ont., have been succeeded by Williams Bros.

Brigham & James, general merchants, Red Jacket, N.W.T., have sold out to S. B. Anderson.

J. McBrien, tinware dealer, Bowmanville, Ont., has retired from business.

Robert Muir, blacksmith, Morden, Man., has been succeeded by A. Ferguson.

L. A. Boussey, harness dealer, Leamington, Ont., has sold out to E. E. Cave.

Wm. S. Young, hardware dealer, Selkirk West, Man., is selling out to J. T. Black.

Lilly & Carter, general merchants, Dauphin, Man., are opening a branch at Ochre, Man.

Jacobson & Cohen Bros., general merchants, Kentville, N.S., have opened a branch at Annapolis.

FIRES.

John T. Mooney, blacksmith, London, Ont., has suffered loss by fire.

DEATHS.

A. B. Grandmaison, general merchant, Laurentide, Que., is dead.

A GEOGRAPHICAL ERROR.

The New York Commercial says : "Sir Christopher Furness, H. M. Whitney, president of the Dominion Iron and Steel Co., and James Ross, president of the Dominion Coal Co., have started for Sidney, Australia, to inspect the great steel works there."

What will the Sydney, Cape Breton, people think of the New York geographers? —Telegraph, St. John, N.B.

TRADE IN COUNTRIES OTHER THAN OUR OWN.

LABOR IN THE TURPENTINE INDUSTRY.

ONE of the greatest obstacles in the way of a profitable and orderly conduct of the turpentine industry is the unsatisfactory labor situation in the South. The organization of the operators, aided by the factors, can do much toward mitigating, if not abolishing, the evils of overproduction; but can it grapple with and solve the labor problem? This is an important question.

The turpentine operator has experienced great difficulties in providing himself with competent labor during the past year or more. There is only one class of labor for the turpentine farm—the negro. When labor is scarce and wages are high, the negro is independent and very difficult to control. It has so happened that there has been a very heavy demand for this class of labor from several sources. Farmers were offering better wages than usual, mills and phosphate mines were seeking labor and turpentine operators branched out on a larger scale than usual. With so many people bidding for his labor, the negro was master of the situation, with the usual result. The labor system was demoralized and everybody suffered. The Operators' Association has set itself the task of remedying this by establishing a standard scale of wages and by cooperation among the operators. There is not likely to be the same demand for labor in the naval stores industry in future. The reduction in the crop and the discontinuance of working old boxes will, in itself, reduce the demand and make the labor easier to procure on reasonable terms.

While the operators are earnest in their effort to improve the labor status, no harsh means is to be employed. In a discussion at the recent Jacksonville meeting, it was proposed that operators require turpentine hands to make yearly contracts before employing them, and that operators require an applying for work to show a receipt from the last employer, stating that all obligations had been met. A considerable minority of those present was in favor of such measures, but the greater part considered them inadvisable. Another proposal on the same line, that was suggested but did not meet with favor, was for operators to send a description to the secretary of the association of any employee who had quit service in debt, such notice to be sent to the various members of the association. If any member of the association had given such delinquent employee work, then he was expected to aid in collecting the indebtedness in the interest of his brother member.

The association having undertaken important work in the matters of curtailing the next crop and establishing a schedule of wages, it was decided that individual operators should deal with other conditions as best they may, the association having gone far enough in this domain for the present in establishing uniform rates of wages. Oil and Drug Review.

PIG IRON IN GREAT BRITAIN.

Pig iron continues in fair demand. Prices are maintained generally, and in cases where there has been any

quotable movement, it has been in the upward direction. Buyers are coming more freely into the market, and business shows a corresponding expansion, although the belief is still entertained to some extent that the future course of the market is uncertain, and that some advantage may be gained by an opportunist policy. As a result, there is little disposition to enter into large future contracts except at concessions on current rates, which makers will not allow, in view of the present low prices and the increasing cost of materials. The drop in quotations since the boom, is sufficiently indicated by the figures of the quarterly ascertainment of the price of No. 3 Cleveland, which show that the realized price for the three months ended September, is 45s. 9d. per ton, as compared with 69s. 6½d. reported a year ago—a falling off of 23s. 7½d., or about 33 per cent. Hematite is steady at late rates.

The following is a statement of the stocks of pig iron in public stores:—

	Tons.
Connal's at Glasgow	58,230
Connal's at Middlesbrough	130,300
Railway stores, Middlesbrough	4,400
Connal's at Middlesbrough, hematite ...	2,305
Cumberland and Barrow stores	14,220

In Middlesbrough stocks have been reduced during the week ended October 5, by 2,376 tons, and the Barrow and Glasgow figures show a decrease of 573 and 56 tons respectively. So far this year the stocks in Middlesbrough have increased about 78,800 tons, including 1,750 tons of hematite, while at Glasgow and Barrow there have been decreases of 13,021 and 8,385 tons respectively. On the week the total decrease of stocks throughout the country is 3,000 tons; on the year the increase is 57,400 tons.—Iron and Coal Trades' Review, October 11.

MANUFACTURED IRON AND STEEL IN ENGLAND.

In the finished branches of the trade there is no lack of work, and the number of orders on the books of makers enable them to keep up prices despite foreign competition, which, in view of the weak home demand on the Continent, continues keen. Some works are reported to have contracts booked which will keep them busy till the end of the year, and a few orders have been arranged as far as March next, although these are subject to any alteration in prices. During the past week makers' quotations have undergone little change. In South Staffordshire marked bars are selling readily at £8 10s., and the basis price of common iron has been put up to £7. The

IVER JOHNSON



SINGLE GUNS

The Standard by which others are judged.

New York Office—
99 Chambers Street.

Boston Office—
165 Washington Street.

Worcester Office—
364 Main Street.

IVER JOHNSON'S ARMS & CYCLE WORKS

FITCHBURG, MASS.



E. B. SALYERDS

Manufacturer of

Hockey Sticks

PRESTON,

Ontario, - Canada.

The Best Stick.

Made of Rock Elm.

Wholesale Trade Only Supplied

Ask your Wholesale House for the Preston make of Stick.

Write for Prices.

H. S. HOWLAND, SONS & CO.

WHOLESALE
ONLY

37-39 Front Street West, **Toronto.**

ONLY
WHOLESALE

BLANK CARTRIDGES.



SHOT CARTRIDGES



RIM FIRE CARTRIDGES.

CENTRAL FIRE CARTRIDGES.



CENTRAL FIRE MILITARY CARTRIDGES.



"SMOKELESS" CARTRIDGES.



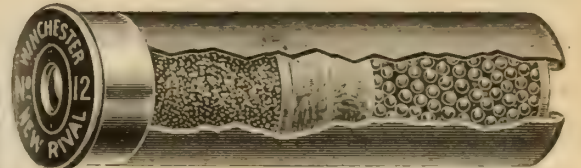
EMPTY PAPER SHELLS.



PRIMERS AND CAPS.



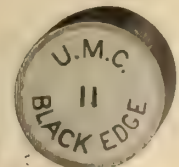
LOADED SHELLS.



WADS.



WADS.



Write us for prices on Guns and Rifles. Our stock is complete.

H. S. HOWLAND, SONS & CO., Toronto.

WE SHIP
PROMPTLY

Graham Wire and Cut Nails are the Best.

Factory: Dufferin Street, Toronto.

OUR PRICES
ARE RIGHT

steel trade is active, especially in Barrow, where the rail mills are maintaining a large output. Shipbuilding material continues in good request in the North of England, but on the Clyde the demand is not so heavy. Iron and Coal Trades' Review.

THE UNITED STATES TACK TRADE.

Manufacturers of tacks throughout the country complain of scarcity of steel plate and a very considerable advance in price. This will undoubtedly necessitate a considerable advance in the cost of tacks, which are reported, however, to have been exceedingly low when compared with other products of iron and steel. Iron and Steel.

LARGE SALES OF PIG IRON.

All the week's developments and all indications for the immediate future are on the side of strength and sustained demand in iron and steel. There are those who are looking for shadows of coming events and finding some things on which to base prophecies of future declines, but their calculations are theoretical and reach some distance into the new year. Large place is given in such forecasts to the happening of the unexpected. The past week has shown that large buying has its intervals of less activity and that conditions are not uniform week by week in all markets. In pig iron the leading interest in the trade has been in the market again, taking from 40,000 to 50,000 tons of Bessemer iron for delivery in November, at \$15.25 at Valley furnace. This disposes of all the Bessemer iron the associated merchant furnaces can produce before December 1, and gives a firmer market for Bessemer pig iron than has existed for some time. Iron Trade Review, October 17.

NEW YORK METAL MARKET.

TIN—Although the early cable from London showed that that market had recovered all but 10s. of yesterday's decline the undertone here was easy as a result of the absence of speculative interest and the very light run of orders from the country. In fact, the market was off 10 to 20 points, closing dull at 24.80c. bid and 24.90c. asked for spot and October, 24.55c. bid and 24.75c. asked for November, 24.30c. bid and 24.75c. asked for December. There were no buyers of more distant futures, the asking prices being 24c. for January-February, 23.90c. for March, and 23.80c. for April. In London the discount on futures has increased to £7 2s. 6d. The Singapore quotation dropped 10s., to £107 5s. c.i.f. London. The Menominee has arrived here from London with 165 tons, and the Minnesota has landed 15 tons at Philadelphia, increasing the total arrivals at Atlantic ports from October 1 to date to 1,785 tons.

COPPER—The London market continues to follow an erratic course with the general tendency of prices downward, the end of each day finding the quotation below that of the previous close no matter what fluctuation there may have been in the interim. This morning the feeling was reported to be weak in the English market, and at noon prices showed a decline of £1 as compared with last night's quotations. After noon there was a recovery, the market recovering all but 5s. of the morning's loss. In the New York market conditions have not changed. The principal selling interests maintain quotations on the basis of 17c. for spot Lake and 16½c. for futures, but buyers seem to have little confidence in the situation and purchase accordingly. The quoted range of electrolytic is still

16½ @ 16½c., and on casting, 15 @ 16½c., according to brand.

PIG LEAD—The demand continues moderate and is supplied at prices based on 4.37½c. for lots of 50 tons or over. The St. Louis market was reported quiet at 4.25c. for soft Missouri and 4.27½c. for chemical hard. Part of yesterday's advance in London was lost to-day, the close being 1s. 3d. under that of 13th night.

SPELTER—There is not much doing here and prices are unchanged at 4.20 @ 4.25c. In St. Louis 200 tons sold to-day at 4.11c., and that market closed firm. A further decline of 2s. 6d. was cabled from London.

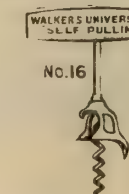
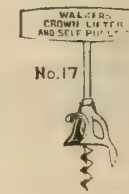
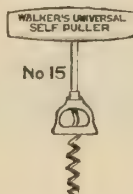
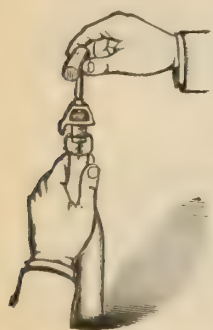
REGULUS ANTIMONY—There is a fair amount of business being done on jobbing orders, and the market remains steady at 10½c. for Cookson's; 8½ to 8¾c. for Hallett's, and 8½ to 8¾c. for other brands.

OLD METALS—Prices are maintained under a moderate demand.

IRON AND STEEL—The pig iron trade is on a very healthy basis. Speculative interest seems to be wholly lacking, but the demands of consumption are sufficient to absorb the production and keep prices for prompt and early delivery firm. Some of the larger consumers are inquiring for supplies to be delivered over the first quarter of 1901, but as yet there is little actual business for next year's delivery reported, as buyers seem to expect concessions which holders are not ready to make. Activity in all branches of finished products continues, but the production is increasing and the mills are beginning to catch up on deliveries. The market throughout has a very firm tone.

TINPLATE—We hear of nothing new in this department. Business is of fair proportions and prices are unchanged.

See! You Don't
Have to Pull.
A Child Can Do It.



Walker's Self-Pulling Cork Screws

Made of Crucible Steel, Nickel Plated, Polished Apple Wood Handles.

EVERY ONE TESTED AND GUARANTEED. Several imitations on the market, but none as good.

Mfrd. only by **ERIE SPECIALTY CO., Erie, Pa., U.S.A.**

CATALOGUE NO. 4

Illustrates six up-to-date patterns



ALL GENUINE **WM. H. ROGERS**

Silver-Plated Spoons, Forks and Knives

has attached fac-simile on TOP OF BOX.

If you cannot purchase our brand of Flatware from your jobber, write for Catalogue and particulars of discount and terms to

THE G. WEETON MFG. CO.,

Confederation Life Building, Toronto
Canadian Selling Agents,

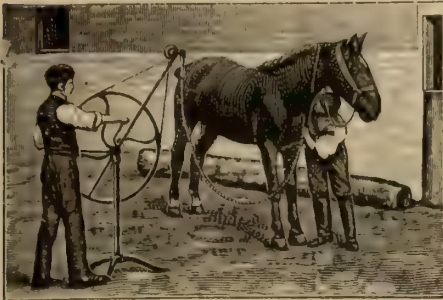
BURMAN & SONS' CELEBRATED CLIPPERS

Established 1871.

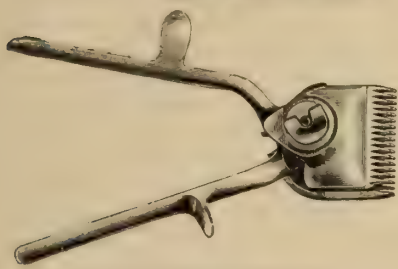
BIRMINGHAM, ENG.

for Horsemen
and Barbers.

NO. 297.



NO. 3—POWER CLIPPER, with "Wrist Joint."

As supplied to
(The Czar of Russia,
The King of Denmark,
Earl Roberts, Etc., Etc.)

THE "LEOPOLD" TOILET.

THE "WARWICK"
CLIPPER.
Cuts over three teeth.As supplied to
His Majesty's
War Department.

SEND FOR PRICE LIST AND TERMS.

To be obtained from all the principal Jobbers throughout
the Dominion.

BUTLER'S

FAMOUS

Sheffield Cutlery.

Fish and Dessert Knives; Spoons and Forks;
Cabinets and Cases of Cutlery and Plate.

“BUTLER” was registered as a
Trade Mark, A.D. 1768.

Sole Makers of the celebrated
“KEEN” Razors, “CAVENDISH”
brand of Table Knives and Carvers.

HIGHEST AWARDS.

SPECIAL MENTION.

—Full Line of Samples and stock at—

GEORGE BUTLER & CO.'S

LONDON SHOWROOM: 62 HOLBORN VIADUCT, E.C.
(Over Snow Hill Station.)

MANUFACTORY:

Trinity Works, SHEFFIELD, ENG.

ESTABLISHED 1860

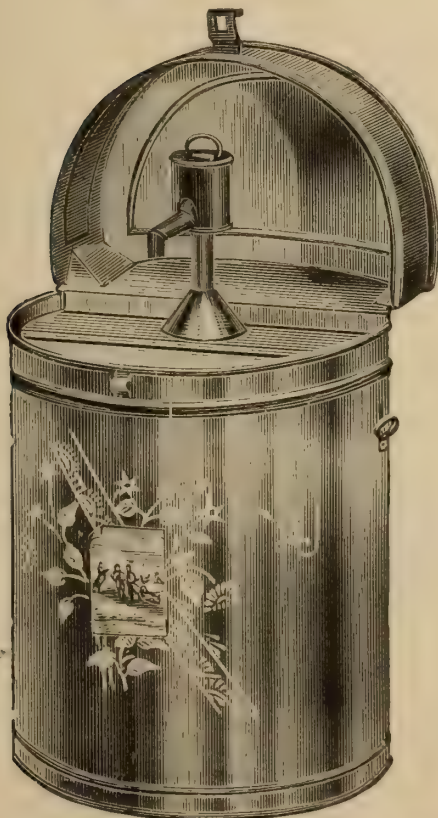
INCORPORATED 1895

OIL TANKS AND CANS.

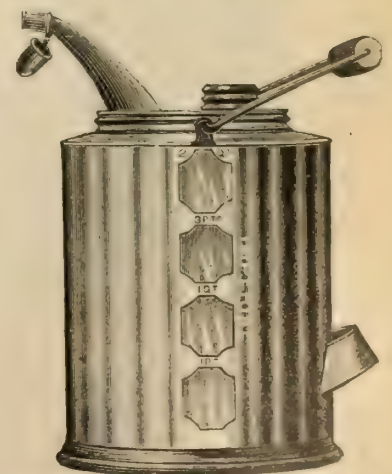
: : ALSO : :

Tin Oil Cans.
Galvanized Oil Cans.
And all sizes and styles of
Varnish Cans, Etc.

We will be pleased to quote
you prices on application.



“Queen” Oil Tanks with pumps. Made in 25,
50 and 100 gallon.



“Queen” Oil Cans. Glass enclosed in
tin, measuring gauge showing contents
of Can at all times, no leaking. Made
1/2 and 1 gal. Sizes Imperial measure
only.

THE THOS. DAVIDSON MFG. CO.,
MONTREAL, QUE. Limited.

SIR THOMAS G. SHAUGHNESSY.

AMONG the gentlemen who were elevated to the Knighthood during the recent visit of the Duke and Duchess of Cornwall and York to Canada none were more satisfactory to the people of this country than that of Sir Thomas G. Shaughnessy. His position as President of The Canadian Pacific Railway brought him into line as a fit subject for such honors. But the satisfaction with which his elevation was received was not merely born of the fact that the head of a great railway system had been selected for the recipient of Royal favor: it was born of the fact

system which is, perhaps, the best managed on this continent, and to the efficiency of which he has contributed a remarkable energy, prescience and administrative ability."

Sir Thomas Shaughnessy is a native of Milwaukee, Wis., being born there on October 6, 1853. His career as a railway man began in 1869, when he entered the purchasing department of the Chicago, Milwaukee and St. Paul Railway, subsequently becoming general storekeeper of the line, a position he held when Mr. (now Sir) Wm. Van Horne, left the company to assume the presi-



Sir Thomas G. Shaughnessy, President of the C.P.R.

that a man of striking personality, large executive ability, and practical business acumen had been thus honored.

Sir Thomas G. Shaughnessy was not born with a silver spoon in his mouth, unless the native talents which came with his birth and which he has so assiduously developed during the 48 years he has been in the world, can by any stretch of the imagination be so termed.

"It was felt," said The Montreal Witness, when referring to Sir Thomas Shaughnessy on the occasion of his Knighthood, "that he has been paid a fitting compliment as the head of a great

dency of the C.P.R. In 1882 he became general purchasing agent of the C.P.R., having been selected for the position by Sir Wm. Van Horne. Two years later he became assistant to the general manager, and then in succession assistant general manager, assistant president, a director and vice-president, and finally in June, 1899, president.

Besides being President of the C.P.R., Sir Thomas Shaughnessy is a director of the Duluth, South Shore and Atlantic Railway, of The Accident Insurance Company of North America, of The North-West Land Company; vice-president of

The Toronto, Hamilton & Buffalo Railway and of The B. C. Southern Railway, and president of The Montreal & Western Railway.

PURE WHITE LEAD.

Editor "Hardware and Metal."—We have read the article entitled "Adulterants in White Lead" in your valuable paper of October 19, and wish to point out to you that the way this article has been written will be apt to create the impression among the buyers and users of white lead that "Pure" white lead when branded as such could not really be relied upon as being pure, unless it had the label of the association of which Mr. Hyde is secretary.

We take strong exception to this article, as although we have no particular fault to find with the manufacturers who care to use this label (as it is supposed to be an extra guarantee of its purity), we do object to the impression this article gives that other brands of pure white lead, which do not have this label on, are not pure. We have never used this label as we do not consider it necessary—the fact of the Government demanding that white lead must be pure if it is labeled as such, and also for the fact that our company's name on our labels is a sufficient guarantee of purity, without having this extra little label attached, which a manufacturer can use just as easily if he so wishes, whether his lead is pure or is not pure. There are several other good reputable manufacturers of white lead who do not use this label, and we wish to make it known that white leads marked "Pure" can be relied upon just as much for their purity as if they carried this label which Mr. Hyde refers to.

Hoping you will be good enough to give this letter the prominence that it deserves to overcome the impression that your article entitled, "Adulterants in White Lead" would be apt to give, and thanking you in anticipation, we remain,

THE SHERWIN-WILLIAMS CO.,

Per E. C. Ballantyne,

Manager Canadian Division.

Montreal, October 21, 1901.

REGISTERS AND VENTILATORS ARE DEARER.

The market for registers and ventilators is in an improved condition, and some of the manufacturers, at least, are announcing higher base discounts, 60 and 10 per cent. being a figure named by leading makers. Others, however, are naming lower discounts, and the market is thus not entirely even. The prices which have ruled on this line for some time are referred to by the manufacturers as unprofitably low, and with the good demand which prevails they are endeavoring to realize more substantial profits.—Iron Age.

"DO IT NOW'S" FOR THE RETAILER

THAT short phrase can be of more importance in the saving of money and trouble in the career of the ordinary business man than the one, "Do It Now?" Is there any merchant who, as he reads this phrase, can not recall to his memory numerous incidents that occurred where money could have been saved if he had taken the prompt action implied in our subject. I think not. Therefore, it is not out of place for me to give a few suggestions where prompt action could be used to advantage, so that those who read may learn.

If your stock of a certain article is running low and you think it time to order more, don't wait until the last package has been sold and another customer in the store for the same article that must be dismissed with the phrase "Just out." Don't delay until such time, I say, but send your order and "Do It Now."

Some line of goods you purchased may not meet with the approval of your customers, and therefore it remains upon your shelves. You think it time it should be placed upon the bargain table to be turned into ready cash. Don't put off this necessary action until the goods become unsaleable—turn your thoughts into actions and "Do It Now."

When you receive a telephone order don't proceed to wait on the other customers before entering the 'phone order, but "Do It Now."

If your window display has been greeting the eye of the public for the past three months or more, and you think a change would do it good, don't delay; follow up your thoughts and "Do It Now."

When a customer in haste gives you an order at the door, don't trust to your memory to remind you of that order at your leisure, but make a memo of it, and "Do It Now."

If a shipment of goods arrives, don't leave the checking of weights and numbers of parcels until to-morrow, but "Do It Now." Short weights and breakages must have immediate attention if allowances are desired.

If you advertise in the daily newspaper to obtain best results, change your advertisement every day. Don't let the same copy appear from day to day until several weeks are past. Consider the possibilities of extra business from changing an advertisement and "Do It Now."

If a draft from your wholesaler is presented, don't think it nerve on his part, asking for your acceptance; but if you can possibly fulfil the requirements of the draft, accept it, and "Do It Now."

If a note soon falls due for which you haven't sufficient funds on hand at pre-

sent to meet its requirements, don't delay making preparations to fulfil your obligations. Make a start to collect some of the outstanding accounts, and "Do It Now."

If your delivery system fails to get customers' goods to their homes at the promised time, which causes customers to complain, don't wait until your complaining customers are dealing at the place across the way before making the necessary change, but "Do It Now."

Don't let unscrupulous travellers, by holding out tempting offers, persuade you to overload yourself with slow selling merchandise. The chief evil arising from overstocking, financial embarrassment, may, perchance, overtake you. Make up your mind once and for all that you will only buy in quantities to suit your trade, and "Do It Now."

To make a success of your business don't know too many of your neighbors' business methods; for, in condemning these to your customers, you but give your neighbor a free advertisement. Make up your mind to know only your own business, and "Do It Now."

CHANGING FROM CREDIT TO CASH.

The following reasons are given by Business as the basis of a letter that might be sent out by a merchant who has decided to adopt the cash system:

January 1 will see an important change at our store.

This is what the change will be:

On and after that date we shall pay spot cash for everything we buy.

Everybody who buys anything from us will be obliged to pay us spot cash for it.

These words "everybody" and "everything" mean exactly what they say—there will be no exceptions made.

These are the reasons why:

If we sell on credit, we must buy on credit.

If we buy on credit, we must lose the discounts cash buyers get.

That means that we must sell the goods for a trifle more than we ought to.

If we buy and sell on credit, it calls for a large amount of expensive book-keeping.

That means that we must sell our goods for another trifle more than we ought to.

If we sell on credit, we are sure to lose a certain amount a year on bad debts.

That means that we must sell our goods for still another trifle more than we ought to.

Under a credit system, we can't snap up the special bargain lots that are always on the market.

We can't buy the sacrifice stock of the man who must have money.

We can't buy closely and turn our stock quickly.

We must buy regular lines of regular goods at regular seasons.

All these things will be different now—in our store.

The change for the better will be immediately seen on every counter, every shelf and every price-tag.

We shall carry more goods, fresher goods, better goods, more stylish goods.

We shall have a lot of money, and we shall divide the saving with you—with the lion's share for you.

PORTLAND CEMENTS

Best German, Belgian and English Brands.

Fire Bricks, Fire Clay,
Flue Linings,
Drain Pipes,
Calcined Plaster,
Granite Hard Wall Plaster,
Wheelbarrows,
Mortar Stains.

A full stock of Builders' and Contractors' Supplies. Write for Quotations.

W. McNally & Co.,
MONTREAL.

UNDER THE WINDING-UP ACT.

In the matter of

THE SUNLIGHT GAS CO.

Limited,
MONTREAL
In Liquidation.

Tenders will be received by the undersigned Liquidator at his office up to noon on Wednesday, November 13, 1901, for the following assets:

Stock in Trade, consisting of Gas Generators, Galvanized Iron, Steel, Pipe, Castings, etc., amounting as per inventory to.....		\$4,902 14
Plant and Machinery	2,706 45	
Furniture and Fixtures.....	418 10	
		\$8,026 69

Also for the Patent Rights acquired by the above Company.

A large number of Gas Machines manufactured by this Company are in successful operation, and to a practical man this is a first-class opportunity for starting a promising business.

Terms CASH. The highest or any tender not necessarily accepted.

Tenders to be endorsed "Tenders for Sunlight Gas Company Assets."

John McD. Hains,
Liquidator.

Fraser Buildings,
43 St. Sacramento,
Montreal, October 19, 1901.

TRAVELLERS WANTED.

WANTED—First-class experienced travellers for wholesale hardware house. State experience and qualifications. Address, Box 533, London, Ont. (43)

FOR SALE CHEAP.

A LOT OF REALLY GOOD SECOND-HAND Tinsmiths' Tools, including 1 Peck Stow parallel curve cutter, 1 Peck Stow bottom cutter and edge turner combined. Inquire W. G. BINGHAM, Orillia, Ont. (43)

R. BAILEY & SON

MANUFACTURERS OF

STOVE LININGS for Ranges and Ovens.

All kinds of Fire Brick and Fire Clay Work,
Paving Tile, etc.

Wholesale Only. Write for particulars.

1220 Yonge Street, **TORONTO.**

COST PRICE, EXPENSE, PROFIT.

By ERNST TROY.

THESE are the main items that enter into every commercial calculation. Without accurate knowledge of the amount of each of the first two items, the third, and the most important, will always be an unknown and uncertain quantity.

The failure of many merchants and manufacturers, especially of the latter, is traceable to the fact, that they operate without a thorough and comprehensive method or system for ascertaining the cost price of their product and the relative percentage of expense incidental to conducting their business. As a consequence they either undervalue their goods, i.e., sell them too low, thereby incurring direct loss, because they realize insufficient, if any profit; or they place too high a value on their goods, resulting in loss of sales. Both errors will lead to decline of business and failure.

Those who have had experience in building, sometimes find, when the contractors' bids are opened, that the figures vary from 25 to 50 per cent., although they are all based upon the same plans and specifications and in face of the fact that the markets for the raw material and labor are open to all contractors alike. How then is this large difference between the bids to be accounted for? Very simply. Some of the contractors had not learned how to accurately arrive at the cost of the work required to be done. As the contract is usually awarded to the lowest bidder, it frequently happens that, after settling up, he finds that he has lost money on his job in place of the profit which he fancied would be left for him. On the other hand, the bidder who "overshoots the mark," by bidding too high is left out in the cold by his competitors.

Business men often make precisely the same mistake. A young mechanic, who has been employed in some kind of manufacturing business and thoroughly understands how to make a certain article of manufacture, connects himself with a good salesman in the same line of business. The former feels competent, and is, in fact, entirely capable of making the goods; the latter feels certain that he can sell the product. The young firm starts under, what seem to them, very favorable auspices, but neither of the partners has had any experience as a business manager or accountant. The practical man, the manufacturer, figures the cost of the goods and probably includes all items of material used and the amount paid for labor, believing that he has thus arrived at the cost price. Both partners then add to the total what would satisfy them for profit,

but, as neither of them has ever had charge of the cash drawer of a manufacturing or business establishment and, not knowing how many items of different kinds and nature are daily paid out, which are as much a part of the cost of the manufactured product as the raw material and price paid for labor, these items are ignored in their calculation. They go along in business and think they are making money until the first inventory is taken, when, to their amazement, they find that they have made little gain or that they have actually lost money. Not knowing how to account for this state of affairs, they imagine all sorts of causes—sometimes suspecting employees of dishonesty, when the true reason is, they did not know the cost of their goods and therefore imagined they were earning a profit.

An investigation follows which reveals the true cause of the trouble. To wit: The supposed profit was based upon an erroneous cost. The question then arises, What is the remedy? The answer—find the way to ascertain the correct cost of your goods, the percentage of expense connected therewith, and be sure you have these two items summed up right before you add the profit you wish to realize. What a reasonable percentage of profit for a successful operation of the business should be, will depend upon the nature of the business, the stability of the goods, and the competition to be met. No criterion can be set for such a percentage. What would be considered a liberal profit in one line of business would be entirely inadequate in another, but no profit can be safely calculated without positive knowledge regarding the cost price of the goods.

It is not within the scope of this article to furnish a formula for the purpose of ascertaining the cost. Each line of business will require a different method and system according to the character and nature of the respective business.

It is only intended to point out the necessity of the introduction at the beginning of business of a thorough and complete system for the proper calculation of the cost price. An expert accountant familiar with the line of business can construct such a system and it would be advisable for young beginners to adopt the system in use by some successful house in their line, with such modifications as their own business will suggest.

The cost price should include:

The raw material, freight, travelling expenses of buyer, labor, rent of factory premises, insurance on plant, power, light, heat and packing expenses; depreciation of machinery, tools and patterns. In short, every item and outlay which

pertains to the factory and is properly a factory charge which no manufacturer can escape or avoid to complete the manufactured article ready for delivery to the purchaser—these items are ascertainable by quantity, weight, measure, time average or percentage.

Expense should be divided into two parts:

(a) Store expense:

This account should include all items of expense which do not add anything to the value of the product but necessarily arise from and are incidental to conducting the business, such as store or office rent, insurance of manufactured stock, taxes, bookkeepers, postage, stationery, credit department expense, etc.

(b) Selling expense:

Composed of salesmen's salaries, commissions, travelling expenses, and advertising.

When the relative percentage of expense to the amount of goods manufactured has been ascertained and due allowance has been made for the same and for discounts allowed to customers and probable losses on bad debts, the business man is in proper position to fix the percentage of profit to be added to his goods in order to realize satisfactory results.

To sum up:

First. Find the correct cost price.

Second. Ascertain percentage of expense to be covered.

Third. Make due provision for loss and shrinkage.

Fourth. Make all the profit you can legitimately secure.—Endorsed and adopted for circulation by the Business Literature Committee of the National Association of Credit men.—The Bookkeeper.

GREAT CHANGES AT PORT HOPE.

The new file company have recently received three carloads of the most modern machinery, all of which will be put in position as soon as the buildings are ready to receive the same. To provide the necessary power, new water wheels and a large steam engine are to be installed, and when the contemplated changes have been completed, Port Hope can boast of having one of the best equipped file manufactories on this continent, which will enable the new company to produce goods equal in every respect to the well-known Nicholson brand of files, and they expect to secure the trade which has been sent out of the country for so many years past, as well as the large amount of business done by their predecessors.

Mr. Chas. E. Watts is the general manager, and has had a great many years' experience in some of the largest manufactories in the United States, and will be a great acquisition in superintending the affairs of this company.

Mr. Walter Grose, of Montreal, is selling agent and solicits a continuance of the business received during the past 14 years from his many customers throughout the Dominion.

MANITOBA MARKETS.

WINNIPEG, October 21, 1901.

THE very fine weather of the past week has tended to improve business, more particularly in the line of building hardware, as all buildings are being pushed with the greatest possible speed. No change in prices is reported for the week.

In paints, oils and glass, the market has also improved with the continued fine weather. Prices are steady and without change. New linseed oil is not yet on the market, as the threshing out of the flax crop has been seriously delayed by the weather.

Quotations for the week are as follows:

Barbed wire, 100 lb.	\$3 45
Plain twist	3 45
Staples	3 95
Oiled annealed wire	10 3 95
"	11 4 00
"	12 4 05
"	13 4 20
"	14 4 35
"	15 4 45
Wire nails, 30 to 60 dy, keg.	3 50
" 16 and 20	3 60
" 10	3 60
" 8	3 70
" 6	3 75
" 4	3 90
" 3	4 15
Cut nails, 30 to 60 dy.	3 20
" 20 to 40	3 25
" 10 to 16	3 30
" 8	3 35
" 6	3 40
" 4	3 50
" 3	3 85
Horsenails, 45 per cent. discount.	
Horseshoes, iron, No. 0 to No. 1	4 05
No. 2 and larger	4 40
Snow shoes, No. 0 to No. 1	4 90
No. 2 and larger	4 40
Steel, No. 0 to No. 1	4 95
No. 2 and larger	4 70
Bar iron, \$2.60 basis.	
Swedish iron, \$5.00 basis.	
Sleigh shoe steel	3 25
Spring steel	3 25
Machinery steel	3 75
Tool steel, Black Diamond, 100 lb.	8 50
Jessop	13 00
Sheet iron, black, 10 to 20 gauge, 100 lb.	3 50
20 to 26 gauge	3 75
28 gauge	4 00
Galvanized American, 10 gauge	2 79
18 to 22 gauge	4 75
24 gauge	5 00
26 gauge	5 25
28 gauge	5 50
Genuine Russian, lb.	12
Imitation	8
Tinned, 24 gauge, 100 lb.	7 75
26 gauge	8 00
28 gauge	8 50
Tinplate, IC charcoal, 20 x 28, box	11 00
IX	13 00
IXX	15 00
Ingot tin	33
Canada plate, 18 x 21 and 18 x 24	3 75
Sheet zinc, cask lots, 100 lb	7 00
Broken lots	7 50
Pig lead, 100 lb.	6 00
Wrought pipe, black up to 2 inch	50 an 10 p.c.
Over 2 inch	50 p.c.
Rope, sisal, 7-16 and larger	\$12 00
" 3/4	12 50
" 1/2 and 5-16	12 75
Manila, 7-16 and larger	14 50
" 3/4	15 00
" 1/2 and 5-16	15 50
Solder	20
Cotton Rope, all sizes, lb.	17
Axes, chopping	\$ 7 50 to 12 00
" double bits	12 00 to 13 00

Screws, flat head, iron, bright	87 1/2
Round	82 1/2
Flat " brass	80
Round " "	75
Coach	57 1/2 p.c.
Bolts, carriage	50 p.c.
Machine	50 p.c.
Tire	60 p.c.
Sleigh shoe	65 p.c.
Plough	40 p.c.
Rivets, iron	50 p.c.
Copper, No. 8	35
Spades and shovels	40 p.c.
Harvest tools	50, and 10 p.c.
Axe handles, turned, s. g. hickory, doz.	\$2 50
No. 1	1 50
No. 2	1 25
Octagon extra	1 75
No. 1	1 25
Files common	70, and 10 p.c.
Diamond	60
Ammunition, cartridges, Dominion R.F.	50 p.c.
Dominion, C.F., pistol	30 p.c.
" military	15 p.c.
American R.F.	30 p.c.
C.F. pistol	5 p.c.
C.F. military	10 p.c. advance.
Loaded shells:	
Eley's soft, 12-gauge black	16 50
chilled, 12 gauge	18 00
soft, 10 gauge	21 00
chilled, 10 gauge	23 00
Shot, Ordinary, per 100 lb	6 25
Chilled	6 75
Powder, F.F., keg	4 75
F.F.G.	5 00
Tinware, pressed, retinned	75 and 2 1/2 p.c.
" plain	70 and 15 p.c.
Graniteware, according to quality	50 p.c.

PETROLEUM.

Water white American	25 1/2 c.
Prime white American	24 c.
Water white Canadian	22 c.
Prime white Canadian	21 c.

PAINTS, OILS AND GLASS

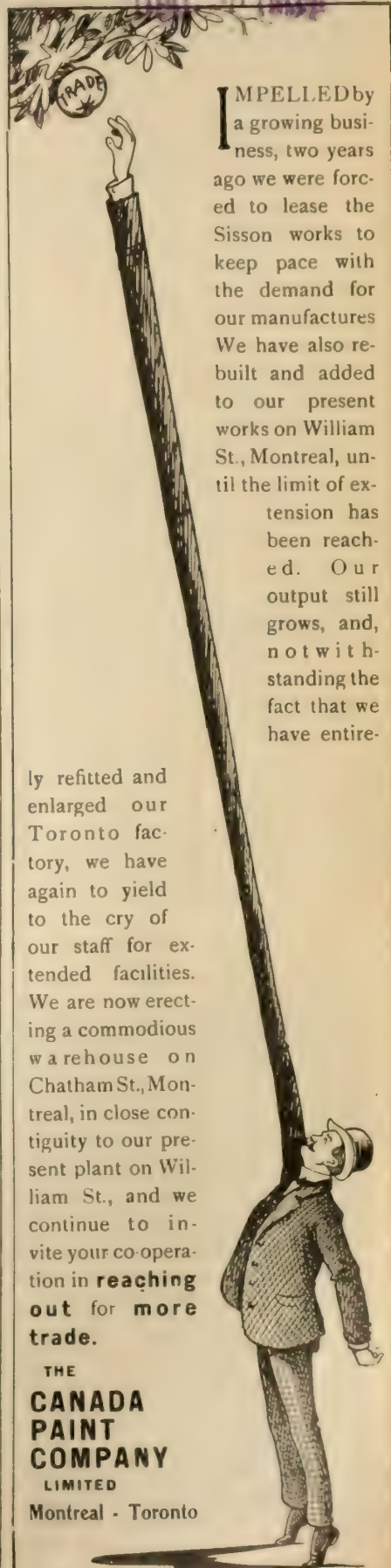
Turpentine, pure, in barrels	\$ 61
Less than barrel lots	66
Linseed oil, raw	84
Boiled	87
Lubricating oils, Eldorado castor	27 1/2
Eldorado engine	26 1/2
Atlantic red	29 1/2
Renown engine	41
Black oil	19 1/2
Cylinder oil (according to grade)	55 to 74
Harness oil	61
Neatsfoot oil	\$ 1 00
Steam refined oil	85
Sperm oil	1 50
Castor oil	11 1/2
Glass, single glass, first break, 16 to 25	
united inches	2 25
26 to 40	per 50 ft. 2 50
41 to 50	" 100 ft. 5 50
51 to 60	" " 6 00
61 to 70	per 100-ft. boxes 6 50
Putty, in bladders, barrel lots	per lb. 2 1/2
kegs	2 1/2
White lead, pure	per cwt. 7 00
No. 1	6 75
Prepared paints, pure liquid colors, according to shade and color, per gal.	\$1.30 to \$1.90

NOTES.

Of interest to the hardware trade is the announcement of the application for Dominion charter for the incorporation of J. H. Ashdown, Abraham Buehler, J. A. Lindsay, Isaac Pitblado and John Emslie as The J. H. Ashdown Hardware Co., with a capital of \$1,000,000.

Mr. A. A. Lister, director of The R. A. Lister Co., of Dursley, England, visited Winnipeg last week on his annual tour of inspection. He expressed himself as well satisfied with the business of the year in regard to the handling of separators and dairy supplies generally.

RETURNED To Canada Pair



IMPELLED by a growing business, two years ago we were forced to lease the Sisson works to keep pace with the demand for our manufactures. We have also rebuilt and added to our present works on William St., Montreal, until the limit of extension has been reached. Our output still grows, and, notwithstanding the fact that we have entirely refitted and enlarged our Toronto factory, we have again to yield to the cry of our staff for extended facilities. We are now erecting a commodious warehouse on Chatham St., Montreal, in close contiguity to our present plant on William St., and we continue to invite your co-operation in reaching out for more trade.

THE
CANADA PAINT COMPANY
LIMITED
Montreal - Toronto

MARKETS AND MARKET NOTES

QUEBEC MARKETS.

Montreal, October 25, 1901

HARDWARE.

It would appear from all reports that the wholesale and manufacturing trade are now doing the best business in the history of the hardware trade. The rush is not confined to any one line but is spread over the whole trade. Shelf goods are all active and several of the staple lines are scarce. Wires have been called for to some extent this week, but the demand for hay-baling wire has dropped off a little. Nails are in good request and will be until winter freight rates go on. Horse-shoes have been selling very freely and stocks are light. Horse nails are also in splendid request. Screws and bolts are moving freely, and the demand from the manufacturing trade would indicate that it is in a healthy condition the whole

Dominion over. The only changes this week are an advance in the price of bar iron and some rises in cordage. Payments are fair.

BARB WIRE — A few lots have sold this week at \$3.05 f.o.b. Montreal.

GALVANIZED WIRE — But little demand is reported. We quote: No. 5, \$4.25; Nos. 6, 7 and 8 gauge, \$3.55; No. 9, \$3.10; No. 10, \$3.75; No. 11, \$3.85; No. 12, \$3.25; No. 13, \$3.35; No. 14, \$4.25; No. 15, \$4.75; No. 16, \$5.

SMOOTH STEEL WIRE — The demand for hay baling wire is hardly as active as it was last week, but a good trade is still being done. We quote oiled and annealed: No. 9, \$2.80; No. 10, \$2.87; No. 11, \$2.90; No. 12, \$2.95; No. 13, \$3.15 per 100 lb. f.o.b. Montreal, Toronto, Hamilton, London, St. John and Halifax.

FINE STEEL WIRE — There is nothing new to report. The discount is 17½ per cent.

BRASS AND COPPER WIRE — Some fair orders have been received this week. The discounts are 55 and 2½ per cent. on brass and 50 and 2½ per cent. on copper.

FENCE STAPLES — Small lots only are moving. We quote \$3.25 for bright and \$3.75 for galvanized per keg of 100 lb.

WIRE NAILS — Trade continues quite brisk as dealers are laying in winter stocks. We now quote: \$2.85 for small lots and \$2.77½ for carlots, f.o.b. Montreal, London, Toronto, Hamilton and Gananoque.

CUT NAILS — A flourishing trade is reported. We quote as follows: \$2.55 per keg for small and \$2.15 for carlots; flour barrel nails, 25 per cent. discount; coopers' nails, 30 per cent. discount.

HORSE HAILS — The movement is quite brisk at current quotations. "C" brand is held at a discount of 50 and 7½ per cent. off the new list. "M"

Farmers' Boiler.

Made in three sizes with capacities of 1, 1½, and 2 barrels.

Can be supplied with or without cover.

Feed-door and fire-place are large enough to admit rough chunks of wood.

Sides are made of steel plate and have a band at the bottom.

Has a strong and well devised cast iron front and back with bagged out flue and collar top, so as to receive a straight pipe which is much superior to the elbow attachment.

The best feed-cooker on the market. First sale is quickly followed by others.

Free advertising matter supplied to any dealer.



Yukon Triple Heater.

Practically a small furnace.

Burns rough wood, 30 inches long.

Will heat a moderate-sized house from garret to cellar and do it at little cost.

Is very handsome.

Write for free advertising matter.

THE McCLARY MFG. CO., LONDON, TORONTO, MONTREAL, WINNIPEG, VANCOUVER, and ST. JOHN, N.B.

"EVERYTHING FOR THE TINSHOP."

THE PAGE-HERSEY IRON & TUBE CO.

Limited

MONTREAL

Manufacturers of

Wrought Iron Pipe

For Water, Gas, Steam, Oil,
Ammonia and Machinery.

**DRAIN PIPES,
PORTLAND CEMENTS,
FIRE BRICKS AND CLAY
SILICA AND MAGNESIA
BRICKS,**

with specially prepared mortar.

Contractors' and Founders'
Supplies.

F. HYDE & CO.

31 WELLINGTON ST., MONTREAL

... FULL STOCK ...

Salt Glazed Vitrified



Double Strength Culvert Pipe
a Specialty.

THE CANADIAN SEWER PIPE CO.

HAMILTON, ONT. TORONTO, ONT.
ST. JOHNS, QUE.

Deseronto Iron Co.

LIMITED

DESERONTO, ONT.

Manufacturers of

Charcoal Pig Iron

BRAND "DESERONTO."

Especially adapted for Car Wheels, Malleable Castings, Boiler Tubes, Engine Cylinders, Hydraulic and other Machinery where great strength is required; Strong, High Silicon Iron, for Foundry Purposes.

brand is quoted at 60 per cent. off old list on oval and city head and 66 2/3 per cent. off countersunk head. Monarch's discount is 66 2/3 per cent., and 70 per cent. in 25 box lots.

HORSESHOES — The demand is extra-ordinarily heavy, for reasons which the dealers in the west know. Stocks are getting low. We now quote: Iron shoes, light and medium pattern, No. 2 and larger, \$3.50; No. 1 and smaller, \$3.75; snow shoes, No. 2 and larger, \$3.75; No. 1 and smaller, \$4; X L steel shoes, all sizes, 1 to 5, No. 2 and larger, \$3.60; No. 1 and smaller, \$3.85; leather weight, all sizes, \$4.85; toe weight, steel shoes, all sizes, \$5.95 f.o.b. Montreal; f.o.b. Hamilton, London and Guelph, 10c. extra.

SCREWS — A good sorting trade is being done and the total movement is heavy. Discounts are: Flat head bright, \$7 1/2 and 10 per cent. off list; round head bright, \$2 1/2 and 10 per cent.; flat head brass, \$0 and 10 per cent.; round head brass, 75 and 10 per cent.

BOLTS — The manufacturing trade is purchasing freely and this line is active. The new discounts are as follows: Nor-way carriage bolts, 60 and 5 per cent.; common, 55 and 5 per cent.; full square carriage bolts, 60 and 5 per cent.; machine bolts, 55 and 5 per cent.; coach screws, 70 per cent.; sleigh shoe bolts, 70 per cent.; blank bolts, 60 per cent.; bolt ends, 60 per cent.; plough bolts, 55 and 5 per cent.; tire bolts, 67 1/2 per cent.; stove bolts, 67 1/2 per cent. To any retailer an extra discount of 5 per cent. is allowed. Nuts, square, 37c. per lb. off list; hexagon nuts, 4c. per lb. off list. To all retailers an extra discount of 1/4c. per lb. is allowed.

BUILDING PAPER — A steady movement is reported. We quote: Tarred felt, \$1.70 per 100 lb.; 2 ply, ready roofing, 80c. per roll; 3-ply, \$1.05 per roll; car-pet felt, \$2.25 per 100 lb.; dry sheathing, 30c. per roll; tar sheathing, 40c. per roll; dry fibre, 50c. per roll; tarred fibre, 60c. per roll; O.K. and I.X.L., 65c. per roll; heavy straw sheathing, \$28 per ton; slaters' felt, 50c. per roll.

RIVETS AND BURRS — Inquiries are numerous and prices are without change. Discounts are quoted as follows: Best iron rivets, section, carriage, and wagon box, black rivets, tinued do., coopers' rivets and tinued swedes rivets, 60 and 10 per cent.; swedes iron burrs are quoted at 55 per cent. off; copper rivets, 35 and 5 per cent. off, and coppered iron rivets and burrs, in 5-lb. carton boxes, are quoted at 60 and 10 per cent. off list.

CORDAGE — The market is strong and further advances are to be noted. Manila is 1/4c. higher, and lathyrum is up 1/4c. Manila is quoted at 14 1/2c., British hemp, at 11 1/2c., sisal, 11c., and lathyrum at 10c. Manitoba prices are: Manila, 15c., British hemp, 12 1/2c., sisal, 12c. and lathyrum, 11c.

HARVEST TOOLS — The market is still somewhat unsettled as the American manufacturers are persisting in their attempts to enter this market. The discount is still 70 per cent.

SPADES AND SHOVELS — A good trade is being done at the old discount, 10 and 5 per cent.

FIREBRICKS — Trade is slow and there is nothing new to report. We quote Scotch at \$17.50 to \$22 and English at \$17 to \$21 per 1,000 ex-wharf.

A. C. LESLIE & CO.

Merchants Bank Building,
MONTREAL.

HEADQUARTERS FOR

IRON, STEEL, and METALS.

Candaper Roll Holder.



You avoid waste and litter in your wrapping paper when you use the Candaper roll holder.

It is alike strong and handsome—the best-working holder and cutter you can buy.

The cut suggests its appearance and utility in some measure—made of attractive polished nickel.

Roll papers, all widths,
always in stock.

CANADA PAPER CO.

Limited

TORONTO and MONTREAL.

ADAM HOPE & CO.

Hamilton, Ont.

We offer from stock

Coke Tin Plates 1 C 14 x 20,

" " 1 C 20 x 28,

Galvanized Sheet Iron,

"Comet" and American Brands.

L. and F. Ingot Tin,

Straits Tin,

Ingot Copper,

Pig Lead, Spelter and Antimony.

NOVA SCOTIA STEEL CO.

Limited

NEW GLASGOW, N.S.

Manufacturers of

Ferrona Pig Iron

And SIEMENS MARTIN

Open Hearth Steel

Our Big Four.

Elastilite Varnish.

Granitine Floor Finish.

Maple Leaf Brand Liquid Coach Enamel.

Maple Leaf Brand Varnish Stain.

Big because no other store lines sell as fast.

Big because of the satisfaction to be obtained by their use.

Big because, being satisfied, your customer comes back for more, which results in your having a big sale for them, a bigger turnover in your business and a bigger balance to your credit in the bank at the end of the year.

Write For Descriptive Catalogue.

Manufactured only by

The Imperial Varnish & Color Co.

LIMITED

TORONTO, ONT., CANADA.

Window Glass

Window Glass

We are receiving large consignments of Window Glass by the following Steamers, viz. :

**Belgian, Mexican,
Boliviana, Cebriana**—

and will be able to fill all orders promptly.

**THE JOHN BOWMAN
HARDWARE & COAL CO.,
LONDON, ONT.**

CEMENT — There is still a fair demand for cement. We quote as follows: German cement, \$2.25 to \$2.40; English, \$2.20 to \$2.35; Belgian, \$1.65 to \$1.95 per bbl. ex-wharf; and American, \$2.15 to \$2.30 ex-cars.

METALS.

The feature of the metal market is the rise of 5c. in bar iron. This has been caused by a slight shortage in the supply consequent upon the heavy demand of the past few weeks, but even when the supply is replenished, it is expected that the price will more than hold. Sheet metals are now in plentiful supply and dealers will seemingly not have their full requirements filled.

PIG IRON — The market remains in much the same position. Summerlee is worth \$20 to \$20.50 and Canadian, \$18 to \$18.50.

BAR IRON — The market is strong and has advanced 5c. per 100 lb. Dealers are now selling merchants' bar at \$1.90 to \$1.95 and horseshoe at \$2.15 to \$2.21.

BLACK SHEETS — The demand continues fairly good, at unchanged prices. We quote as follows: 28 gauge, \$2.75; 26 gauge, \$2.65; 22 to 21 gauge, \$2.55, and 8 to 20 gauge, \$2.55.

GALVANIZED IRON — Stocks are by no means heavy and prices are fairly well maintained. We now quote as follows: No. 28, Queen's Head, \$1.50; Apollo, 10 $\frac{3}{4}$ oz., \$1.50; Comet, \$1.25, with 25c. extra in less than case lots.

COPPER — The market is steady at 17 $\frac{1}{2}$ c.

INGOT TIN — Some shipments have been put into stock this week and are selling at 29 to 30c.

LEAD PIPE — There is no special feature to note. We quote 7c. for ordinary, and 7 $\frac{1}{2}$ c. for composition waste, with 30 per cent. off.

IRON PIPE — The market is strong but unchanged. The demand is active. We quote as follows: Black pipe, $\frac{1}{4}$, \$2.90 per 100 ft.; $\frac{3}{8}$, \$2.80; $\frac{1}{2}$, \$3; $\frac{3}{4}$, \$3.30; 1-in., \$4.75; 1 $\frac{1}{4}$, \$6.75; 1 $\frac{1}{2}$, \$8.10; 2 in., \$10.80. Galvanized, $\frac{1}{4}$, \$4.20; $\frac{3}{8}$, \$4.75; 1-in., \$6.80; 1 $\frac{1}{4}$, \$9.50; 1 $\frac{1}{2}$, \$11.10; 2 in., \$15.20.

TIN PLATES — Stocks are rather depleted on account of the good demand. Prices are steady at last week's quotations: Cokes, \$1.25 to \$1.35 and char coal, \$4.75.

CANADA PLATE — There is still a good deal of Canada plate to come forward, before fall stocks are made up. We quote: 52's, \$2.70 to \$2.75; 60's, \$2.80 to \$2.85; 75's, \$2.85 to \$2.90; full polished, \$3.75, and galvanized, \$1.25 to \$1.50.

STEEL — Unchanged. We quote: Sleigh shoe, \$2; tire, \$2.05; bar, \$2; spring, \$2.75; machinery, \$2.75, and tool-steel, \$2.60.

SHEET STEEL — We quote: Nos. 10 to 20, \$2.50; 3-16, \$2.05; $\frac{1}{4}$, 5-16 and $\frac{3}{8}$, \$2.45.

TOOL STEEL — Black Diamond, 8c. and Jessop's, 13c.

FERRE PLATES — The market is firm at \$7.75 to \$8.

COIL CHAIN — The market is quiet and unchanged. We now quote: No. 6, 12 $\frac{1}{2}$ c.; No. 5, 10 $\frac{1}{2}$ c.; No. 4, 10c.; No. 3, 9 $\frac{1}{2}$ c.; $\frac{1}{2}$ -in., 7 $\frac{1}{2}$ c. per lb.: 5-16, \$1.80; 5-16 exact, \$5.25; $\frac{3}{8}$, \$1.25; 7-16, \$4.05; $\frac{1}{2}$, \$3.85; 9-16, \$3.75; $\frac{5}{8}$, \$3.55; $\frac{3}{4}$, \$3.50;

$\frac{7}{8}$, \$3.15; 1-in., \$3.45. In carload lots an allowance of 10c. is made.

SHEET ZINC — Still selling at \$5.75 to \$6.

ANTIMONY — Quiet at 10c.

ZINC SPELTER — Steady at 5c.

SOLDER — We quote: Bar solder, 18c.; wire solder, 20c.

GLASS.

Fall shipments are slow in arriving. Inquiries are numerous and some specifications are in light supply. We quote as follows: First break, 50 ft., \$2.10; second, \$2.20 for 50 ft.; first break, 100 ft., \$4; second break, \$1.20, third break, \$1.70 and fourth break, \$1.95.

PAINTS AND OILS.

The movement in white lead has been somewhat disappointing for this time of year, but this is probably explained by the tremendous output of liquid paints. Year by year the painter seems to be relying more and more on the manufacturer to mix his paints. Varnishes have met with a fair inquiry and the activity amongst the carriage-painting trade has caused some good shipments to the manufacturers, all of whom seem to be busy on their sleigh and cutter work. A few desultory orders for Paris green have cropped up, but there is no disposition on the part of manufacturers to quote at this early stage. Turpentine is 2c. higher and linseed oil about steady.

We quote:

WHITE LEAD — Best brands, Government standard, \$6; No. 1, \$5.62 $\frac{1}{2}$; No. 2, \$5.25; No. 3, \$4.87 $\frac{1}{2}$, and No. 4, \$4.50 all f.o.b. Montreal. Terms, 3 per cent. cash or four months.

DRY WHITE LEAD — \$5.25 in casks; kegs, \$5.50.

DRY WHITE ZINC—Pure dry, 6½c.; No. 1, 5½c.; in oil, pure, 7½c.; No. 1, 6½c.; No. 2, 5½c.

PUTTY—We quote: Bulk, in bbls., \$1.90 per 100 lb.; bulk, in less quantity, \$2.05; bladders, in bbls., \$2.25; bladders, in 100 or 200 lb. kegs or boxes, \$2.10; in tins, \$2.55 to \$2.65; in less than 100 lb. lots, \$3 f.o.b. Montreal, Oshawa, Toronto, Hamilton, London and Guelph. Maritime Provinces, 10c. higher, f.o.b. St. John and Halifax.

RED LEAD—Genuine red lead in casks, \$1.50; in 100 lb. kegs, \$1.75; less quantities, \$5.75 per 100 lb. No. 1 red lead, casks, \$1.25; kegs, \$1.50, and smaller quantities, \$5.50.

ORANGE MINERAL—Casks, 7c.; 100 lb. kegs, 7½c.; smaller quantities, 8½c.

LITHARGE—Ground, casks, 5c.; less, 5½c.; flake litharge, casks, \$5.25; smalls, \$5.75 per 100 lb.

LINSEED OIL—Raw, 77c.; boiled, 80c. in 5 to 9 bbls., 1c. less, 10 to 20 bbl. lots open, net cash, plus 2c. for four months. Delivered anywhere in Ontario between Montreal and Oshawa at 2c. per gal. advance and freight allowed.

TURPENTINE—Single bbls., 56c.; 2 to 4 bbls., 55c.; 5 bbls. and over, open terms, the same terms as linseed oil.

MIXED PAINTS—\$1.20 to \$1.45 per gal.

CASTOR OIL—\$8½ to 9½c. in wholesale lots, and ½c. additional for small lots.

SEAL OIL—47½ to 49c.

COD OIL—32½ to 35c.

NAVAL STORES—We quote: Resins, \$2.75 to \$1.50, as to brand; coal tar, \$3.25 to \$3.75; cotton waste, 4½ to 5½c. for colored, and 6 to 7½c. for white; oakum, 5½ to 6½c., and cotton oakum, 10 to 11c.

SCRAP METALS.

Trade is not very active and prices appear to be about steady. The demand for scrap iron is improving. Dealers are now paying the following prices in the country: Heavy copper and wire, 13½ to 14c. per lb.; light copper, 12 to 12½c.; heavy brass, 12 to 12½c.; heavy yellow, 9½ to 10c.; light brass, 6½ to 7c.; lead, 2½ to 2¾c. per lb.; zinc, 2½ to 2¾c.; iron, No. 1 wrought, \$14 to \$15 per gross ton f.o.b. Montreal; stove plate, 88 to 89; machinery scrap, \$15; light iron, No. 2, \$14 a ton; malleable and steel, \$1; rags, country, 60 to 70c. per 100 lb.; old rubbers, 7 to 7½c. per lb.

HIDES.

Business in hides is brisk and prices are firm. Outside buyers have ceased doing business here. We quote: Light hides, 8c. for No. 1, 7c. for No. 2, 6c. for No. 3. Lambskins, 50c.

MONTREAL NOTES.

Turpentine is 2c. higher.

Bar iron is 5c. per 100 lb. higher.

Manila rope is ½c. higher, and lathyrum is advanced ½c.

At a recent meeting of the manufacturers of bolts in the United States, an advance of about 5 per cent. was made in prices. The reports from the different plants were most satisfactory, both as to the volume of business and the tone of the market. There is some difficulty in obtaining material, and most of the manufacturers, on this account and in connection with the heavy demand, are behind on their orders.

ONTARIO MARKETS.

TORONTO, Oct. 25, 1901.

HARDWARE.

ALTHOUGH business is, perhaps, not as brisk as it was a week ago there is still a good turnover in hardware generally. Stoves and furnaces are still in active request, and as scarce as ever, much to the inconvenience of the retail merchants throughout the country. In such seasonable lines as stove boards, coal hods, elbows, stovepipes, axes, cross cut saws, etc., there is an active movement. Building paper is also going out well. There is a fair sorting-up trade being done in rope. The movement in fencing wire is moderate. Wire nails continue in good demand for small lots. Horse nails and horseshoes are still in active request. Rivets and burrs, bolts, and screws are all going out well. The briskness in sporting goods, which has been noted from time to time during the past few weeks, is still the feature of trade in this line. Quite a business is being done in harvest tools. Payments are fair, although in some quarters they are not as satisfactory as the trade would like.

BARB WIRE—A small sorting-up demand only is being experienced. We quote: \$3.05 per 100 lb. from stock Toronto; and \$2.82½ f.o.b. Cleveland for less than carlots, and \$2.70 for carlots.

GALVANIZED WIRE—The demand for galvanized wire continues light with prices as before. We quote as follows: Nos. 6, 7 and 8, \$3.50 to \$3.85 per 100 lb., according to quantity; No. 9, \$2.85 to \$3.15; No. 10, \$3.60 to \$3.95; No. 11, \$3.70 to \$4.10; No. 12, \$3 to \$3.30; No. 13, \$3.10 to \$3.40; No. 14, \$4.10 to \$4.50; No. 15, \$4.60 to \$5.05; No. 16, \$4.85 to \$5.35. Nos. 6 to 9 base f.o.b. Cleveland are quoted at \$2.57½ in less than carlots and 12c. less for carlots of 15 tons.

SMOOTH STEEL WIRE—There is some movement in hay-baling wire, but only an occasional order is being received for oiled and annealed. We quote net selling prices as follows: Nos. 6 to 8, \$2.90; 9, \$2.80; 10, \$2.87; 11, \$2.90; 12, \$2.95; 13, \$3.15; 14, \$3.37; 15, \$3.50; 16, \$3.65. Delivery points, Toronto, Hamilton, London and Montreal, with freights equalized on those points.

WIRE NAILS—Trade is keeping up well, there still being an active demand for small lots. The base price is \$2.85 for less than carlots and \$2.77½ for carlots. Delivery points, Toronto, Hamilton, London, Gananoque and Montreal.

CUT NAILS—The demand is still dull. The base price is \$2.55 per keg, with 10c. allowance on carlots.



Our Sheet Metal Fronts

Offer you splendid improvement, at small cost, for any style of building. We make them complete, to suit any sized or shaped structure—the entire metal finish including door and window caps, cornices, etc.—in a great variety of styles. They give a very handsome effect, and enduring, practical satisfaction. We give estimates if you send measurements and outline of the building. Think it over.

Metallic Roofing Co., Limited,
Wholesale Manufacturers,
Toronto, Canada.

HORSE NAILS—A good business is still being done. Discounts on "C" brand, oval head, 50 and 7½ per cent. off new list, and on "M" and other brands, 50, 10 and 5 per cent. off the old list. Counter-sunk head 60 per cent.

HORSESHOES—Trade keeps active with prices as before. We quote f.o.b. Toronto: Iron shoes, No. 2 and larger, light, medium and heavy, \$3.60; snow shoes, \$3.85; light steel shoes, \$3.70; featherweight (all sizes), \$4.95; iron shoes, No. 1 and smaller, light, medium and heavy (all sizes), \$3.85; snow shoes, \$4; light steel shoes, \$3.95; featherweight (all sizes), \$4.95.

SCREWS—Trade is very good and prices are steady at present figures. The only complaint manufacturers have to make is that at present figures their profits are not satisfactory. Discounts are as follows: Flat head bright, 87½ and 10 per cent.; round head bright, 82½ and 10 per cent.; flat head brass, 80 and 10 per cent.; round head brass, 75 and 10 per cent.; round head bronze, 65 per cent., and flat head bronze at 70 per cent.

RIVETS AND BURRS—There is a steady business being done, but trade in this line is without any striking features. We quote: Iron rivets, 60 and 10 per cent.; iron burrs, 55 per cent.; copper rivets and burrs 25 and 5 per cent.

BOLTS AND NUTS—The demand for bolts does not yet appear to have eased off, and the manufacturers are, in consequence, still finding some difficulty in filling orders. We now quote prices as follows: Carriage bolts, common (\$1 list), 55 and 5 per cent.; carriage bolts, full square (\$2.40

list), 60 and 5 per cent.; carriage bolts, Norway iron (\$3 list), 60 and 5 per cent.; machine bolts, all sizes, 55 and 5 per cent.; coach screws, 70 per cent.

ROPE—Business in this line is being confined to actual wants, the movement, consequently, is not heavy. We quote: Manila, 14½c.; sisal, 11c.; lath yarn, 10½c.

SPORTING GOODS — A large trade is being done in guns, rifles and ammunition. The demand comes pretty well from all parts of the country. Some of the manufacturers in the United States are slow in filling orders.

CUTLERY—Business in cutlery is still of a fair sorting-up character.

BUILDING PAPER—The demand for this continues brisk. We quote: Tarred roofing, \$1.70; building paper, 30c.; tarred paper, 40c.

ELBOWS—Business in this line is still fairly good. We quote 5 and 6 inch common at \$1.20, and 7 inch at \$1.35; polished, 15c. per dozen extra.

BELTING—Business continues seasonably fair. We quote: Extra 60 and 10 per cent.; standard 60, 10 and 10 per cent.; No. 1 70 per cent.; agricultural 70 and 10 per cent.

STOVES AND FURNACES—The activity in these is marked, and manufacturers are still behind with their orders.

HARVEST TOOLS—A great many orders have been coming in during the past week from all sections of the country. As the manufacturers and jobbers are guaranteeing prices, it is, of course, wiser for retailers to place orders than to hold them back. Discount, 70 per cent.

SPADES AND SHOVELS — There is very little being done in spades and shovels, but some business is reported in grain and furnace scoops. Discount, 40 and 5 per cent.

TINWARE—A large trade is reported in stove boards, oil cans, and coal hods.

CHURNS AND WRINGERS—There is quite a brisk movement at this time of the year in churns and an increased trade is being done in wringers since prices were reduced.

CEMENT—The demand is good for this season. Prices are slightly easier, but show no quotable change. We quote barrel lots: Canadian portland, first grade, \$2.35 to \$2.75; German, \$3 to \$3 15; English, \$3; Belgian, \$2.50 to \$2.75; Canadian hydraulic, \$1.25 to \$1.50.

METALS.

The scarcity of sheet metals which has been so marked on the local market for some weeks, has been relieved by the arrival of fresh supplies. Pig tin is rather easy, although local quotations are unchanged. The pig iron market continues firm. Bar iron is 5c. dearer.

PIG IRON—The position of pig iron continues to improve and slight advances are reported from the United States. Locally the idea as to price is still \$18 on track Toronto for No. 2 foundry of Canadian manufacture.

BAR IRON — The strength which has characterized this article for some time has resulted in another advance of 5c. per 100 lb. At this advance, which took place on Tuesday, the demand is as brisk as ever. Some of the mills are so far behind with their orders that they will not accept orders except for later shipment. The ruling base price is \$1.95 to \$2.05.

STEEL—The demand for steel continues active with prices firm. We quote as follows: Merchantable cast steel, 9 to 15c. per lb.; drill steel, 8 to 10c. per lb.; "BC" and "Black Diamond" tool steel, 10 to 11c.; Jessop's, Morton's and Firth's tool steel, 14c.; toe calk steel, \$2.85 to \$3; tire steel, \$2.30 to \$2.50; sleighshoe steel; \$2.10 to \$2.25; reeled machinery steel, \$3, hoop steel, \$3.10.

BLACK SHEETS—The demand for black sheets continues good. We quote: Common, \$3 15 for 28 gauge; and dead flat at \$2.50 for 26 gauge.

CANADA PLATES—Shipments are now arriving more freely, and the scarcity, in consequence, is being relieved. The demand is still good. We quote: All dull, \$3.15; half polished, \$3.25; and all bright, \$3.75.

GALVANIZED SHEETS—A brisk trade is still the feature of this line, and prices are steady and unchanged. We still quote: "Queen's Head" brand at \$4 60 in case lots and \$4 75 in less quantities.

PIG TIN—The outside markets have been weak and lower during the past week. In New York on Wednesday there was a pronounced weakness in 1902 deliveries, which was developed as a result of advices from the east. In London on Wednesday there was a drop of £1 2s. 6d. in futures, and 5s. in spot tin. Locally, we still quote 30c. as the ruling price for small quantities.

TINPLATES—Trade has been good in tinplates during the week. We still quote I C at \$4.75.

TINNED SHEETS—A fair demand is to be noted this week at 8½c. for 28 gauge.

TERNE PLATES—The movement in terne plates has been a little more active during the past week, and prices are steady and unchanged at \$9 for I. C.

COPPER—Trade in ingot copper is quiet, and in sheet copper, brisk. We still quote ingot at 17¾c. and sheet at 23 to 25c.

BRASS—Business is fair, and the discount unchanged at 10 per cent.

SOLDER—Business continues fairly good in this line. We still quote as follows:

Oakey's

The original and only Genuine Preparation for Cleaning Cutlery. 6d. and 1s. Canisters.

'WELLINGTON' KNIFE POLISH

JOHN OAKEY & SONS, LIMITED

MANUFACTURERS OF

Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England.

Agent:

JOHN FORMAN, 644 Craig Street MONTREAL



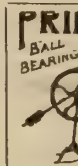
COVERT MFG. CO.

West Troy, N.Y.

Steel Carriage and Wagon Jacks,

Harness Snaps, Chain, Rope and Web Goods, etc.

FOR SALE BY JOBBERS AT MFRS. PRICES.



PRIEST'S CLIPPERS

Largest Variety, Toller, Hand, Electric Power ARE THE BEST. Highest Quality Grooming and Sheep-Shearing Machines.

WE MAKE THEM.

SEND FOR CATALOGUE TO American Shearer Mfg. Co., Nashua, N.H., U.S.A.

NEWMAN'S PATENT INVINCIBLE FLOOR SPRINGS

Combine all the qualities desirable in a Door Closer. They work silently and effectually, and never get out of order. In use in many of the public buildings throughout Great Britain and the Colonies. MADE SOLELY BY

W. NEWMAN & SONS, Birmingham.

Oneida Community Goods

HALTERS, COW TIES, SNAPS, etc., etc.,

in all sizes and styles. May be had of all jobbers throughout Canada.

Factory—NIAGARA FALLS, ONT.

MACKENZIE BROS.

HARDWARE

MANUFACTURERS' AGENTS,

Travellers covering Manitoba, Northwest Territories and British Columbia.

WINNIPEG MAN.

CORRESPONDENCE SOLICITED.

"PULLMAN" TROUSER or SKIRT HANGERS. TWO SIZES



PULLMAN SASH BALANCE CO., ROCHESTER, N.Y., U.S.A.

Half-and-half, guaranteed, 19½c.; do., commercial, 19c.; refined, 18½c.; wiping, 18c.

IRON PIPE—The demand for iron pipe is still fairly good, with prices firm at \$5, for 1 inch black, and \$7.36 for 1-inch galvanized.

LEAD—Trade both locally and in the outside markets is quiet with prices steady. We quote 4 to 4½c. per lb.

SPELTER—Trade continues quiet with prices steady in the outside markets. We still quote 5½ to 6c.

ZINC SHEET—There is a good trade to be reported in this line. We quote cask lots 6c. and part casks 6¼c.

ANTIMONY—Trade has been rather active during the past week, with prices unchanged at 10½ to 11c.

PAINTS AND OILS.

The only change in prices is a decline of 2c. in linseed oil. This reduction is due almost entirely to the conditions on this side of the Atlantic as prices are steadier on the British market than was expected would be the case at this time. Turpentine is still advancing in the South, and is stiff since last week's advance. Other lines are steady, with a good sorting trade doing. We quote:

WHITE LEAD—Ex Toronto, pure white lead, \$6.12½; No. 1, \$5.75; No. 2, \$5.37½; No. 3, \$5.00; No. 4, \$4.62½; genuine dry white lead in casks, \$5.12½.

RED LEAD—Genuine, in casks of 560 lb., \$5.12½; ditto, in kegs of 100 lb., \$5.50; No. 1, in casks of 560 lb., \$4; ditto, kegs of 100 lb., \$4.50.

LITHARGE—Genuine, 6 to 6½c.

ORANGE MINERAL—Genuine, 7½ to 8c.

WHITE ZINC—Genuine, French V.M., in casks, \$6 to \$6.25; Lehigh, in casks, \$6.

BENZINE—In barrel lots, 18 to 20c. per gal.; less quantities, 25c. per gal.

PARIS WHITE—90c. to \$1 per 100 lb.

WHITING—65c. per 100 lb.; Gilders' whiting, 80c.

GUM SHELLAC—In cases, 25c.; in less than cases, 28c.

PUTTY—Bladders, in bbls., \$2.25; bladders, in 100 lb. kegs, \$2.40; bulk in bbls., \$1.90; bulk, less than bbls. and up to 100 lb., \$2.05; bladders, bulk or tins, less than 100 lb., \$2.90.

PLASTER PARIS—New Brunswick, \$1.90 per bbl.

PUMICE STONE—Powdered, \$2.50 per cwt. in bbls., and 4 to 5c. per lb. in less quantity; lump, 10c. in small lots, and 8c. in bbls.

LIQUID PAINTS—Pure, \$1.20 to \$1.30 per gal.

CASTOR OIL—English, in cases, 9½ to 10c. per lb. and 10 to 10½c. for single tins.

FILES

7 FACTORIES
10 BRANDS

RASPS

NICHOLSON FILE CO., Providence, R.I., U.S.A.

FILES.

WE ARE NOT IN THE TRUST.

Quality of our goods guaranteed and our discounts very liberal. A trial order solicited. Write for discounts.

99 Niagara St.,

TORONTO FILE CO.

RASPS.

CANADIAN GOODS FOR CANADIANS.

LINSEED OIL—Raw, 1 to 4 barrels, 77c.; boiled, 80c.; 5 to 9 barrels, raw, 76c.; boiled, 79c., delivered. To Toronto, Hamilton and London, 2c. less.

TURPENTINE—Single barrels, 57c.; 2 to 4 barrels, 56c., delivered. Toronto, Hamilton and London 1c. less. For less quantities than barrels, 5c. per gallon extra will be added, and for 5-gallon packages, 50c., and 10 gallon packages, 80c. will be charged.

GLASS.

There is an excellent movement from stock, and as prices are maintained in Belgium, and as stocks held are still moderate prices are firmly held. We quote as follows: Under 26 in., \$4.15; 26 to 40 in., \$4.45; 41 to 50 in., \$4.85; 51 to 60 in., \$5.15; 61 to 70 in., \$5.50; double diamond, under 26 in., \$6; 26 to 40 in., \$6.65; 41 to 50 in., \$7.50; 51 to 60 in., \$8.50; 61 to 70 in., \$9.50, Toronto, Hamilton and London. Terms, 4 months or 3 per cent. 30 days.

OLD MATERIAL.

Country mixed rags are 5c. lower. Otherwise there is no change. A fair movement is recorded. We now quote jobbers' prices as follows: Agricultural 60c. per cwt.; machinery cast, 60c. scrap, per cwt.; stove cast, 40c.; No. 1 wrought 50c. per 100 lb.; new light scrap copper, 12c. per lb.; bottoms, 11c.; heavy copper, 13c.; coil wire scrap, 12½c.; light brass, 7c.; heavy yellow brass, 10c. heavy red brass, 10½c.; scrap lead, 2½c.; zinc, 2c.; scrap rubber, 6½c.; good country mixed rags, 65 to 75c.; clean dry bones, 40 to 50c. per 100 lb.

HIDES, SKINS AND WOOL.

HIDES—There is practically no change since a week ago. There is a good movement. We quote: Cowhides, No. 1, 8c.; No. 2, 7c.; No. 3, 6c. Steerhides are worth 1c. more. Cured hides are quoted at 8½ to 9c.

SKINS—There is a fair movement. Prices are unchanged. We quote: No. 1 veal, 8 lb. and up, 9c. per lb.; No. 2, 8c.;

dekens, from 55 to 60c.; culls, 20 to 25c.; lambs and pelts, 55c.

WOOL—A moderate movement is reported. Our quotations are: Combing fleece, washed, 12 to 12½c., and unwashed, 7½ to 8c.

SEEDS.

The range of the market is slightly higher. Good qualities of alsike are worth \$6 to \$7, and of red clover, \$4 25 to \$4 75 aboard at outside points. Somewhat higher prices are paid for a few samples of extra choice large grain, pure seed, but, on the other hand, some lines have to sell for less than these quotations, because of their inferiority. The range of values in timothy is from \$2 to \$2.25 for choice machine-threshed seed.

PETROLEUM.

There is a steadily growing demand. We quote as follows: Pratt's Astral 16½ to 17c. in bulk (barrels, \$1 extra); American water white, 17 to 17½c. in barrels; Photogene, 16 to 16½c.; Sarnia water white, 15½ to 16c. in barrels; Sarnia prime white, 14½ to 15c. in barrels.

COAL.

The demand continues active, with prices steady. We quote anthracite at international bridges as follows: Grate, \$4 75 per gross ton; egg, stove and nut, \$5 per gross ton.

MARKET NOTES.

Bar iron is 5c. per 100 lb. dearer.

AGENTS FOR W. H. ROGERS FLATWARE.

Attention is called in the advertisement of The G. Weeton Manufacturing Co., Toronto, in this issue, to the fact that they are Canadian selling agents for the W. H. Rogers Corporation, manufacturers of "Seal" brand knives, forks, spoons, etc., Plainfield, N.J. The reputation of this brand is so generally recognized, that comment regarding it is unnecessary in these columns. The Weeton Manufacturing Co. offer to send their catalogue of this line to any readers of **HARDWARE AND METAL** whose jobber does not handle the goods.

CANADIAN HARDWAREMEN AT CLEVELAND.

PRESIDENT WALTER STARKE, of Montreal, and Secretary J. Hardy, of Toronto, the representatives of The Canadian Wholesale Hardware Association at the convention of The National Hardware Association of the United States, held recently in Cleveland. Both were called upon for speeches at an early stage of the convention. President Starke spoke as follows:

Mr. President, Ladies and Gentlemen. It is with the greatest pleasure that I am here in Cleveland with you as one of the delegates from The Canadian Wholesale Hardware Association, at this, your seventh annual convention, and I wish on behalf of our association to tender its sincere thanks for the many kindnesses extended to members personally and to the association in general since its organization, which organization was inspired largely by the reports and the continued satisfactory working of The National Hardware Association.

It was my great privilege to attend your last annual convention in the historic city of Richmond, Virginia, and I assure you that our delegation gained considerable valuable information from the discussions entered into and appreciated to the fullest extent your kind hospitality on that occasion.

Our association regretted exceedingly not having the opportunity of reciprocating to some extent, at least, on the occasion of its last annual meeting, held in Toronto, on September 13. Believe me, it would have given our members great pleasure to have had your genial secretary, Mr. Fernely (who honored us with his presence at our second annual convention held in the city of Quebec, in 1900), and any other delegates who might have accompanied him. I again extend the invitation to you to appoint delegates to attend our next annual meeting, and trust it will be convenient for them to be present.

We have had in Canada three successive prosperous years in the hardware trade, this year evidently being the banner one, and I believe this condition is not restricted to hardware, but is general and extends beyond our borders. Trade has been and is good, prices are well maintained; the jobbers are working harmoniously in their own circles, and the manufacturers, I think, are realizing more and more that the proper channel through which to distribute their product is through the natural one, viz., the jobbers. Concessions in the matter of manufacturers confining more closely their sales to the jobber, and also increases of differentials have been obtained on many items during the present year.

Our lumbering, dairying, fisheries and manufacturing interests have been very active, and with the good, I might say abnormal, crops especially in the Northwest, demands are created which call to the lot of the jobber to satisfy, and further collections are good and very few failures are noted. I am pleased to note that these satisfactory conditions appear also to exist in your country, especially so in the hardware and metal branches of industry. Long may it last!

Since the last convention in Richmond our countries have each sustained a great national loss, viz., the death of our beloved Queen Victoria, and your honored and respected President, William McKinley. The sympathy of each nation for the other at these times proved once more that the Anglo-Saxon race, even if divided on territorial lines, is one great family.

Gentlemen, in conclusion, let me again thank you for the kind invitation which enables me to attend this convention.

President Starke was followed by Secretary J. Hardy, who regretted that the vice-president of that association, Mr. T. B. Lee, was not present to address the convention. He stated that The Canadian Wholesale Hardware Association was making satisfactory progress and that nothing could be accomplished without cooperation. He said he was impressed with the necessity of jobbers cooperating with each other, and that in trade matters one could not help others without helping themselves. He expressed his sorrow that he could not hear all the deliberations of the association, but as the Duke and Duchess of York would be in Toronto on Thursday, he would be obliged to return to that city.

TINPLATES IN SOUTH WALES.

The shipments of tinplates continue to be less than the receipts from the works, with a further increase in the stocks, which still remain abnormally low, and has no bearing whatever on the condition of the trade as the fluctuations may arise from the non-arrival of tonnage. There is a "dead set" being made at "bearing" the market, which no doubt arises from the mills being restarted and coming on the market with fresh production, while the supply for the remainder of the year has already been contracted for, and it is this that is the cause of the slight weakness in the market generally, together with over anxiety on the part of makers to sell forward beyond what ought to be deemed sufficient for the good conduct and stability of prices.

Iron and Coal Trades' Review.

OIL ENGINES IN PALESTINE.

Now that one can go down from Jerusalem to Joppa by rail, the introduction of machinery of other kinds into the Holy Land is only a question of time. Already, according to Cassier's Magazine, a number of oil engines have been installed in the "regions round about Judea," for the purpose of pumping water from the wells. The pioneers in the business are said to be a German firm, the motors being of three to four horse-power. At first no one would try the engines, but finally the agent of the firm in question offered to set up a machine free of expense, and the experiment answered so admirably that several orders were shortly afterwards booked. About 60 oil engines are estimated to be at work in Palestine at the present time, two-thirds being of German make. British engines are, however, growing in favor owing to their more simple construction. Still, it will take a little time to get reconciled to the idea of water being raised, say, from Jacob's Well in Samaria, by a fussy little chortler

utterly devoid of sentiment and with no capacity for appreciating sacred associations.—Ironmonger.

LINSEED OIL AND PAINT TRADE.

THE Paint, Oil and Drug Review, Chicago, under date of October 9, says: "The linseed oil consuming trade this season are said to be in better shape than for some years past as regards covering their wants ahead at what they call 'a right price.' This is undoubtedly true of the paint manufacturing trade who have oil coming to them at 38 to 40c. from now until next July. The reason for this, we believe, can be stated briefly that the buyer this year worked to secure a fair average cost on his supply, while last year and the year before most of the trade made up their minds to buy when a certain low figure was reached (which figure did not materialize), and thereby lost the opportunity of the season to cover ahead at relatively cheap values.

"As will be remembered, the linseed oil quotation at the opening of the present crop year, August 1, was 80c. The break, which came during the early part of last month, started in the West. A large Eastern crusher thereupon offered oil for prompt and up to July 1 delivery at 40c.—selling but a few thousand barrels, however. The move was promptly met by other interests, with the result that the large consumers were permitted to cover the greater part of their season's wants on contract at that figure, or 1 to 2c. less. The slump, it appears, was but temporary, and the price for prompt delivery has since been marked up from time to time, until it now stands at about 60c. Meanwhile all quotations for future delivery have been withdrawn, though perhaps a firm offer of between 50 and 55c. for November-December delivery would be accepted.

"The backwardness of the seed movement, due to wet weather in the Northwest and the remoteness of the new fields of sod seed in the upper countries from railroad stations, makes the purchase of oil last month at 38 to 40c. all the more an occasion for rejoicing to consumers. Ultimately, the big crop grown will come to market; 40c. oil may again be reached, but when? That's the question. It is figured that 40c. oil means \$1.05 to the farmer for seed. He may eventually be forced to accept that price, but much depends on how badly the foreigner wants seed and how much he needs from our crop.

"The current productions of oil are being quite largely absorbed by contract deliveries, and when there will be sufficient oil free and unsold to exert a depressing influence on the market and work a decline in spot figures is another interrogation point in the many-sided conundrum."

GARDEN HOSE.

Season 1902.

Our full line of Garden Hose for the coming season has special attractions. Only the best materials are used in their construction.

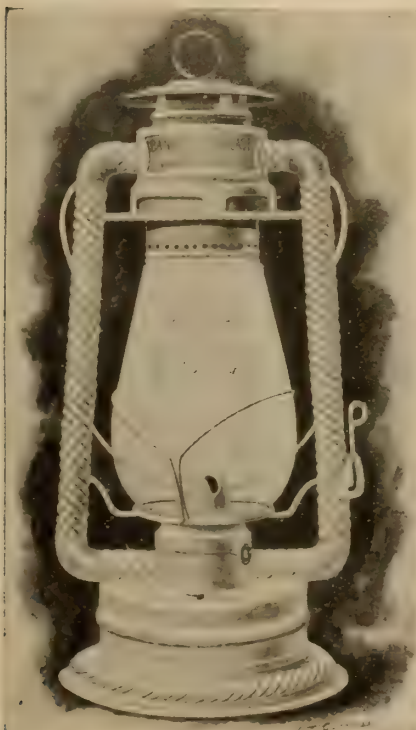
We make Hose
of all kinds for
all purposes.

GET OUR SAMPLES AND PRICES
BEFORE ORDERING.

Combining:
Good Rubber,
Good Duck,
Low Prices.

THE DURHAM RUBBER CO., LIMITED
Bowmanville, Ont.

Leaders for Dark Days



Banner Cold
Blast Lanterns.

Climax Safety
Lanterns.

Banner Cold
Blast Search
Lights.

Little Bobs
Brass Lanterns

Banner Lamp
Burners.

Etc., Etc.

Manufactured by

THE ONTARIO LANTERN CO.,
HAMILTON, ONT.



Australasian Hardware and Machinery,

The Organ of the Hardware, Machinery
and Kindred trades of the Antipodes.

SUBSCRIPTION \$1.25 PER ANNUM,

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PUBLISHING OFFICES:

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New York, - Park Row Building.

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London, - 42 Cannon St., E.C.

Specimen Copies on application.

HEATING AND PLUMBING

ACETYLENE GAS.

ACCORDING to an article in the September *Cosmopolitan*, by Lieut.-Col. David P. Heap, Corps of Engineers, U.S.A., the origin of acetylene gas dates back to 1836, when Edmund Davy, an English chemist, secured a by-product to the production of metallic potassium which would decompose water with the evolution of a gas containing acetylene.

In 1862 Woehler announced that calcium carbide, which he had made by heating an alloy of zinc and calcium with charcoal to a very high temperature, would decompose water and yield a gas containing acetylene like Davy's compound.

Up to 1892 these two substances—calcium carbide and its product, acetylene—were practically forgotten.

In the meantime the modern electric furnace had been developed, and in the year 1892 Mr. Thomas L. Wilson, while conducting experiments at Spray, North Carolina, for the purpose of preparing metallic calcium by operating on a mixture of lime and coal, secured a melted mass of dark color.

This mass, when thrown in a neighboring stream, evolved a great quantity of gas which, on being lighted, burned with a brilliant but smoky flame.

Thus were calcium carbide and acetylene gas first prepared on a scale large enough to be of value commercially.

Calcium carbide is now produced commercially in many places—notably at Niagara Falls, New York, where the requisite electric current to produce the high temperature needed (4,500 Fahrenheit) can be readily and cheaply obtained.

Ground coke and lime are intimately mixed in the proper proportions and placed in the electric furnace; the result is that 56 parts of lime and 36 of coke will make 64 parts calcium carbide and liberate 28 parts carbon monoxide.

If the lime and coke are pure, an ingot of pure carbide will be formed, surrounded by a crust of material less pure, because partially uncovered.

Calcium carbide is dark brown or black; crystalline and brittle; has a specific gravity of 2.22 to 2.26; may be heated to redness without change; will soften and fuse in an electric furnace; will not burn except when heated in oxygen; and will keep indefinite-

ly if sealed from the air, but will absorb moisture from the air and gradually slake like ordinary lime. If placed in water, or in any liquid containing water, it will effervesce vigorously and liberate acetylene gas.

Calcium carbide consists of lime and carbon. In contact with water, the lime combines with the oxygen of the water, making slaked lime, and the carbon with the hydrogen, making acetylene gas. One pound of absolutely pure carbide will produce five and one half cubic feet of gas; but, as absolutely pure carbide is not made commercially, the usual ratio is one pound of carbide to four and one half cubic feet of acetylene.

Acetylene is a colorless gas possessing an offensive odor similar to decayed garlic, and so penetrating that one part of gas in 10,000 of air is distinctly noticeable—a valuable property, as by it leaks can be known long before they become dangerous. The odor is entirely due to impurities in the coke and lime; pure coke and pure lime will yield pure carbide. When the gas is burned in a proper jet there is no odor.

Water will dissolve its volume of acetylene if intimately mixed, but if the acetylene rests on top of the water, the top layer of water becomes saturated and prevents the gas from penetrating farther.

Like all gases which burn in the air, it will explode when mixed with air in the proper proportions, prior to ignition. One part of acetylene with 12 and one-half parts of air will produce perfect combustion; the same proportions will also produce the most violent explosion, though it will also explode with a greater or less proportion of air, varying from three to 82 per cent.

Acetylene gas, unmixed with air, is not explosive at ordinary pressure, and modern burners are so constructed that the air for combustion is supplied after the gas issues from the jet.

The illuminating power of acetylene, in a proper burner, is greater than that of any other known gas; the flame is absolutely white and of great brilliancy; its spectrum closely approximates that of sunlight, and, consequently, it shows the same colors as daylight. It is strongly actinic and well adapted for photography. It neither heats nor pollutes the air so much as coal gas.

It is one of the cheapest illuminants known—kerosene being its closest rival in

economy. One pound of calcium carbide costing at the present price $3\frac{1}{2}$ c., will make $4\frac{1}{2}$ cubic feet of acetylene gas, which will produce 225 candle-power for one hour. It will take $56\frac{1}{4}$ cubic feet of ordinary city gas to give the same amount of light, and at \$1 per 1,000 feet, city gas would cost 53.5c. to produce the same light as acetylene.

Although there are many other uses of this new gas, the most important and the most valuable is as an illuminant, and the very fact that its generation, by adding water to carbide, is so easy, has flooded the patent office with a number of crude appliances—the inventors of which did not understand the properties of the gas nor the simple precautions to be taken to insure its safe generation.

At the Pan-American Exposition—where I had the honor to be the chairman of the committee on awards to which was assigned the examination of the acetylene generators exhibited—a set of requirements was drawn up by the committee which, if followed, would produce a nearly ideal generator. The generators were examined and tested, not only according to the directions given by the makers, but also by experiments which might be made by extremely careless and ignorant attendants—the object being to find out how nearly “fool-proof” the generators have been made.

Each requirement was given a certain weight, by which the marks given to the requirement were to be multiplied.

The highest mark given to any one requirement was ten, and, in order to compute the final rating of the generator, this mark was multiplied by the weight given to each requirement in the table below. A generator which complied with every requirement would thus receive a total of 1,160 points.

If an intending purchaser would use this method in examining a generator and refuse to buy one which did not receive 95 per cent. of the above number of points, or 1,102 points, he would be sure to select a safe and satisfactory generator.

(To be continued.)

BUILDING PERMITS ISSUED.

Building permits have been issued in Ottawa to D. Cuthbertson, for a \$3,500 dwelling at lot E, Albert street; to Alderic Carpenter, for a \$1,000 dwelling at lot 100, Somerset street; to Christopher Rivett, for

THE EDINBURGH ROPERIE & SAILCLOTH CO., LIMITED

LEITH, SCOTLAND

Manufacturers of

Cordage of all kinds, Flax Sailcloths, Tarpaulins and Water-Proof Cloths, Sewing Twines, Fishing Twines, Fishing Lines, Tying Twines, Etc., Etc.

Represented by

DAVID INGLIS, 9 St. Peter St.,
MONTREAL
Phone Main 4359.

STORM-PROOF PAINT



In the paint business, the best is going to win out. Every day come more and more inquiries for good paint—pure paint—paint that withstands the ravages of storm. Now, the only paint that will stand is pure paint, for which a price of pure paint must be paid. Cheap paints will not stand.

RAMSAYS PAINTS

are not cheap paints, but they are not dear paints. People are seeking anxiously for pure paints. It means business to those merchants who have pure paints. Ramsays paints will assist you in this. You will get pure paint at a reasonable price, well advertised, well known, in good demand. It means profit to you, satisfaction to customers. Are you satisfied with what you have?

A. Ramsay & Son

THE PAINTMAKERS,

Est'd 1842.

MONTREAL

You "Heintz"
May
Need a
Trap

A Steam Trap—
One that pays
for its cost by
saving steam.
Write for Circular
and be posted

The Jas. Morrison Brass Mfg. Co.
Toronto. Limited

ONTARIO SILVER CO.,

Limited,

NIAGARA FALLS, CANADA.

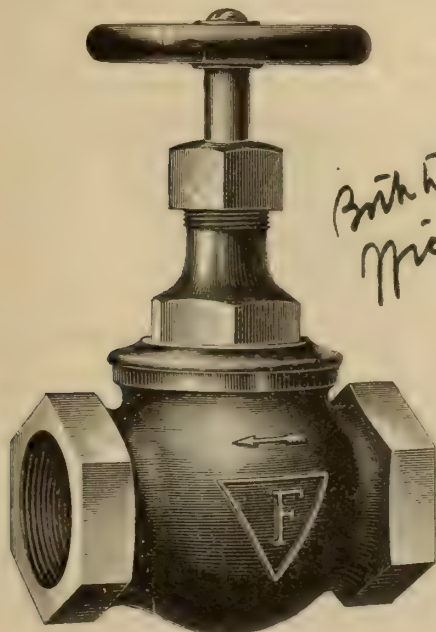
Manufacturers of FLATWARE, CUTLERY and
ELECTRO PLATE.
Ask for our Catalogue and Quotations.



Ontario Nut Works, Paris
BROWN & CO.

Manufacturers of

All sizes of Hot Pressed
Nuts, Square and Hexagon.



GOOD VALVES

ARE ABSOLUTELY ESSENTIAL
TO THE STEAM USER.

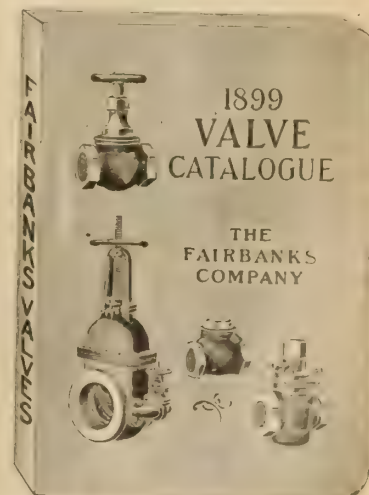
Then it is quite necessary you should sell an article to fill the bill.

This will fill it:

The
Fairbanks

Renewable Asbestos Disc Valves.

SEND FOR OUR CATALOGUES AND PRICES.



THE FAIRBANKS COMPANY, 749 Craig St., MONTREAL

a \$900 addition to lot 41, Third street; to Andrew Acres, for a \$2,700 dwelling at lot 6, O'Connor street; to And. Fogarty, for a \$2,800 dwelling at lot 9, Sherwood street; to S. L. Kyle, for a \$1,000 dwelling at lot 5, Wellington street.

Building permits have been issued in Toronto to Samuel Crane for a \$4,700 residence on Spadina road; to Allan Maclean, for three \$1,500 houses on Wellesley street, near Sumach; to R. Elmsley, for two \$3,000 dwellings on Elmsley place, near St. Joseph street; to Chas. Parker, for a \$3,300 residence on Roxborough avenue, near Avenue road; to E. A. Drummer, for a pair of \$1,600 dwellings, near Bloor street, on St. Clarens avenue.

PLUMBING AND HEATING NOTES.

Naud & German, contractors, Montreal, have dissolved.

Henry Deluttre, contractor, Windsor, Ont., has assigned to J. O. Peck.

The assets of The Sunlight Gas Co., Montreal, are advertised for sale by tender.

J. A. Couvrette will continue in Montreal as contractor, doing business in his wife's name.

Ross & Holgate have registered as contractors, engineers, etc., Montreal and Toronto.

Kent & Turcotte have been appointed curators of A. T. Riopelle, contractors, Montreal.

Frances Hudson has registered as proprietor of the business formerly carried on by Carroll Bros. & Co., plumbers, Montreal.

Tenders are asked by James W. Carswell, Chatham, Ont., before noon next Wednesday for plumbing, electric wiring, galvanized iron work, painting, etc., in a house on Victoria avenue, Chatham.

In the issue of October 12 it was stated that L. A. Caron and Alex. Desmarteau have registered partnership, as contractors, under the style of Joseph Charlebois, this was erroneous as L. A. Caron, of Gagnon & Caron and Alexandre Desmarteau, accountants, have been jointly appointed curators of the estate of Joseph Charlebois, contractors, Montreal.

PROTECTION OF WOOD AGAINST HIGH STEAM PRESSURE.

To protect wood against the influence of acids and high steam pressure, The Metalarbeiter recommends the following:

Mix two parts of burnt plaster of paris (by weight) with one part (also by weight) of finely pulverized asbestos. Mix this powder with a sufficient quantity of fresh ox blood to make the whole a mass of the con-

sistency of mixed paint. Have the wood thoroughly dry before applying first coat which should be repeated once or twice after each drying. Finish with a thin coat of linseed-oil varnish. Dry the wood either over a small charcoal fire or by exposure to the air for several days. Then allow steam to slowly penetrate the wood and give another thorough drying before use. This coating will stick to the wood solidly, never cracks, gives off neither taste nor smell, and its cost is inconsiderable. Particularly well adapted for woodwork around steam plants in breweries, distilleries, artificial ice manufactories, etc.

SOME BUILDING NOTES.

S. J. Atkins is building a new brick house in Lynden, Ont.

The Woodstock, Ont., Box Co., Limited, have decided to build a 66 x 21 ft. addition.

A new church will be built by the congregation of the Church of St. Jean, Westmount, Que.

D. Dutton, general merchant, Sintaluta, Man., is erecting a large addition to his store and dwelling.

The new Baptist church at Owen Sound, Ont., will probably cost about \$10,000, and should be finished within a year.

A chapel and school is to be erected at Commissioner's Lake, Que., by the Society of Colonization of St. Jean Baptiste, St. Sauveur, Que.

The Wiarton, Ont., Canadian says that 50 new dwellings have been built in that town during the past season, and predicts even greater activity next summer.

SCIENTIFIC PLUMBING.

The following communication, signed by Mr. H. A. Knox, secretary of the Master Plumbers' Association of the Dominion, appeared in a recent issue of The Ottawa Citizen:

Now that the management of the health office is being remodelled, would it not be correct for the city solicitor to urge the necessity of amending the Ontario law so as to permit the city council to appoint an official whose duty it would be to insist upon all plumbing work being done on lines that conform to modern ideas of sanitation. Last year the city solicitor ruled that according to the Provincial statutes a municipality has not power to appoint a plumbing inspector. Now we have been visited by a scourge that promises to be epidemical, there ought to be no obstacle to the city adopting what measures are considered best for the preservation of the community.

THE "KELSEY" WON THE MEDAL.

The "Kelsey" warm air generators have been awarded a silver medal and highest award for warm air heating apparatus at the Pan-American.

SELLING HARDWARE AT MIDNIGHT.

It is not often that travelling salesmen seek to do business at midnight. But Mr. Dunn, who travels for H. S. Howland, Sons & Co., is evidently not adverse to doing it. He recently, at the midnight hour, called on J. Bowman, a Rosport, Ont., general merchant, and got an order, but, possibly owing to the hour at which the business was done, one or two items were forgotten by the latter. A few days later Mr. Bowman wrote H. S. Howland, Sons & Co., ordering the goods which had been overlooked, and added: "Your Mr. Dunn was here two days ago seeking business at the midnight hour. He got some at the ghostly hour, and, possibly, saved a train wreck, as, on going up to the station, I found a switch badly used up by a brake-beam of a train that had just passed, the east-bound passenger train being expected in an hour."

CANADIAN SAFES FOR BERMUDA.

Mr. C. S. Pickford, of the Pickford & Black Steamship Co., reports that one of the company's vessels left Halifax, N.S., the other day with the first consignment of vault material ever sent from Canada to Bermuda, West Indies. The consignment was made by the J. & J. Taylor Co., safe manufacturers, of Toronto, and it is to be used in a new bank at Hamilton, Bermuda. The contract, Mr. Pickford says, was awarded in competition against some of the largest firms in the United States, and he looks upon it as an example of what Canadian manufacturers can gain in the way of trade with the West Indies if they will but try their best.

MR. BERTRAM GOES TO MONTREAL.

Mr. J. H. Bertram, of the Customs Department, Toronto, left for Montreal on Monday night to take charge of the hardware branch of the Customs House there during the absence of Appraiser Lanthier.

WIRE NAILS TACKS WIRE

Prompt Shipment.

The ONTARIO TACK CO.
Limited
HAMILTON, ONT.

ROYAL

"Good Cheer" Range

Four Holes.
Sheet Steel Oven.
For Coal or Wood.

A deviation from the ordinary everyday four-hole Range. Being cast upon a Deep Base it has a solid, substantial, "well-to-do" appearance; at once creating the impression that it belongs to the "best families"—and this impression is lasting.

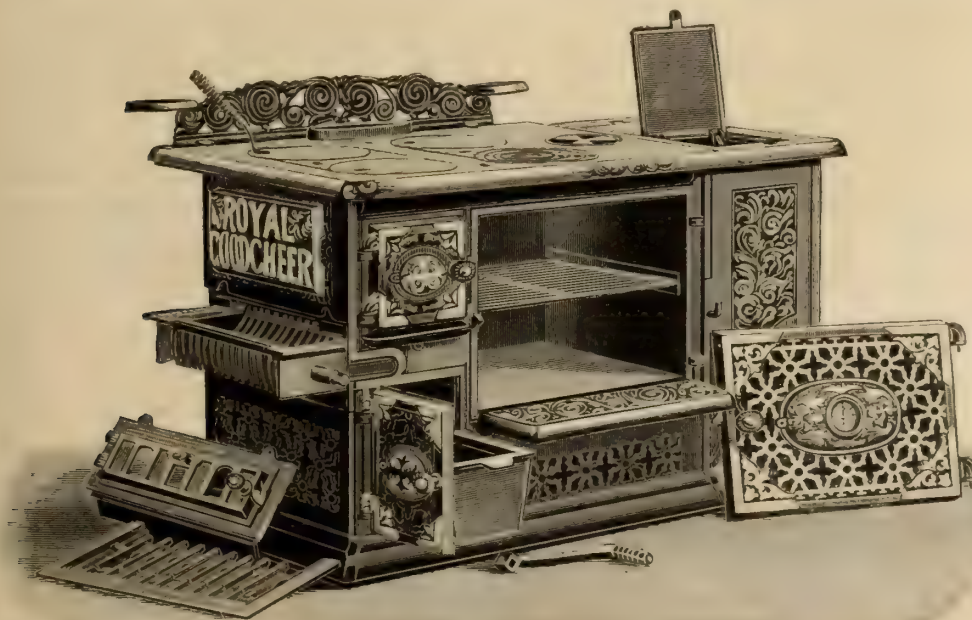
Possibly a little higher in price, **but a great deal higher in standard** than the generality of so-called "first-class" four-hole Ranges.

Although only introduced in June of this year we have had many repeat orders.

Among the many advantages claimed for this Range we mention only the following :—



NO. 9-20—20 X 20 X 13½.



The Grates can be removed or changed **without disturbing linings or water front.**

All heavy cast iron linings for coal or wood.

A sliding damper on top completely and easily regulates and controls the fire.

Extra large sheet steel oven **thoroughly ventilated.**

Thermometer in door indicating at all times exact temperature of oven.

MADE ONLY BY

The Jas. Stewart Mfg. Co., Limited

WOODSTOCK, ONT.

JAS. H. ASHDOWN, WHOLESALE REPRESENTATIVE, MANITOBA AND N. W. T., WINNIPEG, MAN.

THE ECONOMICAL DISTRIBUTION OF HARDWARE

Papers read at The Cleveland Convention of the National Hardware Association of the United States.

Paper by William Bates.

HERE may easily be several things in the economical distribution of hardware and kindred lines which the manufacturer of same to-day, in his haste to build up a large and rapidly increasing business, will overlook. The temptation to market his product through every available channel is one that is not easily withstood, and in a good many cases may not prove to be the most economical course to pursue.

The manufacturer who has built up a large business, but is satisfied to have his product flow to the consumer

THROUGH A FEW LARGE CHANNELS

finds himself in an unenviable position if through any means one of these large outflow channels is cut off, for he has to build his bridges all over again at considerable cost. I would, therefore, say to the manufacturer who would distribute his product most economically—spare no pains in the choice of the path that will carry it most directly to the consumer, and see to it that this path is paved at the start, so that it will stand the wear and tear of time.

"One cannot grow figs from thistles," therefore, if the manufacturer would

DISTRIBUTE HIS PRODUCT ECONOMICALLY

he must determine what jobbers cater most directly to the consumer of the particular product he manufactures, and devote most of his time and energy to cultivating the trade, respect and confidence of those jobbers.

This can only be done by first manufacturing a line of product that is second to none, something that the manufacturer can stand behind always, and will not be ashamed of at any time.

This is done by the employment of

SKILLED LABOR,

paying of fair wages, and the careful supervision of the product as it passes through its several operations in the mill. Second, I would say to manufacturers—Put up your product in

NICE ATTRACTIVE PACKAGES,

neatly papered or boxed or labeled. This is a very large factor in the economical distribution of a manufacturer's product, as the buyer will send repeat orders by mail for the goods that are put up so, and these mail orders, prorated against the order which cost him travelling expenses and other incidentals to secure, reduce the total expenses of distributing his product, and, therefore, as I said, are a great factor in the most economical way that a manufacturer can distribute his product.

A great many buyers never see the manufacturer himself, and he is only known to the buyer through the salesmen and the quality of goods he manufactures. It is, therefore, necessary that the salesman be

DIGNIFIED AND INTELLIGENT

and of strict integrity. Through possession of these virtues in a salesman, orders are often secured to the manufacturer in preference to his competitors, who manufacture just as good a pro-

duct, but whose representative does not, and never will, command the respect and confidence of the buyer. Cheap salesmen are very often; in fact, I might say always, weak-kneed, and are susceptible of being worked by a shrewd buyer who understands his business and recognizes in the salesman this element of weakness. There is surely no economy in employing the services of such a representative, because they can be secured for a few hundred dollars a year less than the man who is thoroughly conversant with his particular line of business, who can uphold the dignity of his position and command the respect, confidence and personal esteem of the buyer by his integrity and bearing. "By their deeds ye shall know them."

HANDLING OF CORRESPONDENCE.

The intelligent handling of correspondence materially assists in the economical distribution of a manufacturer's product.

The perfection the card index system has reached to-day enables a manufacturer to economically keep track of his customers and salesmen and to solicit his customers' orders at the right time to secure them. This system also classifies his trade, and if applied rightly to his particular line of manufacture and faithfully followed up is also a very important factor in assisting the manufacturer to economically distribute his product, and so I might go on and tell you several more things that experience has taught me answer this particular question.

Paper by George V. Willson.

I hesitate to speak to you upon a subject of such importance, the real answer to which determines whether the middleman is essential as the distributor

between the manufacturer and consumer. I cannot expect to present new ideas and only hope to emphasize some which have already been considered in the past.

THE JOBBER AS A DISTRIBUTOR.

It would seem to me that under ideal conditions there can be but one answer to the question, and that the manufacturer of hardware and kindred lines can most economically distribute his product by the aid of the jobber.

I say ideal conditions, meaning that almost millennium-like time when the manufacturer is satisfied to market his goods through the hands of the dealer, and maintains a proper distinction in price between the jobber, retailer and consumer. When the jobber is so in fact, and not alone in name, and does not take advantage of the prices obtained as a jobber to destroy the market of his customer, the retailer, whom he ought to protect—when he lives up to the spirit of your organization, "the promotion of more

FRIENDLY BUSINESS RELATIONS

and mutual confidence and good-will with each other and with manufacturers"—and when the retailer is content to act as the final distributor of the goods and is willing to recognize that the jobber is entitled to a lower price than himself.

THE COST OF DISTRIBUTION

is not the only question affecting the relations between the jobber and the manufacturer. The time was, not so many years since, when the private brands of dealers were practically unknown and the manufacturer had a just pride in the reputation of his goods and an inducement to maintain the quality of his various brands. In these degenerate days, however, every dealer, large or small, must have his private brands and labels, and, instead of being the agent for the distribution of the goods, poses both as manufacturer and distributor. The real manufacturer, therefore, in order to retain his identity, is compelled to seek the retailers or large consumers, who prefer high-grade goods of the manufacturers' own brands, hence more

HENDERSON & POTTS

HALIFAX AND MONTREAL.



Sole Manufacturers
in Canada of

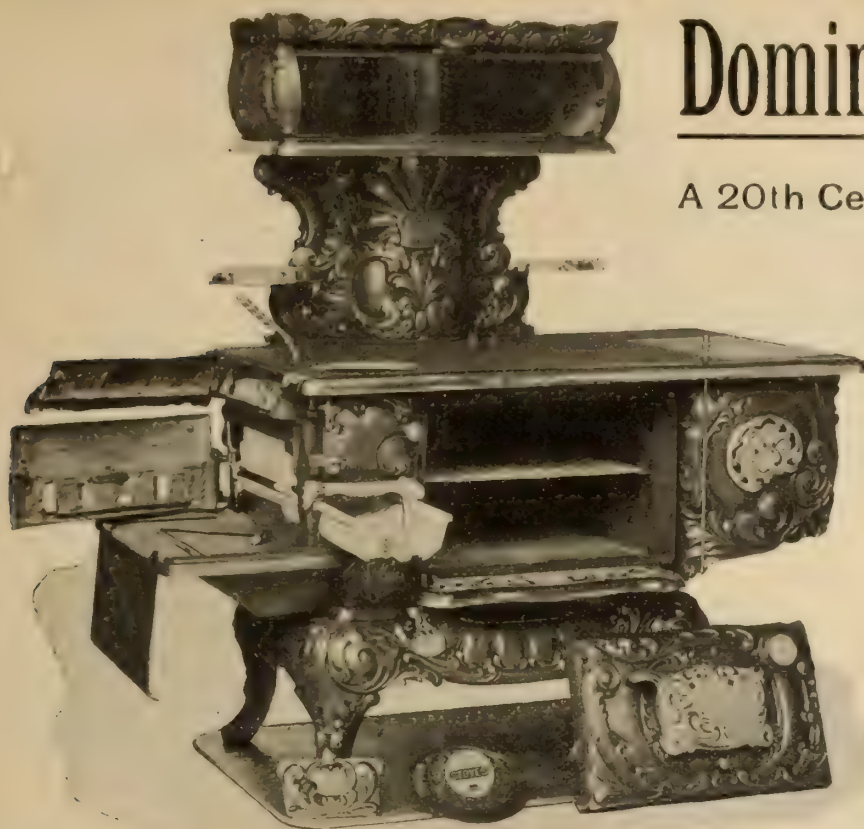
Brandram Bros.
& Co., London, Eng.

B.B.

GENUINE WHITE LEAD

Brandram's Genuine B.B. is the best White Lead made. It is unequalled for whiteness, and fineness and body, and will cover more surface than any other White Lead Paint. It is the favorite White Lead in England, Canada, United States, Australia, Russia, etc., Made by a special process, and is superior to all other White Lead for durability.

SEND FOR QUOTATIONS.



THE Dominion Jewel Range

A 20th Century Range, *made in all styles.*

SOME FEATURES PECULIARLY ITS OWN :

Genuine Steel Oven—as fitted in the celebrated Grand Jewel Wood Cook. Rolling steel front on high closet. Drop hearth.

~~~~~  
Oven is square, 20 in. x 20 in., and is 13 inches high.  
~~~~~

Note features as shown.

MADE ONLY BY

The BURROW, STEWART &
MILNE COMPANY, Limited,
HAMILTON, CANADA.

Write for descriptive circulars

AMERICAN SCYTHES.

Hubbard & Blake's
and Isaiah Blood's

Celebrated Scythes

PRICES NO HIGHER THAN CANADIAN—QUALITY BETTER.

If you want them and your Jobber has not got them write to us.

Thos. C. Collins & Sons

301 St. James St.

MONTREAL

SALES AGENTS FOR CANADA.

American Axe & Tool Co.

253 BROADWAY,

NEW YORK, N.Y.

cost of distribution becomes a secondary consideration with him.

The manufacturers and jobbers are necessarily

DEPENDENT UPON EACH OTHER,

and, realizing that fact, should treat each other in the spirit of mutual kindness and good-will.

I have, as a member of an association of manufacturers, with which you are familiar, had the privilege of coming in contact with various committees representing your organization quite often during the past five years, and while we have not always been able to agree upon certain lines of policy, and have had occasion to change our views upon important points during that time, still I wish to express my appreciation of the almost universal spirit of fairness which has prevailed.

DESIRE TO AID JOBBERS.

The manufacturers desire to aid the jobbers in every reasonable way, for it would only be good business policy to do so. We try to protect you to that reasonable margin of profit to which you are entitled, and encourage you in every way to obtain it, for at no time is our business so satisfactory as when our friends are obtaining proper compensation for distributing our goods.

THE JOBBERS PROFIT.

There is one point which I would like to impress upon you right here, and which so many seem to overlook, namely, that the proper place for the jobber to look for his profit is from his customer, and not from the manufacturer. It is hard enough for the latter to make his own profit, to say nothing of also making a profit for you.

Let us try to get closer together, realizing that although "shrewd business," as it is improperly called, may seem to prosper at times, still it is better to give the old-fashioned definition to honesty instead of the "business" definition which sometimes prevails.

Paper by C. D. Van Wagener.

Economy is one of the leading factors in the success of any business. We believe that a liberal economy, so to speak, saves the most money and gets the best results. A manufacturing concern that is honest all the way through, honest in its goods and in its dealings, and which also has good will that is hearty and genuine, has an advantage and power in its favor that will, in time, establish strong and mutually valuable relations with jobbers of like character, and will keep a flow of its goods being distributed through them to the consumer at a minimum outlay.

THE EASILY HANDLED BUSINESS.

Fewer salesmen and less travelling expenses, ruinous concessions to buy unstable trade, and various other items of cost are saved if a manufacturer has secured a trade that is easily handled. Instead of rushing around the country to get the whole earth, if he will select as many substantial and favorably-located jobbing houses, as is reasonable without inviting attacks on his trade from his rivals, and will cultivate favorable relations with them, he will get his proportion of what the market takes at the highest average price and with the greatest economy.

We, therefore, repeat that the most economical way for a manufacturer to

market his product is to cultivate close relations with the jobbers best suited to place his goods, and if he has to buy his trade, let him do it with fair dealing, good will and concessions that will not break his own market.

Paper by G. E. Needham.

The subject you have assigned to me for discussion is "How can manufacturers of hardware and kindred lines most economically distribute their products?"

In considering this question and giving my views, it seems to me that some light may be obtained by relating my experience along these lines for over 30 years, and they may be of some interest, if not amusement, to the members of this convention.

EXPERIENCE AS A SCHOOLMASTER.

It is said that "Experience is a good schoolmaster." I think in my case this saying has been verified. My experience was not along the lines of hardware, but kindred lines, viz.: Iron and steel roofing, sidings, ceilings, conductor pipe, eave-trough, etc. Our company, The Garry Iron and Steel Roofing Company, was among the first to commence this business, and may be considered the pioneer manufacturers of the above-named material; therefore, it became my business to market our products. The question came to my mind, "What will be the best and most economical way to dispose of them?" Metal sheets were well known, but not for roofing purposes; it therefore became necessary to educate the public to their practical use for purposes designed, and who should be the schoolmaster? Knowing the ability of jobbers for this work, I sought to make arrangements with them for this purpose. They kindly and gently in-

formed me that a demand for them must first be created before they would or could do anything with them. These were the

OLD SCHOOL JOBBERS

doing business on the slow motive power, hence the demand had to be created, which was done through other sources: the consumer, the tinner and the retailer. The demand did come and came in enormous proportions as evidenced by the thousands of tons of sheet metal that are used for these products yearly at the present time. The demands have been made, conditions for handling manufactured product are changed, business is being done on the high pressure and rapid transit principle. Now the question arises: "What is the cheapest, quickest and most practical way of marketing our goods?" The demand has been created—now the demand is, "What is the best and most feasible way of taking care of this demand?"

JOBBERS CAN SOLVE THE PROBLEM.

In looking the field over, I am satisfied that this problem can be solved through the agency of the jobber. When we take into consideration, their "ways and means" and their willingness, providing you give them the money end of the business, to handle our products, we, as manufacturers, are forced to admit that the proper solution of the question is in favor of the jobber.

In conclusion I wish to say that a closer and more harmonious business relationship should exist between the manufacturer and the jobber. Their relations should be placed on a base of "live and let live," in perfect harmony and justice, on the universal brotherhood of man, and founded on the eternal principle of "Doing unto others as you would have others do unto you."

American Sheet Steel Company

Battery Park Building
New York

Manufacturers of all varieties of
Iron and Steel Sheets
Black and Galvanized
Plain and Painted
Flat, Corrugated and
"V" Crimped

Apollo Best Bloom Galvanized
W. Dewees Wood Company's
Patent Planished Iron
W. Dewees Wood Company's
Refined Smooth Sheets
Wellsville Polished Steel Sheets

Representatives for Canada
B. & S. H. Thompson & Company
26 St. Sulpice Street
Montreal

"MIDLAND" "The Peerless"

BRAND

Foundry Pig Iron.

Made from carefully selected Lake Superior Ores, with Connellsville Coke as fuel, "Midland" will rival in quality and grading the very best of the imported brands.

Write for Prices to Sales Agents

Drummond, McCall & Co.
or to **MONTREAL, QUE.**
Canada Iron Furnace Co.
MIDLAND, ONT. Limited



James Warnock & Co. = Galt, Ont.

CURRENT MARKET QUOTATIONS.

October 25, 1901.

These prices are for such quantities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list as the desire is to make it perfectly accurate.

METALS.

Tin.

Lamb and Flag and Straits—
56 and 28 lb. ingots, per lb. 0 30

Tinplates.

Charcoal Plates—Bright
M.L.S., equal to Bradley. Per box \$6 75
I.C., usual sizes. 8 25
I.X. 8 25
I.X.X., " 9 75

Famous—
I.C. 6 75
I.X. 8 25
I.X.X. 9 75

Raven & Vulture Grades—
I.C., usual sizes. 5 00
I.X. 6 00
I.X.X. 7 00
I.X.X.X. 8 00
D.C., 12x17. 4 50
D.X. 5 25
D.X.X. 6 00

Coke Plates—Bright
Bessemer Steel—
I.C., usual sizes. 4 75
I.C., special sizes, base. 5 00
20 x 28. 9 50

Charcoal Plates—Terne
Dean or J. G. Grade—
I.C., 20x28, 112 sheets. 9 00
I.X., Terne Tin. 11 00
Charcoal Tin Boiler Plates. Per lb.

Cookley Grade—
X X., 14x56, 50 sheet box. 0 06 1/2
" 14x60, "
" 14x65, "

Tinned Sheets
72x30 up to 24 gauge. 0 07 1/2
" 26 " 0 08
" 28 " 0 08 1/2

Iron and Steel.
Common Bar, per 100 lbs. 1 95
Refined 2 45
Horse Shoe Iron 2 40
Hoop steel, 1 1/2 to 3 in. base. 3 10
Sleigh Shoe Steel base 2 10
Tire Steel. 2 30
Reeled Machinery 2 85
Toe Oak Steel. 3 00
T. Firth & Co's tool steel, per lb 0 12 1/2
Jesse's tool steel 0 14
Morton's tool steel 0 13
Black Diamond and "B.C." tool steel. 0 10 0 11
Chas. Leonard's tool steel. 0 08 0 09
Drill Steel, per lb. 0 08 0 10

Boiler Tubes.
1 1/2 inch. 0 12 1/2
2 " 0 13
2 1/2 " 0 15
3 " 0 16
3 1/2 " 0 20
4 " 0 25

Steel Boiler Plate.
1/4 inch. 2 50
3/8 inch. 2 60
1/2 inch and thicker. 2 50 2 60

Black Sheets.
18 gauge. Com. D.F. 2 85 3 00
22 to 24 gauge. 2 85 3 00
26 " 2 95 3 20
28 " 3 05 3 50

Canada Plates.
All dull, 52 sheets. 3 15
Half polished. 3 25
All bright. 3 75

Iron Pipe.
Black pipe—
1/2 inch. 4 30
3/4 " 3 15
1 " 3 19
1 1/4 " 3 42
1 1/2 " 3 56
2 " 5 00
2 1/2 " 7 12
3 " 8 51
3 1/2 " 11 56
4 " 22 75
4 1/2 " 30 00
5 " 37 50
5 1/2 " 42 75
6 " 51 50
6 1/2 " 57 50
7 " 74 50

Galvanized pipe—
1/2 inch. 4 75
3/4 " 5 00
1 " 7 36
1 1/4 " 10 00
1 1/2 " 11 98
2 " 16 05

Galvanized Sheets.
G.C. Comet. Amer. Head.
16 gauge. 4 15
18 to 24 gauge 4 15 3 90
26 " 4 35 4 15
28 " 4 60 4 40
Less than case lots 10 to 15c. extra.
28 gauge American equals 26 gauge English.

Chain.
Proof Coil, 3-16 in., per 100 lb. 7 85 8 10
" 5-16 " 4 95 5 25
" 3/4 " 4 35 4 60
" 7-16 " 4 15 4 40
" 1 " 4 00 4 25
" 1 1/4 " 3 90 4 15
" 1 1/2 " 3 80 4 05
" 2 " 3 85 4 10

Halter, kennel and post chains, 40 to 40 and 5 p.c.
Cow ties. 40 p.c.
Tie-out chains. 65 p.c.
Stall fixtures. 35 p.c.
Trace chain. 45 p.c.
Jack chain, iron, single and double, discount 35 p.c.
Jack chain, brass, single and double, discount 40 p.c.

Copper.
Ingot
English B. S., ton lots. 0 17 1/2
Lake Superior.
Bars.
Cut lengths round, 1/2 to 3/4 in. 0 23 0 25
" round and square 1 to 2 inches. 0 23 0 25
Sheet.
Plain, 14 oz., and light, 16 oz., 14x48 and 14x60. 0 24 0 24 1/2
Plain, 14 oz., and light, 16 oz., irregular sizes. 0 24 1/2 0 25
Tinned copper sheets. 0 26
Planished. 0 32
Braziers (in sheets.)
4x6ft. 25 to 30 lbs. ea. per lb. 0 25
" 35 to 45 " 0 24
" 50-lb. and above, " 0 23
Boiler and T. K. Pitts
Plain Tinned, per lb. 0 28
Spun, per lb. 0 32

Copper Ware.
Discount, 50 per cent.
Brass.
Rod and Sheet, 14 to 30 gauge 10 per cent.
Sheets, hard-rolled, 2x4 0 23
Tubing, base, per lb. 0 23 1/2

Zinc Spelter

Foreign, per lb. 0 05 1/2 0 06
Domestic "

Zinc Sheet.
5 cwt. casks. 00 6
Part casks. 60 6 1/4

Lead.
Imported Pig, per lb. 0 04 0 04 1/4
Bar, 1 lb. 0 05 1/2 0 05 3/4
Sheets, 2 1/2 lbs. sq. ft., by 0 06 1/4
Sheets, 3 to 6 lbs. 0 06
NOTE.—Cut sheets 1/2 cent per lb. extra.

Pipe, by the roll, usual weights per yard, lists at 7c. per lb. and 30 p.c. dis. f.o.b. Toronto.
NOTE.—Cut lengths, net price, waste pipe 8-ft. lengths lists at 7 1/2 cents.

Shot.
Common, \$6.50 per 100 lb.; chilled, \$7.00 per 100 lb.; buck, seal and ball, \$7.50. Discount, 17 1/2 p.c. Prices are f.o.b. Toronto, Hamilton, Montreal, St. John and Halifax. Terms 3 per cent. cash, freights equalized.

Sold Pipe and Fittings.
Discount, 60 and 10 per cent. on medium and extra heavy, and 60 per cent. on light.

Solder. Per lb. Per lb.
Bar half-and-half, guarant'd 0 19 1/4
Refined. 0 19
Wiping. 0 18

NOTE.—Prices of this graded according to quantity. The prices of other qualities of solder in the market indicated by private brands vary according to composition.

Antimony.
Cookson's, per lb. 0 10 1/2 0 11

White Lead. Per 100 lb.
Pure 6 12 1/2
No. 1 do. 5 75
No. 2 do. 5 37 1/2
No. 3 do. 5 00
No. 4 do. 4 52 1/2
Munro's Select Flake White. 7 37 1/2
Elephant and Decorators' Pure. 7 12 1/2
Brandram's B. B. Genuine. 7 50
" Decorative. 7 00
" No. 1. 6 50
" No. 2. 6 75

Red Lead.
Genuine, 560 lb. casks, per cwt. \$5 25
Genuine, 100 lb. kegs, per cwt. 5 50
No. 1, 560 lb. casks, per cwt. 4 50
No. 1, 100 lb. kegs, per cwt. 4 75

White Zinc Paint.
Elephant Snow White. 0 08 0 09
Pure White Zinc. 0 07 1/2 0 08
No. 1. 0 06 1/2 0 07

Dry White Lead.
Pure, casks. 5 12 1/2
Pure, kegs. 5 62 1/2
No. 1, casks. 4 87 1/2
No. 1, kegs. 4 75

Prepared Paints.
In 1/4, 1/2 and 1 gallon tins.
Pure, per gallon. 1 25
Second qualities, per gallon. 1 10
Barn (in bbls.). 0 75
The Sherwin-Williams Paints. 1 45
Canada Paint Co's Pure. 1 25
Toronto Lead & Color Co's Pure. 1 25
Sanderson Peary's Pure. 1 20
Stewart & Wood's Champion Pure. 1 20

Colors in Oil.
25 lb. tins, Standard Quality.
Venetian Red, per lb. 0 05
Chromine Yellow. 0 11
Golden Ochre. 0 06
French. 0 05
Marine Black. 0 09
Green. 0 09
Chrome. 0 08
French Imperial Green. 0 09

Colors, Dry.
Yellow Ochre (J.C.) bbls. 1 35 1 40
Yellow Ochre (J.F.L.B.) bbls. 2 00
Yellow Ochre (La Belle). 1 25
Brussels Ochre. 2 00
Venetian Red (best), per cwt. 1 50 1 75
English Oxides, per cwt. 3 00 3 25
American Oxides, per cwt. 1 10 2 00
Canadian Oxides, per cwt. 1 25 1 75
Super Magnetic Oxides, 93p.c. 2 00 2 25
Burnt Sienna, pure, per lb. 0 10
" Umber, " 0 10
do Raw. 0 09
Drop Black, pure. 0 09
Chrome Yellows, pure. 0 12
Chrome Greens, pure, per lb. 0 18
Golden Ochre. 0 06
Ultramarine Blue in 28-lb. boxes, per lb. 0 06 0 10
Fire Proof Mineral, per 100 lb. 1 00
Genuine Eng. Litharge, per lb. 0 07
Mortar Color, per 100 lb. 1 50
English Vermillion. 0 95
Pure Indian Red, No. 45 lb. 0 08 0 10
Whiting, per 100 lb. 0 80 0 65

Blue Stone.
Casks, for spraying, per lb. 0 07
100-lb. lots, do. per lb. 0 08

Putty.
Bulk in bbls. 1 30
Bulk in less quantity. 2 05
Bladders in bbls. 2 25
Bladders in kegs, boxes or loose. 2 40
Bladders in 25-lb. tins. 2 35
Bladders in 12 1/2-lb. tins. 2 65
Bladders in bulk or tins less than 100 lb. 2 90

Varnishes.
In 5-gal. lots. Per gal.
Carriage, No. 1. 2 90 3 30
" body. 8 00 9 00
" rubbing. 4 00 5 00
Gold Size, Japan. 3 00 3 40
Brown Japan. 2 40 2 80
Elastic Oak. 2 90 3 30
Furniture, extra. 2 40 2 80
" No. 1. 1 60 2 00
Hard Oil Finish. 2 70 3 10
Light Oil Finish. 3 20 3 60
Demar. 3 30 3 70
Shellac, white. 4 40 4 80
" orange. 4 00 4 40
Furniture Brown Japan. 1 60 2 00
Black Japan. 2 40 2 80
" No. 1. 1 60 2 00

The Imperial Varnish & Color Co's.
Limited, Elastilite Varnish 1 gal. can, each. \$3.00.
Gran tine Floor Finish per gal. \$2.75.
Maple Leaf Coach Enamels: Size 1, \$1 20; Size 2, 70c.; Size 3, 40c. each.

Castor Oil.
East India, in cases, per lb. 0 09 1/2 0 10
" small lots. 0 10 0 10 1/2

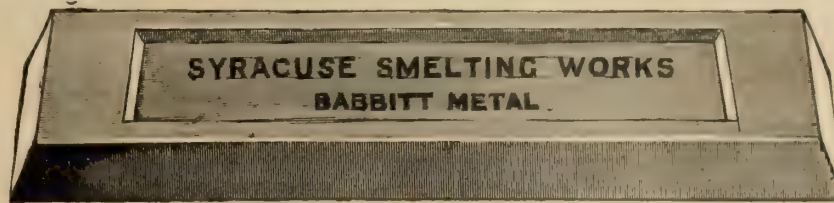
Cod Oil, Etc.
Cod Oil per gal. 0 50 0 55
Pure Olive. 1 20
" Neatsfoot. 90

Glue.
Common. 0 08 1/2 0 08
French Medal. 0 14 0 14 1/2
Cabinet sheet. 0 12 0 13
White, extra. 0 18 0 20
Gelatine. 0 22 0 30
Strip. 0 18 0 20
Coopers. 0 19 0 20
Huttnet. 0 19

USE PHOSPHORINE BABBITT METAL

It is the new discovery. Ask for particulars.

It is the only Anti-Friction Metal known to be chemically pure.



Wire, Triangular and Bar Solder, Pig Tin, Lead, Ingot Copper, Ingot Brass, Antimony, Aluminum, Bismuth, Zinc Spelter, Phosphor Tin, Phosphor Bronze, Nickle, etc., always in stock.

CANADIAN WORKS, MONTREAL, P.Q.
AMERICAN " SYRACUSE, N.Y.

Syracuse Smelting Works

For
Paper and Pulp
Mills, Saw and
Wood Working
Machinery, Cotton
and Silk Mills,
Dynamoes, Marine
Engines, and all
kinds of
Machinery
Bearings.

Wire.
Hat and Coat, discount 45 per cent.
Belt, per 1,000..... 0 60
Screw, bright, dis. 55 per cent.

HORSE NAILS.
"C" brand 50 and 7 1/2 p.c. off new li } Oval-
"M" brand 50, 10 and 5 per cent. } head
Countersunk 80 per cent.

HORSESHOES
F.O.B. Montreal.
No. 2 No. 1.
and and
larger and
smaller.
Iron Shoes.
Light, medium, and heavy... 3 50 3 75
Snow shoes..... 3 75 4 00
Steel Shoes.
Light..... 3 60 3 85
Featherweight (all sizes)..... 4 85 4 85
F.O.B. Toronto, Hamilton, London and
Guelph, 10c. per keg additional.
Toe weight steel shoes..... 6 70

JAPANNED WARE.
Discount, 45 and 5 p.c. off list, June 1899
ICE PICKS.
Star per doz..... 3 00 3 25
KETTLES.
Brass spun, 7 1/2 p.c. dis. off new list.
Copper, per lb..... 0 30
American, 60 and 10 to 65 and 5 p.c.

KEYS.
Lock, Can., dis. 45 p.c.
Cabinet, trunk, and padlock,
Am. per gross..... 60
DOOR, japanned and N.P., per
doz..... 1 50 2 50
Bronze, Berlin, per doz..... 2 75 3 25
Bronze Genuine, per doz..... 6 00 9 00
Shutter, porcelain, F. & L.
screw, per gross..... 1 30 4 00
White door knobs—per doz..... 1 25

HAY KNIVES.
Discount, 50 and 10 per cent.
LAMP WICKS.
Discount, 60 per cent.
LANTERNS.
Cold Blast, per doz..... 7 00
No. 3 "Wright's"..... 8 50
Ordinary, with O burner..... 4 00
Dashboard, cold blast..... 9 00
No. 0..... 5 75
Japanning, 50c. per doz. extra.

LEMON SQUEEZERS.
Porcelain lined..... 2 20 5 60
Galvanized..... 1 87 3 85
King, wood..... 2 75 2 90
King, glass..... 4 00 4 50
All glass..... 1 20 1 30
LINES.
Fish, per gross..... 1 05 2 50
Chalk..... 1 90 7 40

LOCKS.
Canadian, dis. 45 p.c.
Russel & Erwin, per doz..... 3 00 3 25
Cabinet.
Eagle, dis. 30 p.c.
Padlock
English and Am. per doz..... 50 6 00
Scandinavian..... 1 00 2 40
Eagle, dis. 20 to 25 p.c.

MAACHINE SCREWS. Iron and Brass.
Flat head discount 25 p.c.
Round Head discount 20 p.c.
MALLET.
Tinsmith's, hickory, per doz..... 1 25 1 50
Carpenter's, per doz..... 1 25 3 75
Lignum Vitae, per doz..... 3 85 5 00
Caulking each..... 2 00 2 00

MATTOCKS.
Canadian, per doz..... 5 50 6 50
MEAT CUTTERS.
American, dis. 25 to 30 p.c.
German, 15 per cent.
MILK CAN TRIMMINGS.
Discount, 25 per cent.

NAILS.
Quotations are:
2 and 3d..... \$3 55 \$3 85
3d..... 3 20 3 52
4 and 5d..... 2 95 3 35
6 and 7d..... 2 85 3 20
8 and 9d..... 2 70 3 00
10 and 12d..... 2 65 2 95
16 and 20d..... 2 60 2 90
30, 40, 50 and 60d. (base)..... 2 55 2 85

Wire nails in carlots are \$2.77 1/2
Galvanizing 2c. per lb. net extra.
Steel Cut Nails 10c. extra.
Miscellaneous wire nails, dis. 70 and 10 p.c.
Coopers' nails, dis. 30 per cent.
Flour barrel nails, dis. 25 per cent.
NAIL PULVERS.
German and American..... 1 85 3 50
NAIL SETS.
Square, round, and octagon
per gross..... 3 38 4 00
Diamond..... 12 00 15 00

NETTING.
Poultry, 55 per cent. for McMullen's
OAKUM. Per 100 lb.
Navy..... 6 00
U. S. Navy..... 7 25
OIL.
Water White (U. S.)..... 0 16 1/2
Prime White (U. S.)..... 0 15 1/2
Water White (Can.)..... 0 15
Prime White (Can.)..... 0 14

OILERS.
McClary's Model galvan. oil
can, with pump, 5 gal.,
per doz..... 10 00
Zinc and tin, dis. 50, 50 and 10.
Copper, per doz..... 1 25 3 50
Brass..... 1 50 3 50
Malleable, dis. 25 per cent.
GALVANIZED PAIRS.
Dufferin pattern pairs, dis. 45 p.c.
Flaring pattern, discount 45 per cent.
Galvanized wash tubs discount 45 per cent.
PIECED WARE.
Discount 40 per cent. off list, June, 1899.
10-qt. flaring—no buckets, dis. 40 p.c.
6, 1 and 14-qt. flaring pails, dis. 40 p.c.
Creamer cans, dis. 40 p.c.
PICKS.
Per doz..... 6 00 9 00
PICTURE NAILS.
Porcelain head, per gross..... 1 75 3 00
Brass head..... 0 40 1 00

PICTURE WIRE.
Tin and gilt, discount 75 p.c.
PLANES.
Wood, bench, Canadian dis. 40 per cent.
American dis. 50.
Wood, fancy Canadian or American 7 1/2
to 40 per cent.
PLANE IRONS.
English, per doz..... 2 00 5 00
PLIERS AND NIPPERS.
Button's Genuine per doz pairs, dis. 37 1/2
40 p.c.
Button's Imitation, per doz..... 5 00 9 00
German, per doz..... 0 60 2 60
POWDER.
Velox Smokeless Shotgun Powder.
100 lb. or less..... 0 85
1,000 lb. or more..... 0 80
Net 30 days.
PRESSED SPIKES.
PULLEYS.
Hothouse, per doz..... 0 15 1 00
Axle..... 0 22 0 33
Screw..... 0 27 1 00
Awning..... 0 35 2 50
PUMPS.
Canadian cistern..... 1 80 3 60
Canadian pitcher spout..... 1 40 2 10
PUNCHES.
Saddlers, per doz..... 1 00 1 85
Conductors..... 9 00 15 00
Tinner's solid, per set..... 0 00 0 72
" hollow, per set..... 0 00 1 00

RANGE BOILERS.
Galvanized, 3 gallons..... 7 60
" 35 "..... 8 25
" 40 "..... 9 50
Copper, 30 "..... 22 00
" 35 "..... 26 00
" 40 "..... 30 00
Discount off Copper Boilers 10 per cent.

RAKES.
Cast steel and malleable, 70 p.c.
Wood, 10 per cent.

RAZORS.
per doz.
Elliot's..... 4 00 18 00
Geo. Butler & Co.'s..... 4 00 18 00
Bokers..... 7 50 11 00
" King Cutter..... 12 50 51 00
Wade & Butcher's..... 3 60 10 00
Theile & Quack's..... 7 00 12 00

REAPING HOOKS.
Discount, 70 per cent.

REGISTERS.
Discount..... 40 per cent.

RIVETS AND BURS.
Iron Rivets, black and tinned, discount 60
and 10 per cent.
Iron Burrs, discount 55 per cent.
Extras on Iron Rivets in 1-lb. cartons, 1/2 c.
per lb.
Extras on Iron Rivets in 1/2-lb. cartons, 1 c.
per lb.
Copper Rivets & Burrs, 35 and 5 p.c. dis.
and cartons, 1 c. per lb. extra, net.
Extras on Tinned or Coppered Rivets
1/2-lb. cartons, 1 c. per lb.

RIVET SETS.
Canadian dis. 35 to 37 1/2 per cent.

ROPE ETC.
Sisal. Manila.
7-16 in. and larger, per lb..... 14 1/2
3/4 in..... 11 1/2
1/2 and 5-16 in..... 16
Cotton, 3-16 inch and larger
" 5-32 inch..... 21
" 1/8 inch..... 22 1/2
Russia Deep Sea..... 15 1/2
Jute..... 5
Lath Yarn..... 1 1/4
New Zealand Rope..... 10

RULES.
Boxwood, dis. 75 and 10 p.c.
Ivory, dis. 37 1/2 to 40 p.c.

SAD IRONS.
Mrs. Potts, No. 35, polished..... 62 1/2
" No. 50, nickel-plated..... 67 1/2
SAND AND EMERY PAPER.
Dominion Flint Paper, 47 1/2 p.c. cent.
B & A. sand, 40 and 5 per cent.
Emery, 40 per cent.
Gar. et (Rutten), 5 to 10 p.c. advance on list.

SAP SPOUTS.
Bronzed iron with hooks, per doz..... 9 50

SAWS.
Hand Disston's, dis. 12 1/2 p.c.
S. & D., 40 per cent.
Crosscut, Disston's, per ft..... 35
S. & D., dis. 35 p.c. on Nos. 2 and 3.
Hack, complete, each..... 0 75
" frame only..... 0 75

SASH WEIGHTS.
Sectional, per 100 lbs..... 2 75 3 00
Solid..... 2 00 2 25
Per lb..... 0 23 0 30

SAW SETS.
" Lincoln " an 1 Whiting, per doz..... 6 10
Hand Sets No. 1 Woodys (Morrill)
Saw sets, No. 3 Woodys (Morrill)..... 9 50

SCALES.
Standard, 45 p.c.
Champion, 65 p.c.
Spring Balances, 10 p.c.
Fairbanks Standard, 35 p.c.
" Dominion, 55 p.c.
" Riehelen, 55 p.c.
Warren's Standard, 45 p.c.
" Champion, 45 p.c.

SCREW DRIVERS.
Sargent's per doz..... 0 65 1 00

SCREWS.
Wood, F. H., bright and steel, 57 1/2 and 10 p.c.
Wood R. H., " dis. 82 1/2 and 10 p.c.
" F. H., brass, dis. 80 and 10 p.c.

Wood, R. H., " dis. 75 and 10 p.c.
" F. H., bronze, dis. 75 p.c.
" R. H., " 70 p.c.
Drive Screws, 87 1/2 and 10 per cent.
Bench, wood, per doz..... 3 25 4 00
" iron..... 4 25 5 75
Set, Case hardened, 60 per cent.
Square Cap, 50 and 5 per cent.
Hexagon Cap, 45 per cent.

SCYTHES.
Per doz, net..... 9 01

SCYTHE SNATHS.
Canadian, dis. 45 p.c.

SHEARS.
Bailey Cutlery Co., full nickeled, dis. 60 p.c.
Seymour's, dis. 50 and 10 p.c.

SHOVELS AND SPADES.
Canadian, dis. 40 and 5 per cent.

SINKS.
Steel and galvanized, discount 45 per cent.

SNAPS.
Harness, German, dis. 25 p.c.
Lock, Andrews..... 4 50 11 50

SOLDERING IRONS.
1, 1 1/2 lb., per lb..... 0 37
2 lb. or over, per lb..... 0 34

SQUARES.
Iron, No. 493, per doz..... 2 40 2 55
" No. 494, "..... 3 25 3 40
Steel, dis. 60 10 and 5 p.c.
Try and bevel, dis. 50 to 52 1/2 p.c.

STAMPED WARE.
Plain, dis. 75 and 12 1/2 p.c. off revised list
Retinned, dis. 75 p.c. off revised list.

STAPLES.
Galvanized..... 3 50 4 00
Plain..... 3 25 3 75
Coopers', discount 45 per cent.
Poultry netting staples, 40 per cent.

STOCKS AND DIES.
American dis. 25 p.c.

STONE. Per lb.
Washita..... 0 28 0 60
Hindustan..... 0 06 0 07
" slip..... 0 09 0 09
Labrador..... 0 13
" Axe..... 0 15
Turkey..... 0 50
Arkansas..... 0 00 1 50
Waters-of-Ayr..... 0 00 1 10
Scythe, per gross..... 3 50 5 00
Grind 2 in. 40 to 200 lb. per ton
under 40 lb..... 18 00
Grind under 2 in. thick..... 29 00

STOVE PIPES.
5 and 6 inch Per 100 lengths..... 7 00
7 inch..... 7 50

ENAMELINE STOVE POLISH.
No. 4—3 dozen in case, net cash..... \$4 80
No. 6—3 dozen in case..... 8 40

TACKS BRADS, ETC.
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Trunk tacks, black and tinned..... 85
Carpet tacks, blued..... 80 & 15
" " tinned..... 80 & 20
" " (in kegs)..... 40
Cut tacks, blued, in dozens only..... 80
" 1/4 weights..... 60
Swedes cut tacks, blued and tinned—
In bulk..... 80 & 10
In dozens..... 75
Swedes, upholsterers', bulk..... 85, 12 1/2 & 13 1/2
" brush, blued & tinned, bulk..... 70
" gimps, blued, tinned and
japanned..... 75 & 12 1/2

Zinc tacks..... 25
Leather carpet tacks..... 55
Copper tacks..... 50
Copper nails..... 5 1/2
Trunk nails, black..... 65 and 5
Trunk nails, tinned..... 65 and 10
Clout nails, blued..... 65 and 5

Chair nails..... 35
Patent brads..... 40
Fine finishing..... 40
Lining tacks, in papers..... 10

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For Provinces of Ontario and Quebec.

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" solid heads, in bulk	75
Saddle nails in papers	10
" in bulk	15
Tufting buttons, 22 line, in dozens only	15
Tin capped trunk nails	5
Zinc glazier's points	60
Double pointed tacks, papers	90 and 10
" bulk	40

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English, ass skin, per doz	2 75	5 00
English, Patent Leather	5 50	9 75
Chesterman's each	0 90	2 85
steel, each	0 80	5 00

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Game, H. & N. P. S. & W., 65 p.c.	
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Dieston's discount 10 per cent.	
German, per doz	4 75 6 00
S. & D., discount 35 per cent.	

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Bag, Russian, per lb.	0 27
Wrapping, cotton, 3-ply	0 18½
" 4-ply	0 23½
Mattress, per lb.	0 33
Staging, "	0 27 0 35

VISES.

Wright's	0 13½
Brook's	0 12½
Pipe Vise, Hinge, No. 1	3 50
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Granite or Pearl, Imperial, Crescent, 50, 10 and 10 per cent.

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Brass wire, 50 to 50 and 2½ per cent. off the list.
Copper wire, 45 and 10 per cent. net cash 30 days, f.o.b. factory.

Smooth Steel Wire, is quoted at the following net selling prices:

No. 6 to 8 gauge	\$2 90
" 9	2 80
" 11	2 87
" 12	2 90
" 13	2 95
" 14	3 15
" 15	3 37
" 16	3 50
" 18	3 65

Other sizes of plain wire outside of Nos. 9, 10, 11, 12 and 13, and other varieties of plain wire remain at \$2.80 base with extras as before. The prices for Nos. 9,

to 13 include the charge of 10c. for oiling. Extras net per 100 lb.:
Coppered wire, 60c.—tinned wire, \$2—oiling, 10c.—special hay-baling wire, 30c.—spring wire, \$1—best steel wire, 75c.—bright soft drawn, 15c.—in 50 and 100-lb. bundles net, 10c.—in 25-lb. bundles net 15c.—packed in casks or cases, 15c.—bagging or papering, 10c.

Fine Steel Wire, dis. 17½ per cent. List of extras: In 100-lb. lots: No. 17, \$5—No. 18, \$5.50—No. 19, \$6—No. 20, \$6.65—No. 21, \$7—No. 22, \$7.30—No. 23, 7.65—No. 24, \$8—No. 25, \$9—No. 26, \$9.50—No. 27, \$10—No. 28, \$11—No. 29, \$12—No. 30, \$13—No. 31, \$14—No. 32, \$15—No. 33, \$16—No. 34, \$17. Extras net—tinned wire, Nos. 17-25, \$2—Nos. 26-31 \$4—Nos. 32-34, \$6. Coppered, 5c.—oil ing, 10c.—in 25-lb. bundles, 15c.—in 50 and 100-lb. bundles, 25c.—in 1-lb. hanks, 50c.—in ½-lb. hanks, 75c.—in ¼-lb. hanks, \$1—packed in casks or cases, 15c.—bagging or papering, 10c.

Galvanized Wire, per 100 lb.—Nos. 6, 7, 8, \$3.50 to \$3.85—No. 9, \$2.85 to \$3.15—No. 10, \$3.60 to \$3.95—No. 11, \$3.70 to \$4.10—No. 12, \$3 to \$3.30—No. 13, \$3.10 to \$3.40—No. 14, \$4.10 to \$4.50—No. 15, \$4.60 to \$5.05—No. 16, \$4.85 to \$5.35. Bare sizes, Nos. 6 to 9, \$2.57½ f.o.b. Cleveland.
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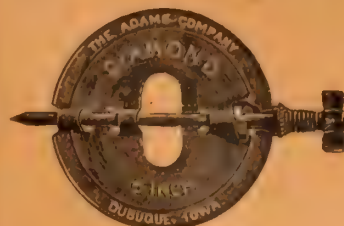
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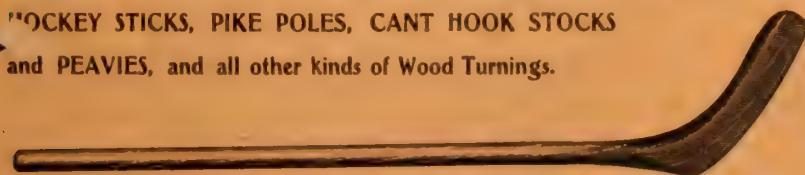
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NO. 44

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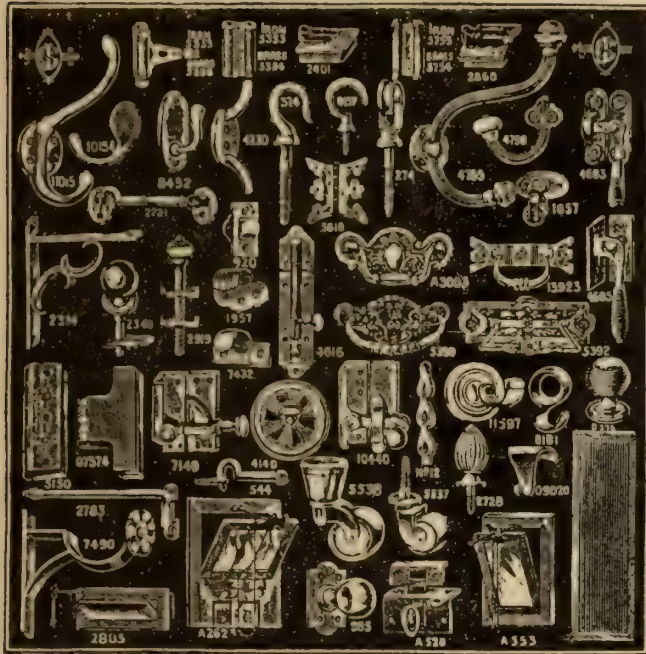
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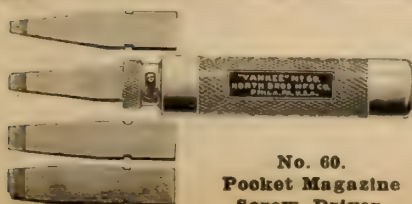
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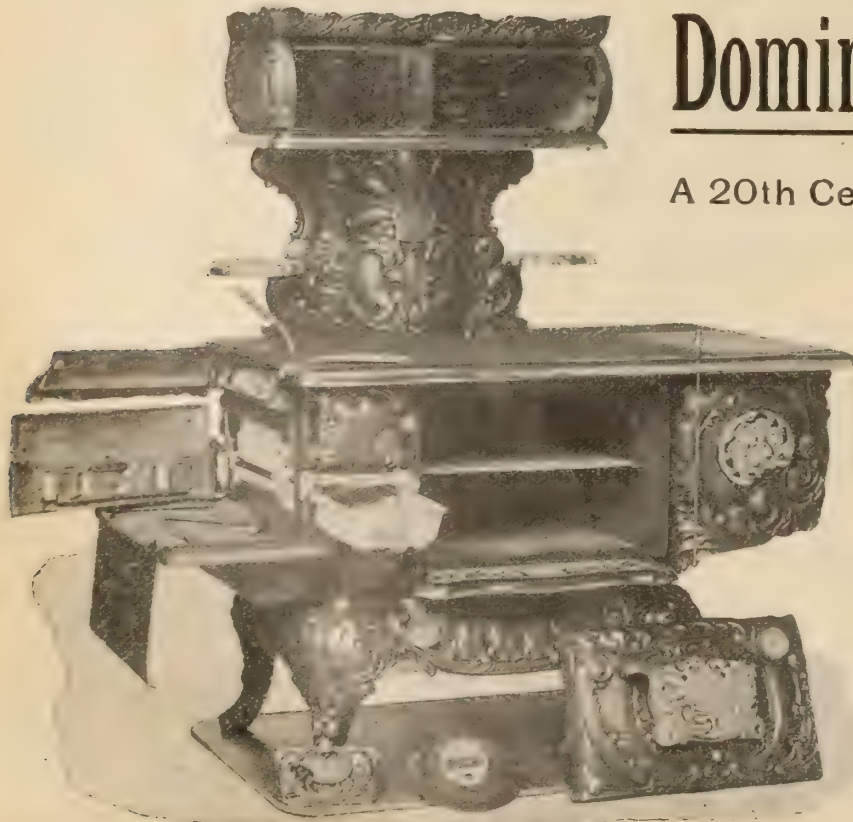
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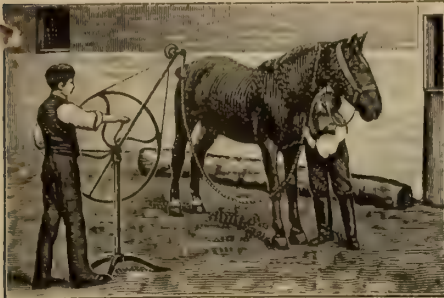
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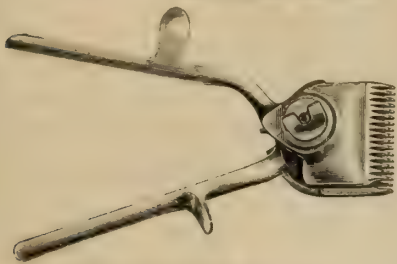
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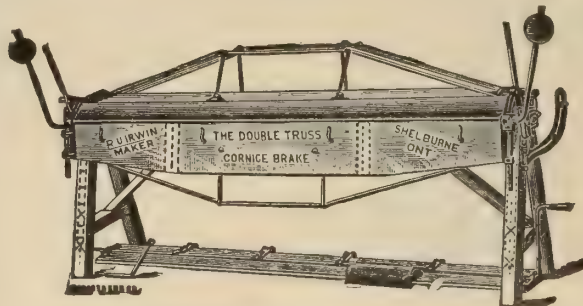
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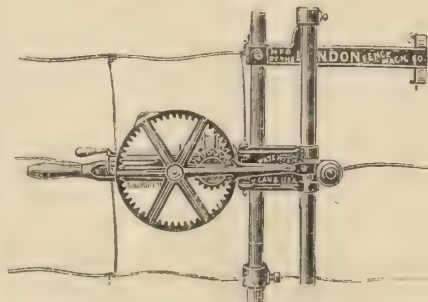


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London Fence Machines Lead



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Our best ads. are the farmers who use them. They are delighted because they can erect a 50 per cent. better fence at 50 to 60 per cent. of the cost of a ready woven one, and in the same time that they can erect the latter.

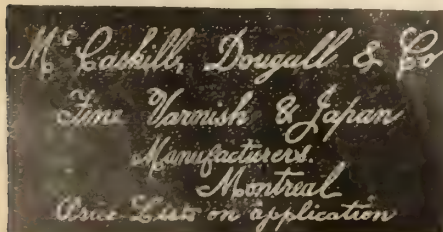
Fifty rods per day is a very easy day's work with the London.

Dealers, are you aware that a perfect fence cannot be built from a ready woven roll? Farmers are finding this out; give them a chance to get the best and they will appreciate it.

If there is no agent in your town write us.

We manufacture a complete line of fencing supplies of superior quality. That we have the best, we know from practical experience.

The London Fence Machine Co., London, Canada.



LOCKS and BUILDERS' HARDWARE

Made in great variety of
design and finish.

Catalogues and price list mailed on
application.

THE LARGEST MAKERS
IN THE DOMINION.



The Gurney-Tilden Co., Limited, - Hamilton, Canada.

OIL THAT GIVES LIGHT.

This is the kind, and the only kind we sell. We have no use for oils that smoke the chimney and give a dull sickly yellow light—neither have you—neither has your customer. Try our **PENNOLINE** and you will handle no other. It gives a clear, bright, beautiful light.

OIL THAT LUBRICATES.

In Lubricating Oils we also take the lead. We sell oils that lubricate thoroughly. Machinery on which they are used runs as lightly as to give one the idea of perpetual motion.

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The Atlantic Refining Co., Esplanade and Jarvis Streets, Toronto

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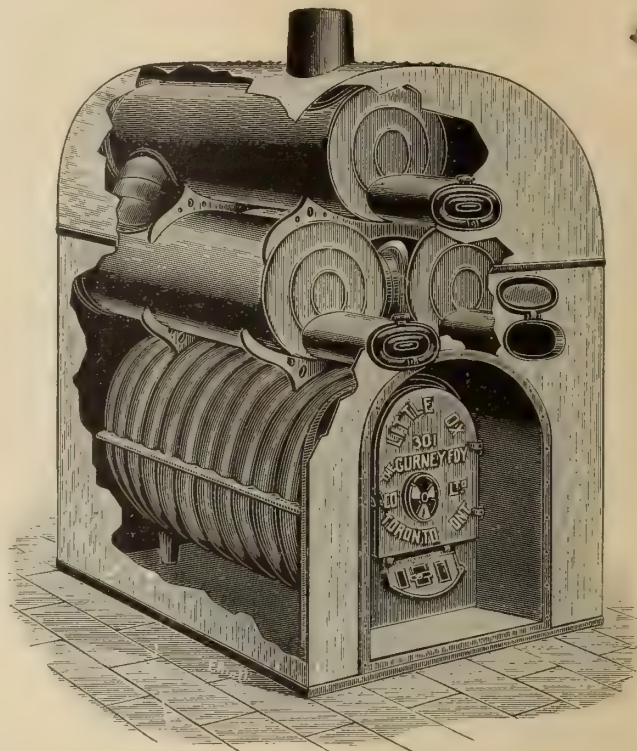
Are the best in the market
for country use.

They are immensely powerful—nothing to equal them in their class—the different sizes covering a range of capacities to suit all necessities.

We make them with either double or triple return flue radiators, giving an immense fire travel. Supplied in portable form as shown, or stationary for brick setting.

Perfected in every detail, smoke and dust proof, easily run, taking 3 ft. rough wood, with guaranteed capacities up to 50,000 cubic feet—you will find them in most popular demand whenever a genuinely good wood furnace is needed.

Have you our prices at hand? If not let us give you complete particulars.



The Gurney Foundry Co.,

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TORONTO. WINNIPEG. VANCOUVER.

THE GURNEY-MASSEY CO., LIMITED, MONTREAL.

"THE EMLYN" SAW BENCH

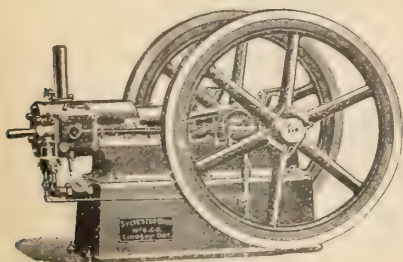
Made in 6 sizes. Best value obtainable. Specially designed for export. With or without "Emlyn" Patent Guard. Sole maker—

CHARLES D. PHILLIPS,

Cables— Emlyn Engineering Works,
"Machinery," Newport. NEWPORT, MON., ENGLAND.

◀ THE ▶

SYLVESTER Gas and Gasoline ENGINES



are, beyond doubt, the most complete and economical engines on the market. They are compact and perfectly under control, easily managed, get up speed immediately, thoroughly reliable, and, where intermittent power is required, they are just the thing.

They are built in sizes from 1 to 20 horse power, upright and horizontal, for pleasure yachts, boats, shops, farm work, and any purpose where light power is required.

Tell us to what use you want to put the engine and what power you require, and we will name you prices.

THE SYLVESTER BROS. MFG. CO.,

LINDSAY, ONT.

Special list of low-priced Japanned and Regalvanized Wire Cloth.

24, 30, 36 in. wire, in 50 ft. rolls.

SAMPLES SENT WHEN DESIRED. WRITE FOR PRICES.

The B. GREENING WIRE CO., Limited

Hamilton, Ont., and Montreal, Que.

Dundas Axes

One customer writes: "We have found your Axes the best we have ever handled." Another writes: "Duplicate the shipment made us July 4th." Another says: "We sell the 'Crown Jewel' at \$1.00 and it goes every time."

DUNDAS AXE WORKS

Dundas, Ont.

W. L. Haldimand, Jr., Agent, Montreal.

The Robin Hood Powder Company

If you want the best Trap or Game load in the world, buy "Robin Hood Smokeless," in "Robin Hood" Shells. It is quick, safe, and reliable. Try it for pattern and penetration from forty to seventy yards against any powder on the market. We make the powder, we make the shells, and we load them. Write for our booklet, "Powder Facts."

The Robin Hood Powder Company

SWANTON, VT.

AMERICAN SCYTHES.

Hubbard & Blake's
and Isaiah Blood's

Celebrated Scythes

PRICES NO HIGHER THAN CANADIAN—QUALITY BETTER.

If you want them and your Jobber has not got them write to us.

Thos. C. Collins & Sons

301 St. James St.

MONTREAL

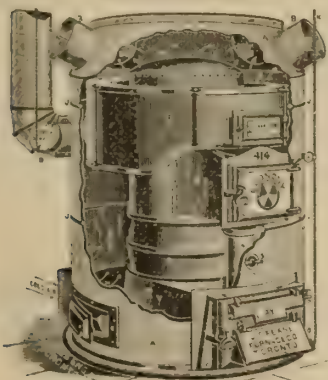
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They Radiate Success



"Economy" Warm Air Furnace,
400 Series. For hard coal.

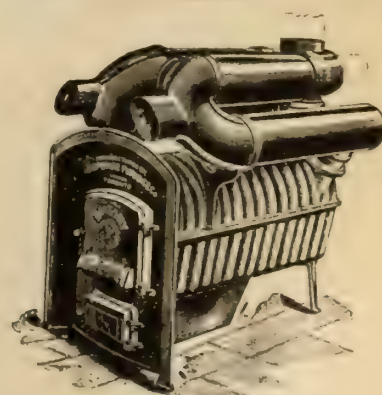
ECONOMY

SIMPLICITY

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"Economy" Wood Furnace.

Pease Furnaces enjoy a high reputation because of the successful results they insure. All up-to-date Stove and Furnace dealers are posted with regard to Pease Furnaces. Are you? You don't know the day a customer will ask about them. Write at once for catalogue.

J. F. PEASE FURNACE CO., Limited, TORONTO,

189-193 QUEEN ST. EAST.

Guelph, Canada.

We desire to thank the Retail Hardware Dealers of the Dominion for their past recognition of the merits of our Lawn Mowers, and to say that in our new factory we are better equipped than ever to turn them out accurate in fit and satisfactory in quality.

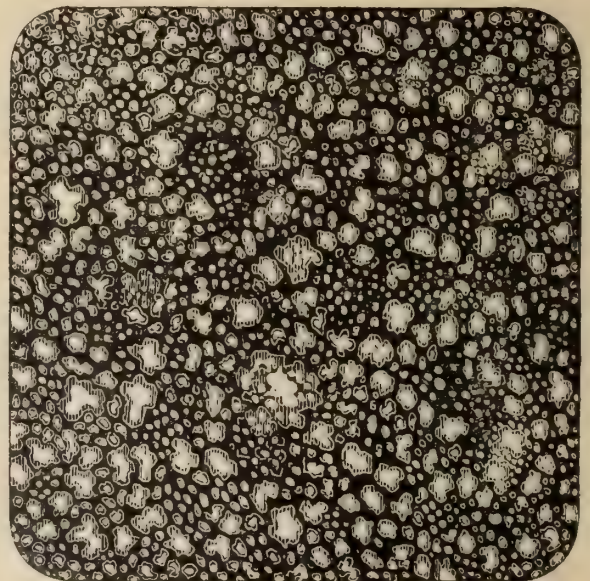
Ever Mower we make has our name cast upon it, which is a positive guarantee that when it leaves our works it is as perfect as eye and hand can make it, and, as we are aware you now have confidence in our goods, we intend retaining the confidence by, if possible, making them a little better in the future.

As the travellers for all the wholesale houses now have prices for Lawn Mowers for next season, we trust you will place your orders early, and by specifying the Woodyatt makes insure satisfaction to yourselves, your customers, and also yours truly,

A. R. WOODYATT & CO.

The demand for

Onyx Stove Boards



has steadily increased ever since they were first offered to the trade.

They are attractive in design and are finished in six different colors.

Made of one piece and wood-lined.

All sizes always in stock.

For a cheaper grade we have the embossed wood-lined, and the embossed paper lined.

PRICES ON APPLICATION.

Kemp Manufacturing Co., **Toronto, Ont.**



VOL. XIII.

MONTREAL AND TORONTO, NOVEMBER 2, 1901.

NO. 44.

President,
JOHN BAYNE MacLEAN,
Montreal.

THE MacLEAN PUBLISHING CO. Limited.

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WHEN WRITING ADVERTISERS
PLEASE MENTION THAT YOU SAW
THEIR ADVERTISEMENT IN THIS PAPER

THE LINSEED OIL MARKET.

WHAT effect the heavy crop of American flax seed will have upon the linseed oil market has not yet been determined, and Canadian buyers of all kinds all still holding aloof. The English market not only refuses to yield to reports of a heavy crop, but is actually advancing at the moment, £1 per ton rise being recorded on the week. Chicago is steady at about 58c., but transactions have been few of late, and supplies are still scarce, showing that the new oil is not yet on the market in any appreciable quantities.

American opinions on the course of the market during the next few weeks vary, but the bearish tendency seems to be strongest. There is no doubt that some weeks ago many American paint-grinders entered into heavy contracts for supplies up to August 1, 1902, at 40c. per gal. From private advices that we have seen, there are well-informed people in St. Paul and Chicago still believe that values will again drop to that level. But they may be mistaken.

There is one fact not to be lost sight of. Last year crushers were compelled to instal drying plants to take the moisture out of the flax seed; our readers will remember that there was much seed spoiled by the continued wet season. Although there has been a very wet threshing season again this year, those drying plants are all ready to remove the evil effects of the rain at very little cost. So that the large crop is likely to be fully utilized. Seed has been coming to the crushing markets very slowly, but railway companies are now rushing it forward as fast as their limited number of cars will allow them to do so. Chicago received 500 cars of flax seed in one day this week. The flax-producing districts are rather further back from the railways this year than usual, which is another fact that the bears use to justify their waiting tactics. But any possible reduction must surely come within the next three or four weeks.

He who would have the confidence of people must first have confidence in himself. And he who would have confidence in himself must be a man.

FIREPROOF SAFES THAT DO NOT PROTECT.

THE question regarding fireproof safes being equal to the task of doing what they are designed to do has again arisen.

When the Montreal Board of Trade building was destroyed by fire last winter, the contents of a number of the vaults and safes were found to have been either destroyed or badly damaged. The same thing has occurred at the Sydney, Cape Breton, fire. "When the jewellers opened their safes," said a press despatch, "they were disagreeably surprised, for, instead of finding their goods intact, as they expected, they found them damaged beyond repair. If the goods had been left in glass show-cases they would not have been more seriously damaged."

The matter is certainly a grave one, and would seem to call for the action of someone or of some organized body. In fact, we do not know that the matter is beyond the province of the Dominion Government. Safes and vaults can be made that will preserve their contents from the ravages of fire. There is no doubt about it. But it is equally beyond doubt that all will not do so. Against the safes and vaults which will not do what their makers profess they will do the business men of this country should be protected. The inspection of vaults when in course of construction would not be a difficult matter, and it may not be much more so in regard to safes.

Possibly the Canadian Manufacturers' Association may be able to find some time for the consideration of the matter at its annual meeting next week. No organization, we should think, is better qualified to do so.

DEPARTMENTS OF TRADE AND COMMERCE IN OTHER COUNTRIES.

THERE is undoubtedly a great deal of dissatisfaction in Canada in regard to the do-nothing policy of the Trade and Commerce Department, over the destinies of which Sir Richard Cartwright presides. But those who are for doing away with the Department, instead of reforming it, should first stop and think. We have already endeavored in previous issues to point out to them the unbusiness-like character of such a policy, and it is our purpose here to draw the attention of our readers to what other countries are doing or have done in regard to such department.

We think it will be generally conceded that among the nations none are more progressive in commercial matters than the United States. Whatever has utility that country endeavors to take advantage of, and whatever is obsolete to reject. Now, what is the tendency of opinion over there among commercial men in regard to a Department of Trade and Commerce? Simply that it should be created. And, at the next session of Congress, a determined effort is to be made to have it created. It is true that such an effort has been made before, but its failure was due, not to the absence of a desire for it, but to the want of the claim for it being persistently pushed. Now, it is so generally recognized as a necessity that the prospect of its creation has much improved, particularly as it has the approval of President Roosevelt. Mercantile associations are taking the matter up, and a few weeks ago that important and influential body, the Merchants' Association, unanimously adopted the following resolution:

Whereas, the great increase in the manufacturing industries of the United States and the development of our natural resources have already rendered the question of markets and of commercial relations between this country and such markets of vital increasing importance to the future prosperity of the nation; and,

Whereas, Such markets must, in the very nature of things, be sought largely in foreign countries, which fact renders the subject one of international importance, now, therefore, be it

Resolved, that we, the Board of Directors of The Merchants' Association of New York, do hereby declare for the immediate establishment, as a part of the Federal Government, of a Department of Commerce, the Secretary of which shall be appointed by the President, and shall be a member

of his Cabinet, and the duties and scope of which shall be along lines similar to the duties and scope of the other Departments in relation to their respective subjects; and the executive officers of the Association are hereby empowered and instructed to cooperate, in every way consistent, for the establishment of such Department.

Then the scheme has an advocate in the person of Mr. John A. Kasson, the well-known expert on reciprocal trade matters.

In Great Britain there is the Board of Trade, whose duties are partly Ministerial and partly judicial, the president being a member of the Cabinet. France has her Minister of Commerce who superintends matters appertaining to foreign commercial relations and cognate subjects. Prussia has a similar official, although his duties appertain more to the chambers of commerce within the Kingdom than to matters without. The Australian Commonwealth, when launched on its career a few months ago, thought it wise to have a Minister of Trade and Commerce as a part of the Government machinery.

In Canada there are some who would have us take a backward step because, forsooth, the head of our own Department has, by his persistent inertness, given currency to the idea that such a portfolio was a sinecure and not a necessity.

It is to be hoped that at the annual meeting of the Canadian Manufacturers' Association, which is to be held next week in Montreal, attention will be given to the subject, and another effort made to impress upon the Government the necessity of removing Sir Richard Cartwright, and replacing him by someone who is in sympathy with the objects of the Department, and who has the energy and ambition to advance those objects.

ILLEGAL WEIGHING MACHINES.

Complaints have been received at the Inland Revenue Department, Ottawa, that improper weighing machines are being used in certain sections of the country for weighing articles mentioned in section 16 of the Weights and Measures Act, such as cereals, seeds, lime, bituminous coal, potatoes, turnips, onions, etc.

As no weighing machine that is of less certified capacity than one bushel can be

used under the law to weigh any of these articles, inspectors of weights and measures have been notified to confiscate all weighing machines so illegally used.

CANADA AND AUSTRALIAN TARIFF.

IT is understood that the Dominion Government is not disposed to act with haste in regard to the preferential tariff and Australia. As we pointed out in a recent issue, New South Wales has for three or four years been accorded the privileges of the preferential tariff. With the Australian Commonwealth adopting a protective tariff, New South Wales is legally no longer entitled to these privileges. At the same time, it is well that Canada should wait at least a while before taking these privileges away. There has been a strong desire among a good many business men in Canada for some time for a reciprocal arrangement with Australia. Under the circumstances, therefore, it would be best for the Federal Government to allow things to remain as they are for the time being.

The Australian tariff, unlike the McKinley tariff of the United States, was not designed in any particular to injure Canada. It was a concomitant of the confederation.

The amount of duty collected on imports from Australia under the preferential tariff is not large, being \$70,672 in 1900, and the one third of the tariff added would not bring the total up to \$95,000. Even, therefore, from a financial standpoint, there is not much to be gained from denying to Australia the continuance of the one third reduction in the tariff.

But, while we can afford to go slow in removing Australia from the list of countries enjoying the preferential tariff, it does not follow that we should delay in trying to bring about a reciprocal trade arrangement between that country and our own.

When Hon. Wm. Mulock went to Australia to attend the opening of the new Commonwealth's first Parliament it was understood that reciprocity was to be one of the subjects he was to bring before the Barton Government. But whatever opportunity his visit may have afforded for the discussion of the question was dissipated by his unfortunate illness.

It is to be hoped the Trade and Commerce Department will take the matter up and push it vigorously.

THE ECONOMICAL DISTRIBUTION OF HARDWARE

Address by Gen. W. H. Withington before the National Hardware Association of the United States.

DISTRIBUTION AND WHAT IT INVOLVES.

THIS matter of distribution is one involving vast interests and vast sums of money. I noted in a transcript from advanced pages of Poor's Manual, recently published, a statement of the freight earnings of this country during the year 1900. They reached the enormous sum of \$1,052,835,811, which, I think, also included Canada. Think of it, one year's earnings for the transportation of freight alone—not the other earnings. I do not know any method of determining what proportion of these earnings apply to the distribution of the product. Of course, a large proportion applies to the gathering in of the raw material and also transportation of wheat and live stock, but there must be a great many hundreds of millions of dollars that have been paid during 1900 for the transportation of manufacturers' products to the other channels of distribution. Now, if you add to that sum the expenses and the earnings of the jobber and to that sum the expenses and earnings of the retailer—if there are any means of doing it, I have none—you can get some conception of it.

THE COST OF DOING BUSINESS.

I noticed a question in The Iron Age recently from a correspondent, who said that his cost of doing business was 14 per cent. As to what your cost and profits are as jobbers, you know better than I, but it presents a question so large, and represents an amount of money so large that I think it would be almost appalling if it were stated.

METHODS OF DISTRIBUTION.

The limits of distribution: those which have been, are and may be. It is from a practical point alone that I am able to discuss this question. I do not do it theoretically. I have been with it from my youth

up. My business connection was with the North Wales Scythe Co., having its office in Maine. Mr. Bigelow's early partner in business and myself began life at the same time in that city. At the age of 19 I visited in the interests of this firm, New York, Philadelphia and Baltimore, to make an attempt to sell goods. Though I was very green, I became associated with the predecessors of the concern with which I am now



THE LATE W. H. GILLARD, OF HAMILTON.

connected. They were manufacturing hoes and forks, and their method of distribution at that time was to travel the country.

CHANGES WROUGHT BY THE CIVIL WAR.—Where now the business employs one salesman as such, they then employed six salesmen, with a comparatively small product—travelling in 1857-1862, not by rail, but with a horse and buggy, visiting the hardware trade and taking orders in advance for these goods. That is all changed. What changed it? In my judgment, one of the

most important factors in bringing about a change in the method of distribution, so far as the lines with which I am acquainted are concerned, making the change which brought about the distribution of these goods to the jobber was the Civil War.

SHORTAGE OF GOODS AND LABOR.—Under the extraordinary and abnormal conditions which then prevailed, there soon began to be both a shortage of goods and shortage of labor. The men then engaged in jobbing hardware were small in capital, and the percentage of business at that same time by men—able men—men with foresight—was shown by those who grasped the situation.

JOBBER'S OPPORTUNITY

—During the later years of the war the products of the factories were contracted for, absorbed and controlled by the jobber before the retailer thought of placing orders. That cut a very important figure, so far as the business interests with which I am connected are concerned, in transferring this business from the retailer, direct to the jobber. It was going through a process of reduction. In those days any man who was smart and keen enough to buy a stock of goods, even if a retailer could sell them to his neighbor in three or four weeks on the advance of prices, and as a consequence there were built up in small towns a great number of jobbers. That has been going through a process with which you are all familiar—a process of reduction. "To him who hath, more shall be given, and to him who hath little, even

that little shall be taken away."

EXISTING DISTRIBUTIVE METHODS.

About methods of distribution as they now exist I can tell you nothing new. It is to-day the apotheosis of the jobber. He has been growing constantly in importance and in the volume of the manufacturers' product absorbed. The participations which have been going on, and which have been referred to, and the consolidations and concentrations have played into his hands. The consolidations, the associations, the

fixing of prices, and natural desire to placate the jobber and secure his good-will, have established margins. Likewise the relations between the manufacturer and the jobber have been growing closer through just such functions as these, as well as from the committees of associations, among them the committees of our associations, arranging plans for the distribution of goods.

FORECASTING THE FUTURE.

The question, however, as it is presented, is rather one of futurity than of the present. It is not simply how it is done, but how it can be done. And yet we are brought somewhat face to face with the question as to whether the present conditions will continue; and why not? What is to make against them? The secretary in his paper alluded to one of the things that make against them to some extent—the department stores and catalogue houses. I do not bring that question here. It has already been brought up, and it has been somewhat of a burning question, particularly with the retailers. If we consider the question I touched on at the outset as to the large cost for distribution, we must recognize that there is a very heavy percentage added to the prime cost, or manufacturer's cost, for product in order to land goods in the hands of the consumer, and these conditions continue. So far as they are normal and economical I should say yes, but if the cost of the consumer and overcost of production is abnormally large, the loss of trade will work its reduction, and, under conditions of competition, this reduction would work out with a change of margins, but without change of methods. There are, of course, a good many conditions which are abnormal and there are a great many possibilities which occur. These large consolidations of manufacturers' interests leave the imagination, or the forecast, almost at sea as to the extent to which they may alternately go. If, as up to the present time, they control and absorb the profits, not only of manufacture, but of the mine and of the transportation company, it is easily conceivable that they may go still further and seek to aggregate to themselves not only the profits originating in the prime cost of material, but they may go still further and seek to aggregate to themselves the cost of the products in marketing the goods. I suggest that only as a possibility, I do not regard it as a very strong one.

POSSIBILITIES OF GOVERNMENT CONTROL.

If you look to the idea of putting things more and more in Governmental hands, as is done in other countries (for instance, our Post Office Department, which, to some extent, manufactures its own products and sells the post card to a ragged urchin for as cheap a price as it would sell 10,000 or

more to you and me), you will find that it is certainly among the possibilities. Put the two things together, the catalogue house and department store, the parcel post organization, which is limited in this country, but which does exist in foreign countries, and add to that the free rural delivery, by which the farmer can sit in his house and make an order for goods and have them delivered to him—there are certain possibilities of a distribution which will come directly from the manufacturer to the consumer. The rapid use of electric lines would aid that. I admit that is very remote and not probable within my day, although things move very fast. But it is among the possible contingencies to be taken into account, and possibly you may have occasion to take some action or use some influence in the matter of legislation in the direction of parcel post. I can only say that actions speak louder than words, and that the method which the business interests with which I have been associated is the method now in existence through well-established channels from the manufacturer to the jobber and from the jobber to the retailer.

IN A GOOD FINANCIAL POSITION.

Mr. Whitney announced after a meeting of The Dominion Iron and Steel Co.'s directors, held in Montreal, on October 24, that the company is financially in a good position, notwithstanding reports to the contrary.

A. J. Moxam, the manager, reported to the directors that the company now had two furnaces in operation and are producing 17,000 tons of iron per month. A third furnace has just been started and, with a fourth furnace almost ready, in a few weeks' time the capacity of the plant will be doubled. 1,500 tons of iron a day will be produced when the four furnaces are running.

Next month a start in steel manufacture will be made, and by the beginning of the year the plant will be running at half its capacity.

AN EXPERT RIFLE SHOT.

Mr. Fred C. Ross, the well-known expert rifle shot of New York City, has recently associated himself with the J. Stevens Arms and Tool Co., of Chicopee Falls, Mass., to assist Mr. H. M. Pope in the manufacture of rifles and pistols, which indicates the class of workmen that the J. Stevens Arms and Tool Co. employ in the production of their high-grade goods. Mr. Ross is a skilled mechanic, as well an expert on rifles, and is now permanently located at Chicopee Falls, Mass.

INDUSTRIAL GOSSIP.

Those having any items of news suitable for this column will confer a favor by forwarding them to this office addressed to the Editor.

BOTH the Dominion Iron and Steel Co. and the Dominion Coal Co., of Sydney, Cape Breton, are in need of industrious workmen. In consequence of this, an employe of the company left recently for Montreal to secure 50 laborers, and a large number of negroes, who are skilled workmen, are now on their way to Sydney from the Southern States. An employe of the company is now in Germany securing skilled steel workers. It is the intention of the company to increase the number of its workmen by 500 before next January.

Clark & Demill's new foundry at Galt is now running, but it will be a month or so before all the machinery is in place and everything in readiness for complete operation. Clark & Demill are expert machinists and have had long experience in large shops.

Charles Dunes and Alexandre Campignon, of the Societe l'Union Mentarre, Paris, are in Canada looking for a suitable location for a distributing branch of their firm, which has, at Paris, the largest steel manufacturing establishment in France, employing over 4,000 men the year around. They have already inspected locations in Quebec, Montreal and Toronto.

F. H. Laird, Dresden, is to be the president of a company manufacturing cement, which is to be established on Ashbridge's Bay, Toronto, with a capital of \$300,000. The factory will employ about 100 hands, and will turn out 1,000 barrels of cement per day. The marl with which the cement will be made is to be procured about 23 miles from Toronto in King Township, from which place it will be brought to Toronto.

Allan Budgette, Birchton, has moved into his new store there, and is gradually filling it up with new goods.

Clawson & Pennell, wall paper dealers, Kamloops, B.C., were burned out. The stock was insured for \$1,550.

WIRE NAILS TACKS WIRE

Prompt Shipment

The ONTARIO TACK CO.
Limited
HAMILTON, ONT.

THE TIME TO PUSH COLLECTIONS.

THIS is the time of the year when retailers in all lines of trade should push their collections the hardest, according to a writer in The Commercial Bulletin, and when the best results will be obtained from giving a little extra time to the collecting of outstanding claims. The retailer also has a good excuse for pushing his collections during the month of October and the first half of November. He can go to his customers and rightly claim that the larger proportion of his accounts mature during this period, and that the money due him is necessary in the continuance of his business so that he may keep his credit unimpaired with the wholesale firms from whom he buys goods.

THERE ARE SEVERAL REASONS

why the retailer should devote considerable attention to collections at this time, and why he should strive to collect in more money during the next 30 days than during any other similar period of the year. The consuming public should be the most prosperous now. The summer's work is at an end, and both the farmers and the laboring classes have realized on their labors. Earlier in the year they were enabled to meet last winter's accounts, and if they have been provident and careful in their living, they should have some money accumulated with which to meet their obligations with the grocer, the dry goods man, and the shoe dealer. When the consuming public has money it is much easier to collect on account than when the returns from labor or from the farm are less than the daily cost of living.

ANOTHER FACTOR

in the situation consists in a consideration of the future from the retailer's standpoint. The retailer who fails to collect in his accounts before November 15 will find that payments on old accounts up to the turn of the year are nominal, and there is reason why this should be so. With the latter part of November many families tie up their earnings in Thanksgiving celebrations, and following Thanksgiving, they begin to save any surplus funds which reach them for the Christmas and New Year holiday buying period.

HOW COLLECTIONS SHOULD BE MADE.

Now, as to how collections should be made at this time. The collection proposition is about the same the year around, but on general principles, the merchant who asks a debtor to pay him in a half-hearted way, and as if he were fearful that he was committing some breach of business etiquette in dunning him, will not meet with the same success as the merchant who is firm, and when he takes a position on this proposition, he does not recede from it. If you must have money, Mr. Merchant, and your customer owes you money that is necessary to your business, you are doing yourself and those dependent upon you, your creditors and your employees, an injustice if you do not go after it as hard as possible and with the determination to get it.

In this connection there are many merchants who are inclined to be

TOO LENIENT WITH CUSTOMERS

because they are afraid they will lose their future custom if they demand money

that is due them. The customer who secures goods on credit and does not meet his obligations weekly or monthly in full, but who is carried over those periods when he is not earning money, is under obligations to the merchant. This is a one-sided business transaction in which the merchant extends all the courtesies of the situation. Make your customers realize this, Mr. Merchant. Make them feel that you are granting them a concession when you carry them for a month or two months at a time, and that when you demand money from them it is not because you are fearful they will never pay the bill, but simply owing to the exigencies of business, which demands that you shall meet your obligations with the man from whom you buy your goods. If you keep them filled with the idea that they are under obligations to you, you will find it far less difficult to collect the account and you will stand less danger of losing a customer when you do demand your money than you will if you are so anxious for their business that you make them feel you are indebted to them.

These few remarks pertain to the customer who is recognized as good pay, but does not meet his accounts promptly. The dead-beat is eliminated from consideration for the reason that his is a special case which demands special attention.

THE COLLECTION CAMPAIGN

may be instituted the first of October by sending a statement to all customers of the amount due at that time. Couple

One Reason

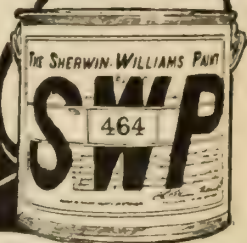
The Sherwin-Williams Paint continues to increase in popularity and sales, is the uniform good quality of the goods, year in and year out.

There are a few other good paints on the market, but none of them holds to so strict a standard of uniformity as we do in S. W. P.

Uniformity in consistency, color, working qualities, drying qualities and purity of material—all going to make up thoroughly uniform paint—these are the points our workmen have been trained to put into every can of

THE SHERWIN-WILLIAMS PAINT
through years of experience in making *nothing* but good paint. Our workmen can't become lax in these points through slighting them in making "cheaper" paint, because we never make that kind. They always have the same standard to work to.

It's a fact your trade would appreciate.



THE SHERWIN-WILLIAMS Co.

PAINT AND VARNISH MAKERS.

CHICAGO,
NEW YORK,

NEWARK,
MONTREAL,

CLEVELAND,
BOSTON,
TORONTO,

SAN FRANCISCO,
KANSAS CITY



this with a polite note to the effect that you have carried the account for three months, or whatever period it has been carried, and state that you must meet obligations amounting to so many dollars within the next week. Say to the customer that as this courtesy has been extended to him you expect him to call at your store within the following week and meet the obligation in part or in full, just as you feel about it. At the end of 10 days, if the customer does not call to "square" himself on the little matter, send him a second letter in which you make the point very much stronger that you have absolutely got to have the money and that you expect it from him, owing to the courtesies you have extended him.

PERSONAL VISITS.

If this second letter does not bring desired results, go after the man personally, Mr. Merchant, and talk Spanish to him. If you have persuasive eloquence sufficient for the purpose, make him feel pretty bad because he has given no heed to your previous letters, and make it very apparent that you expect money, and a good round sum, on the account due within a very short time. Your work will begin to bear its fruit soon after this call, if the customer has any sense of personal honor. If he has not, that is another question. He should never have been granted credit in the first place, but if he has been granted credit it will probably be as well to place the account in the hands of your local lawyer as a finality.

BUSINESS CHANGES.**DIFFICULTIES, ASSIGNMENTS, COMPROMISES.**

AT a meeting of the creditors of G. A. Labelle, general merchant, Masham Mills, Que., on October 25 it was decided that the assets were to be sold.

J. G. Langlois, general merchant, Magog, Que., is offering 25c. on the dollar.

Alex. McLean, merchant, Kamloops, B.C., has assigned to John T. Robinson.

G. Fournier, general merchant, Herbertville, Que., is offering 25c. on the dollar.

La Forest & Hogarth, general merchants, Victoria Mines, Que., are asking for an extension.

F. G. Morin, general merchant, Montmagny, Que., has compromised at 60c. on the dollar.

R. F. Meredith, late general merchant, Burford, Ont., has offered to compromise at 60c. on the dollar.

J. L. Dozois has been appointed curator of the assets of Alfred Pare, general merchant, Granby, Que.

W. H. Brown, Pugwash, N.S., general merchant, has offered to compromise at 25c. on the dollar.

A meeting of the creditors of Wm. F. Wilson, general merchant, Waterford, Ont., was held on October 31.

F. A. Labell has been appointed curator of the assets of M. D. Clairoux, general merchant, Duclos, Que., and a meeting of the creditors has been called for November 1.

PARTNERSHIPS FORMED AND DISSOLVED.

Poirier, Levesque & Co., flour millers, Roxton Falls, Que., have dissolved partnership.

Henry Short & Son, sporting goods dealers, Victoria, B.C., have dissolved partnership.

Simpson & Hacker, general merchants, Walkerville, Ont., have dissolved partnership. D. A. Simpson is continuing the business.

SALES MADE AND PENDING.

Kushner Bros. have registered as general merchants in Granby, Que.

The assets of Theo. Lavelle, grocer, Montreal, have been sold.

J. F. Smith, Belmont, Man., has sold his general store to T. Brinkworth.

Z. Picotte & Co., general merchants, Victoriaville, Que., have registered.

J. P. Ross, general merchant, Exeter, Ont., is offering his business for sale.

R. F. Meredith, general merchant, Burford, Ont., has sold out to A. G. Ludlow.

The assets of M. Derbyshire, general merchant, Smith's Falls, Ont., have been sold.

M. Williams, general merchant and un-

dertaker, Dublin, Ont., has sold his general store to James Canning.

The stock of J. C. Innis & Co., general merchants, Liverpool, N.S., is being sold by the assignee.

FIRES.

R. A. McDonald, general merchant,

Westville, N.S., was burned out, the loss being about \$8,500. The buildings and stock were insured.

The official returns show that the gold shipments from Dawson for September amounted to \$3,000,000. This brings up the total for the four months to \$21,640,000.

IVER JOHNSON**SINGLE GUNS**

The Standard by which others are judged.

New York Office—
99 Chambers Street.

Boston Office—
165 Washington Street.

Worcester Office—
364 Main Street.

**IVER JOHNSON'S ARMS &
CYCLE WORKS**

FITCHBURG, MASS.

A POOR brush not only causes inconvenience to your customer, but very often it is the means of inducing him to buy where he can secure reliable brushes such as **BOECKH'S** make.

**BOECKH BROS. & COMPANY,
TORONTO, ONT.**

H. S. HOWLAND, SONS & CO.

WHOLESALE
ONLY

37-39 Front Street West, Toronto.

ONLY
WHOLESALE

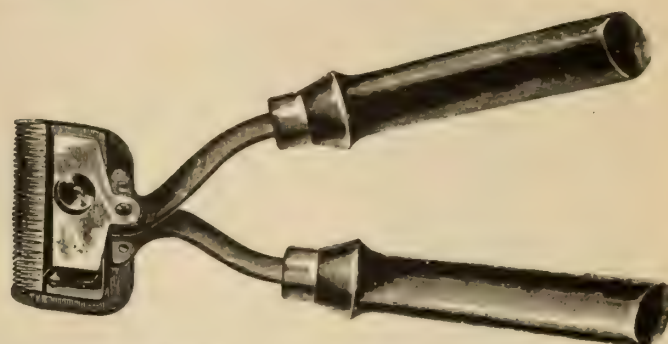
American Horse Clippers.

(HERMANN BOKER.)



"National Newmarket".....per pair 2.50

The Newmarket pattern is the best known Clipper in the market; is the strongest and most perfect Clipper made. Full Nickel-Plated, with fine Rose-wood-finished Handles.

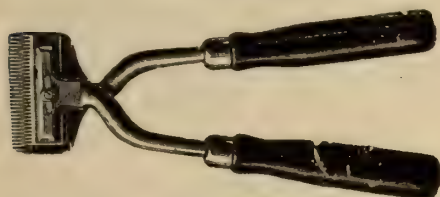


The "XL. Ball Bearing".....per pair 3.30

Anti-Friction Ball-Bearing Horse Clippers. The best finished and best working Clipper in the market. Full Nickel-Plated, with fine Enamelled oval Handles.

GERMAN HORSE CLIPPERS.

(Henry Boker's)



"Dandy" Horse Clippers.....	Each 1.60
"Keen Cut".....	1.75
"Perfection".....	2.35
No. 1704, Ball-Bearings.....	2.60

FETLOCK CLIPPERS.

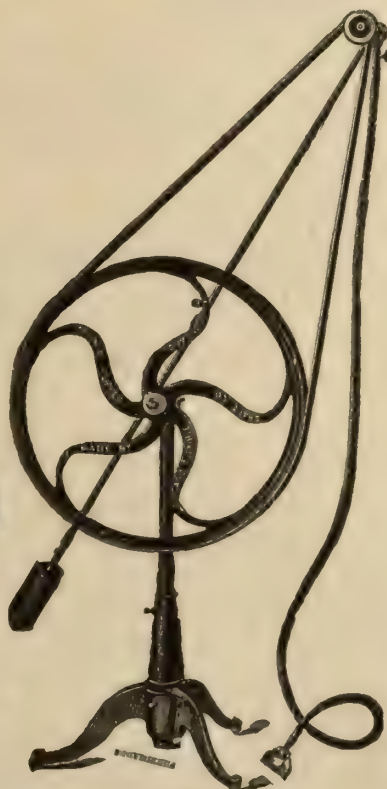
No. 64, Full Polished, Coarse Teeth.....	2.50
--	------



"Newmarket" Horse Clippers..... 2.50

PARTS FOR HORSE CLIPPERS.

"Boker's" Top Plates.....	.85
"Bottom Plates.....	.90
"Newmarket" Top Plates.....	1.00
"Bottom Plates.....	1.30



"LIGHTNING,"

Round Belt Clippers.....	Each 34.00
Has a 24-inch Balance Wheel and carries same Shaft and Knife as the No. 98 Machine:	



"CHICAGO."

No. 98, Horse Clippers.....	Each 20.00
Knife and Handle.....	10.00
Knife only, Top.....	2.30
Bottom.....	3.50

HORSE SINGERS.



"Eclipse," 4-in. Wick.....	doz. 4.00
No. 156, 5-in. Wick.....	" 8.40
"160, " (as cut).....	" 13.20
"162, ".....	" 21.00

DISCOUNT TO THE TRADE ON APPLICATION.

For Snaps, Buckles, and Horse Bits, See Our No 12 Catalogue.

H. S. HOWLAND, SONS & CO., Toronto.

OUR PRICES
ARE RIGHT

Graham Wire and Cut Nails are the Best.

Factory: Dufferin Street, Toronto.

WE SHIP
PROMPTLY

4-in. wick only over 1907
 Returned with to B.

COAL MINING IN NOVA SCOTIA.

Directors of The Dominion Coal Company estimate that the company will show net earnings for the year ended February 1st between \$1,300,000 and \$1,500,000. Total charges and preferred stock dividend requirements call for \$407,000. A director says: "Our output has averaged 275,000 tons per month this summer, and we estimate that it will run at least 200,000 tons right through the winter. Our new shaft will be completed next spring, and we should produce at least 1,000,000 tons of coal from this shaft next year. I look for an output of 3,500,000 tons of coal by The Dominion Coal Company next year, distributed as follows: 1,000,000 tons to The Dominion Iron and Steel Company; 1,000,000 tons to The New England Gas and Coke Company; 1,000,000 tons to Montreal and St. Lawrence markets, and 500,000 tons in the Maritime Provinces."

WANTED.

LINES OF GOODS SOLD TO THE HARDWARE AND Stove Trade, or any other business, to handle on commission basis. Let box 67, HARDWARE AND METAL, Toronto, Ont., know what you have got to offer. (44)

SITUATION WANTED.

AS TRAVELLER FOR HARDWARE, Tins, Ware, Stoves, Paints and Glass. Several years' experience in retail business. Best of references. Apply box 66, HARDWARE AND METAL, Toronto, Ont. (44)

BRITISH BUSINESS CHANCES.

Firms desirous of getting into communication with British manufacturers or merchants, or who wish to buy British goods on the best possible terms, or who are willing to become agents for British manufacturers, are invited to send particulars of their requirements for

FREE INSERTION

in "Commercial Intelligence," to the Editor 'SELL'S COMMERCIAL INTELLIGENCE,' 168 Fleet Street, London, England.

"Commercial Intelligence" circulates all over the United Kingdom amongst the best firms. Firms communicating should give reference as to bona fides.

N.B.—A free specimen copy will be sent on receipt of a post card.

NOTICE TO CONTRACTORS

Tenders for Supplying 450 Feet of 12-inch Wrought Iron Lapwelded Pipe.

Tenders will be received by registered post only, addressed to the chairman of the Board of Control, City Hall, Toronto, up to noon on Thursday, Nov. 7, 1901, for supplying 450 feet of 12-inch wrought iron lapwelded pipe.

Specifications may be seen and forms of tender obtained on application at the office of the City Engineer, Toronto.

A deposit in the form of a marked cheque payable to the order of the City Treasurer for the sum of 5 per cent. on the value of the work tendered for up to \$1,000, and 2½ per cent. on the value of the work tendered for over that amount, must accompany each and every tender, otherwise they will not be entertained.

Tenders must bear the bona fide signatures of the contractor and his sureties, or they will be ruled out as informal.

Lowest or any tender not necessarily accepted.

O. A. HOWLAND (Mayor),

Chairman Board of Control.

City Hall, Toronto, Oct. 28, 1901. (44)

Safes —for Sale

Two Second-Hand Safes, in perfect order, with Burglar-Proof Steel Vaults. Just right for a Small Bank or Country Store. Will sell for less than half cost.

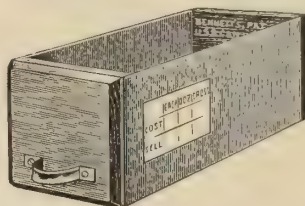
S. S. KIMBALL

577 Craig St.

Montreal.

THE BEST

IS THE CHEAPEST.
There is nothing better than

**Bennett's Patent Shelf Box.**

It no longer pays to make your own Shelf Boxes while you can get this up-to-date box at such low prices. Full particulars from

J. S. BENNETT, 15 Marion St., TORONTO.

WRAPPING PAPERS

The season when business is bright and many parcels going out—wrapping paper in large quantities is sure to be used.

When quality, quantity and weight count right, you economize in this important item in store-keeping.

- Our wrapping papers, whether —Manillas or brown wrapping papers, are always full weight;
- count 480 sheets to the ream and
- our standard of quality that
- marks all papers that go from
- this mill holds good with every
- sheet of wrapping paper.

You know our reputation for care and promptness in the shipping of all orders.

CANADA PAPER CO., Limited,
Toronto and Montreal.

BUSINESS

becomes a pleasure
with an Extension
Desk Set in your
office;

It brings business; saves many steps
and valuable time.

**THE BELL TELEPHONE CO.
OF CANADA.**

STANLEY RULE & LEVEL CO.,

NEW BRITAIN, CONN., U.S.A.

**IMPROVED CARPENTERS'
TOOLS**

**SOLD BY ALL HARDWARE
DEALERS.**

KELSEY CORRUGATED WARM AIR GENERATORS

Have Received

Highest Award

AND

Silver Medal

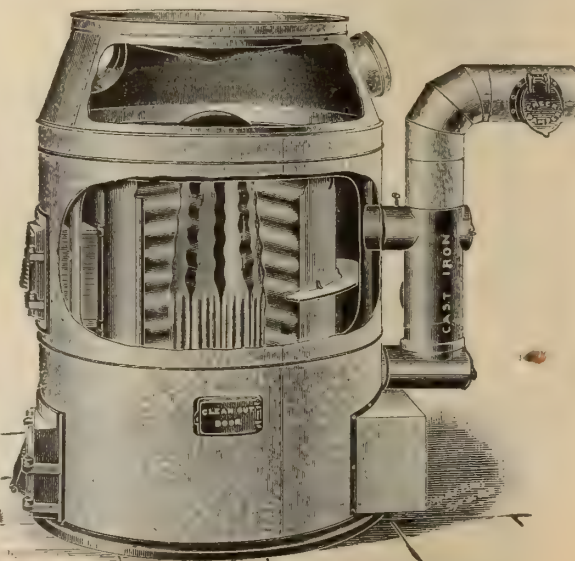
AT

The Pan-American Exposition

for High-Class Heating and Ventilating Devices.

EXCLUSIVE MAKERS FOR CANADA:

The James Smart Mfg Co., Limited
Winnipeg, Man. Brockville, Ont.



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CB/31.11*

ESTABLISHED 1860

INCORPORATED 1895



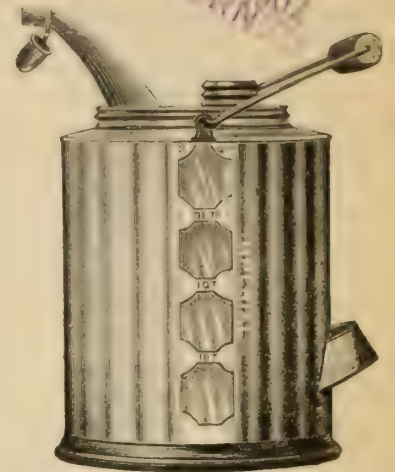
"Queen" Oil Tanks with pumps. Made in 25, 50 and 100 gallon.

OIL TANKS AND CANS.

:: ALSO ::

Tin Oil Cans.
Galvanized Oil Cans.
And all sizes and styles of
Varnish Cans, Etc.

We will be pleased to quote
you prices on application.



"Queen" Oil Cans (Glass) enclosed in tin, measuring gauge showing contents of Can at all times; no leaking. Made 1/2 and 1 gal. sizes - Imperial measure only.

THE THOS. DAVIDSON MFG. CO.,
MONTREAL, QUE. Limited.

THE TORONTO SILVER PLATE CO., LIMITED

SILVERSMITHS and MANUFACTURERS of ELECTRO SILVER PLATE.

Our new Catalogue will be ready for distribution in a day or so now.
If you would like a copy of it, and in the Trade, write for it.

PLEASE BEAR IN MIND THAT WE ARE NOT IN THE TRUST.



No. 510. TEA SET, Satin, Bright Fluting, Pots with Ebony Handles. Set of Five Pieces, Cream and Spoon Holder Gold Lined, \$36.00.
Tea, \$8.50. Spoon Holder, \$6.25. Sugar, \$6.00. Cream, \$6.25. Coffee, \$9.00.
Height of Coffee, 8 1/4 inches.

— SUBJECT TO DISCOUNT. —

E. G. GOODERHAM,
Managing Director.

Factories and Salesrooms: King Street West, TORONTO, CANADA.

Trade between Canada and the West Indies.

CHATS WITH MEN FROM DEMERARA AND TRINIDAD.

TALK WITH A MAN FROM DEMERARA.

MR. CHARLES GUY A. WYATT, of the firm of Sandbach, Parker & Co., Demerara, British Guiana, was a visitor in Toronto the other day. When Mr. Wyatt left Demerara a few months ago for Great Britain, it was not his purpose to make Canada a stage in his journey. Some business matters, however, which developed during his sojourn in the Mother Country caused him to turn aside to the Dominion on his homeward journey. It may be selfishness on my part, but I for one was not sorry that there was a digression in Mr. Wyatt's original itinerary, for he was a most engaging conversationalist and talked in an interesting manner about British Guiana and her trade.

Mr. Wyatt is very desirous of seeing trade between Canada and his country developed beyond its present limited character.

DEMERARA SUGAR EXPORTS.

"We export," he said in reply to a question about 100,000 tons of raw sugar annually. On an average, practically 80 per cent. of it goes to the United States and nearly 20 per cent to England. All that goes to Canada is the small fraction that is left. A little more came to Canada last year, it is true, but even with the increase the total meant but very little.

Not only is the United States taking our sugar, but we are taking their products and in larger quantities than before. The machinery for our sugar mills we used to get from England, but we are now getting it from the United States. People are going to buy where they can sell. We cannot send steamers one way with full cargoes and bring them back empty. The countervailing duty on European bounty-fed sugar imposed by the United States is practically a discriminating duty in favor of West Indian cane sugars. This countervailing duty allows us to get our sugar into the United States on the same level as the bounty-fed sugars of Europe."

"What about the Canadian preferential tariff?" I asked.

U. S. COUNTERVAILING TARIFF.

"The Canadian preferential tariff does not meet the case. It still leaves the United States tariff more favorable to us. If Canada would put on a countervailing duty, the

same as the United States has done, sugar would come this way. Trade between Canada and the West Indies hinges on sugar."

"Are you in favor of reciprocity with the United States?"

"The United States is the only nation on the earth that has done anything for us. We have a market there, and we are ready to do anything within reason to keep it."

"British Guiana," continued Mr. Wyatt, is larger than the United Kingdom, but the country has never been opened up. The population, which is nearly all the result of immigration, is about 300,000, of whom 50,000 are in Georgetown, the capital. The population is nearly altogether confined to the coast line. We have a gold mining industry, but I suppose that up to the present time every dollar's worth of gold got out has cost two dollars. Diamonds of the first water are found, but they are very small. They tell me in England, however, that wherever there are small diamonds large ones must be."

"What products do you think British Guiana could take from Canada?"

"Everything that comes from the United States. And what applies to British Guiana practically applies to the whole of the West Indies."

"How about the sugar-making methods employed in British Guiana?"

"They are more up to date than those employed in any other part of the British West Indies. Nearly every cent the proprietors of the mills have made has been put into new and improved machinery and plant."

CHAT WITH A MAN FROM TRINIDAD.

ON Monday last I had an interesting chat with Mr. Robert S. Reid, of Gordon Grant & Co., Trinidad, British West Indies. Mr. Reid, like Mr. Wyatt, was on his way home from a visit to Great Britain. His visit to Great Britain extended over a period of six months, during which he evidently grasped every opportunity of drawing the attention of the people there with whom he came into contact to the necessities of the West Indies.

"Canadian trade with Trinidad," said Mr. Reid in reply to a question, "is growing all the time. A good deal of what we formerly bought in New York now comes from Canada direct."

"Of what lines do you speak particularly?"

TRADE GROWING WITH CANADA.

"Particularly of flour, cheese and butter. In these articles trade is growing, and I think it will continue to grow. Potatoes is another Canadian product in which our trade is increasing. These increases are due largely to the direct line of steamers that are now run between Canada and Trinidad and other parts of the West Indies by the Pickford & Black Co. Before these direct steamers were put on, the little we imported from Canada came in small sailing vessels whose chief cargo was fish and lumber."

"Do you consider the Canadian preferential tariff of any benefit to Trinidad?"

"I think it is going to help trade a great deal. The one-third reduction in the tariff, although not quite, is nearly as favorable to our sugars as the United States countervailing duty. A countervailing duty in Canada on European bounty sugar would be better for us than the present preferential tariff, for it would necessitate the Canadian refineries using more cane sugars. It is having this effect in the United States at any rate. The more sugar you bought from us the more goods would we buy from you. We go to New York to buy because they buy from us."

"Cocoa is one of your chief industries, is it not?"

"Yes; and our trade with Canada is increasing, and with the United States it is increasing very much."

CANADIAN FLOUR.

"How is Canadian flour taking in Trinidad?"

"It is taking all right. There was some dissatisfaction at one time, when the flour was shipped to us by middlemen, who would buy flours of different quality but ship it to us under one brand. In this way, of course, the quality was not uniform, and dissatisfaction was naturally the result. Now the millers are shipping direct, and they are shipping the right stuff."

The question of reciprocity naturally came in for some consideration during our conversation.

THE RECIPROCITY QUESTION.

"As far as reciprocity between Trinidad and the United States is concerned," explained Mr. Reid, "opinions in our country

are strongly divided. There are a good many who are against it and want a treaty with Canada. And there are a good many who favor the United States and not Canada. Sugar and cocoa are practically the dividing lines. The sugar interests would like a treaty with Canada, but in order to get our sugar into Canada under a lower tariff, we would, of course, be compelled to lower our tariff on flour and other articles from the Dominion. This might, some fear, offend the United States. As the United States takes the greater part of our cocoa, those engaged in the latter industry fear retaliation upon their product. The difficulty lies in satisfying both interests. Both industries are about of equal importance, although sugar employs relatively more labor. We export, roughly speaking, about 60,000 tons of sugar, and, as it is estimated that one man is employed to every ton of sugar produced, it means that 60,000 men find employment in the industry."

PREFERENTIAL TARIFF WITHIN THE EMPIRE.

Mr. Reid is in favor of a preferential tariff within the British Empire. "But," said he, "I do not think we shall see it, at any rate for 10 years. During the four months I was in England I could find no one who would give me any encouragement. However, I have some hope that Mr. Chamberlain will do something for the West Indies after the Boer war is settled."

In reply to a question, Mr. Reid said that the chief articles on which Customs revenue was raised in Trinidad were flour and rice, the duty on flour being 80c. per bbl. and on rice 52c. per 100 lb.

Gordon Grant & Co., of which Mr. Reid is a member, are large commission merchants and bankers, and, in their latter capacity, sell drafts on Canada. In fact, they are the only ones in Trinidad—either bankers or merchants—who do so.

CANADA'S TRADE WITH BERMUDA.

From The Maritime Merchant.

WHILE Canadian exports to the British West Indies have not shown a very encouraging increase in volume during the past decade, it is pleasing to note that we are each year selling more and more goods to the little island of Bermuda. Mr. W. T. James, who is one of the leading importers at Hamilton, the capital of the Island, was in Halifax last week, and in an interview with The Merchant stated that the increase in Bermuda's imports from Canada from year to year has far exceeded the expectations of those who first attempted to develop the

trade. In contrasting the old and new conditions he said:

"I think it was in the month of September 1888 that the first boat of Pickford & Black's line made her initial trip on the Jamaica route calling at Bermuda, and I think the trade returns of that year will show total imports from Canada of about 5,000 barrels and perhaps not as much as that. From October to February of last year, five months only, steamers of the same line landed no less than 55,000 barrels, an average of 11,000 barrels a month, or 132,000 barrels a year. I remember quite distinctly when the misunderstanding arose between the Cunard steamers and the Imperial Government with regard to a subsidy and the old boats were withdrawn.

"My esteemed friend, the late Captain Crowell, and I, discussed the advisability of putting on a steamer. He favored a small boat and no accommodation for passengers, the idea being to minimize expenses as much as possible. I said to him: 'No, Captain Crowell, I believe that this business is bound to expand and that the better the boat and the more accommodation it can give, providing it does not cost us too much, the greater are our chances for success.' The speculative discussion ended there, but I can now see that even my most sanguine expectations were far short of what the business has, in course of time, grown to be. I dare say you know that I am the agent for the Canadian boats at Bermuda and of course am much interested in the success of the line. I do all that I can to put business in the way of Canadian houses and except in a very few cases, I have every reason to feel satisfied with the values obtained and the treatment received. I buy all my flour in Canada and am slowly but steadily increasing my purchases. I buy canned fruits and vegetables from the Simcoe Canning Co., and have found their goods to be better quality than the American. Some few years ago I began importing creamery butter from Nova Scotia and found it so satisfactory that I purchased an interest in a creamery at Lawrencetown and arranged to take its whole output. In addition to this I get a large quantity of a similar article from Smith & Proctor, of Halifax, and I must say that both in quality and price they have given me entire satisfaction."

Asked as to why so much trade in the line of provisions is sent to New York, Mr. James said that throughout the group of Islands there are many small merchants, and each one wishes to do his own importing. Orders are sent to such firms as Austin Nichols & Co., of New York, for as small amounts as two boxes of cheese, a

few boxes of soap and five or six cases of canned goods. As a result, it is no uncommon thing for the New York steamer to have no less than 200 complete sets of B/L on one trip. Mr. James thought that perhaps New York prices were a little finer than the jobbing prices at Halifax, but, with the Island in a prosperous condition and the standing of the trade substantial, he sees no reason why business might not be developed from Canadian ports to advantage. Mr. James imports the bulk of his tea direct from Ceylon, which he finds a better market than London. He is agent for one of the best tea companies at Colombo.

FRA ELBERTUS ON WORK.

EVERY employe pays for superintendence and inspection. Some pay more and some less. That is to say, a dollar-a-day man would receive two dollars a day were it not for the fact that some one has to think for him, look after him, and supply the will that holds him to his task. The result is that he contributes to the support of those who superintend him. Make no mistake about this: Incompetence and disinclination require supervision, and they pay for it, and no one else does.

The less you require looking after, the more able you are to stand alone and complete your tasks, the greater your reward. Then if you cannot only do your own work, but direct intelligently and effectively the efforts of others, your reward is in exact ratio, and the more people you can direct, and the higher the intelligence you can rightly lend, the more valuable is your life.

The Law of Wages is as sure and exact in its workings as the Law of the Standard of Life. You can go to the very top, and take Edison for instance, who sets a vast army at work—and wins not only deathless fame, but a fortune, great beyond the dreams of avarice. And going down the scale you can find men who will not work of themselves and no one can make them work, and so their lives are worth nothing, and they are a tax and a burden on the community. Do your work so well it will require no supervision, and by doing your own thinking you will save the expense of hiring someone to think for you.—The Philistine.

I,120 HARDWARE BOXES

G. W. Eccleston, hardware merchant, Bracebridge, Ont., is equipping his new store with 1,120 of Bennett's patent shelf boxes.

H. I. Matthews, general merchant, Lakeport, Ont., has sold out to Caleb Southon, who took possession on November 1.

MARKETS AND MARKET NOTES

QUEBEC MARKETS.

Montreal, November 1, 1901.

HARDWARE.

TRADE continues to show a satisfactory expansion in all seasonable lines of hardware and no complaints are heard in any quarter of a disappointment in the demand. Furnaces and stoves continue in very active request, and the deliveries of hot air furnaces are much behind the requirements of the retailers. Hockey sticks, cattle chains, skates, lanterns and winter goods

of all descriptions are moving out freely. The iron market is firm and bar iron and iron manufactures are, in several instances, becoming decidedly scarce. Horse-shoes are moving very freely and the feeling is very firm. Just now there is a misunderstanding between the manufacturers and jobbers in Ontario and Quebec; it is said that prices, in some instances, have been shaded. It is expected that a settlement will soon be reached or that the diminution of the supply will bring matters back to a wholesome basis. Nails are in active request as well as bolts, screws and all other staples, which

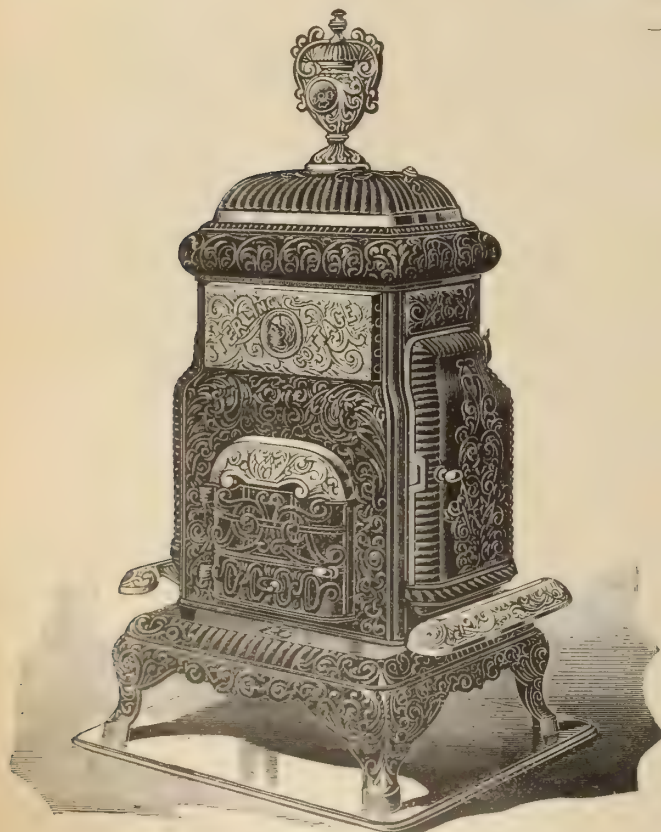
are now being stocked in fair quantities. Payments are very satisfactory and the Northwest trade was never better.

BARB WIRE — During the week there have been a number of orders received for small lots of barb wire for immediate use. There is no stocking going on. The price is unchanged at \$3.05 per 100 lb. f.o.b. Montreal.

GALVANIZED WIRE — A small demand is reported. We quote: No. 5, \$4.25; Nos. 6, 7 and 8 gauge, \$3.55; No. 9, \$3.10; No. 10, \$3.75; No. 11, \$3.85; No. 12, \$3.25; No. 13, \$3.35; No. 14, \$4.25; No. 15, \$4.75; No. 16, \$5.

Two Moderate-Priced Handsome Heaters.

ARE QUICK SELLERS.



STERLING COTTAGE.

Burns wood only.

Made in two sizes.

Base is detachable.

Has an extra large firing door, with check to prevent smoke escaping when replenishing the fire.

Has full nickel dress, making it a very handsome heater and suitable for the best furnished home.

The "Sterling Cottage" is an ideal parlor heater where wood is the only fuel.



FAMOUS OAK

Burns coal or wood, or grates for burning Souris coal can be supplied at the same price as hard coal grates.

The "Famous Oak" is the most improved heater of its kind in Canada.

Made in three sizes for coal and wood, and three sizes for wood only.

The fancy nicked apron and lower ring throw the heat to the floor, where it is most needed. It is the only "Oak" stove on the market fitted with this ring.

This, with other exclusive features, makes it an easy stove to sell, and guarantees satisfaction to your customer when it is sold.

RETURNED

The McGlary Manufacturing Co.,

LONDON

TORONTO

MONTREAL

WINNIPEG

VANCOUVER

ST. JOHN, N.B.

"EVERYTHING FOR THE TINSHOP."

DEC 13 1901

THE PAGE-HERSEY IRON & TUBE CO.

Limited

MONTREAL

Manufacturers of

Wrought Iron Pipe

For Water, Gas, Steam, Oil,
Ammonia and Machinery.

**DRAIN PIPES,
PORTLAND CEMENTS,
FIRE BRICKS AND CLAY
SILICA AND MAGNESIA
BRICKS,**

with specially prepared mortar.

Contractors' and Founders'
Supplies.

F. HYDE & CO.

31 WELLINGTON ST., MONTREAL

.. FULL STOCK ..

Salt Glazed Vitrified



Double Strength Culvert Pipe
a Specialty.

THE CANADIAN SEWER PIPE CO.

HAMILTON, ONT. TORONTO, ONT.
ST. JOHNS, QUE.

Deseronto Iron Co.

LIMITED

DESERONTO, ONT.

Manufacturers of

Charcoal Pig Iron

BRAND "DESERONTO."

Especially adapted for Car Wheels, Malleable Castings, Boiler Tubes, Engine Cylinders, Hydraulic and other Machinery where great strength is required; Strong, High Silicon Iron, for Foundry Purposes.

SMOOTH STEEL WIRE Large quantities of hay-baling wire continue to be shipped from the rolling mills and warehouses. We now quote oiled and annealed: No. 9, \$2.80; No. 10, \$2.87; No. 11, \$2.90; No. 12, \$2.95; No. 13, \$3.15 per 100 lb. f.o.b. Montreal, Toronto, Hamilton, London, St. John and Halifax.

FINE STEEL WIRE A fair business is being done with manufacturers. The discount is 17½ per cent.

BRASS AND COPPER WIRE There is nothing new to report as the market is featureless. The discounts are 55 and 2½ per cent. on brass and 50 and 2½ per cent. on copper.

FENCE STAPLES A limited business is being done in small mail order shipments. We quote \$3.25 for bright and \$3.75 for galvanized per keg of 100 lb.

WIRE NAILS A brisk trade is to be reported for the week and the market is in a very healthy condition. We quote: \$2.85 for small lots and \$2.77½ for car lots f.o.b. Montreal, London, Toronto, Hamilton and Gananoque.

CUT NAILS Fair movements of cut nails are reported. We now quote: \$2.57 per keg for small and \$2.45 for car lots; flour barrel nails, 25 per cent. discount; coopers' nails, 30 per cent. discount.

HORSE NAILS The demand for horse nails has been extremely brisk at current quotations. "C" brand is held at a discount of 50 and 7½ per cent. off the new list. "M" brand is quoted at 60 per cent. off old list on oval and city head and 66 2-3 per cent. off countersunk head. Monarch's discount is 66 2-3 per cent., and 70 per cent. in 25-box lots.

HORSESHOES The market for Ontario and Quebec has been somewhat unsettled on account of a misunderstanding between jobbers and manufacturers. In some instances prices have been shaded. There is some talk of a settlement. Meanwhile the demand is very heavy and stocks have been reduced to a close margin. We now quote as follows: Iron shoes, light and medium pattern, No. 2 and larger, \$3.50; No. 1 and smaller, \$3.75; snow shoes, No. 2 and larger, \$3.75; No. 1 and smaller, \$4; X L steel shoes, all sizes, 1 to 5, No. 2 and larger, \$3.60; No. 1 and smaller, \$3.85; feather-weight, all sizes, \$4.85; toe weight, steel shoes, all sizes, \$5.95 f.o.b. Montreal, f.o.b. Hamilton, London and Guelph, 10c. extra.

SCREWS There is a brisk demand for screws on retail and manufacturing account. Discounts are: Flat head bright, 87½ and 10 per cent. off list; round head bright, 82½ and 10 per cent.; flat head brass, 80 and 10 per cent.; round head brass, 75 and 10 per cent.

BOLTS This line is moving very freely without any change in quotations. The new discounts are as follows: Norway carriage bolts, 60 and 5 per cent.; common, 55 and 5 per cent.; full square carriage bolts, 60 and 5 per cent.; machine bolts, 55 and 5 per cent.; coach screws, 70 per cent.; sleigh shoe bolts, 70 per cent.; blank bolts, 60 per cent.; bolt ends, 60 per cent.; plough bolts, 55 and 5 per cent.; tire bolts, 67½ per cent.; stove bolts, 67½ per cent. To any retailer an extra discount of 5 per cent. is allowed. Nuts, square, 3½¢ per lb. off list; hexagon nuts, 4¢ per lb. off list. To all retailers an extra discount of 4¢ per lb. is allowed.

Sanderson's TOOL STEEL

Unequalled for Quality.
Large Assortment in Stock.

A. C. LESLIE & CO.

CANADIAN AGENTS

MONTREAL.



IRON AND
BRASS

Pumps

Force, Lift and Cistern
Hand and Power.

For all duties. We can supply your wants with—quality the best and prices right. Catalogues and full information for a request.

THE R. McDOUGALL CO., Limited

Manufacturers, Galt, Canada.

ADAM HOPE & CO.

Hamilton, Ont.

We offer from stock

Coke Tin Plates 1 C 14 x 20,

" " 1 C 20 x 28,

Galvanized Sheet Iron,

"Comet" and American Brands.

L. and F. Ingot Tin,

Straits Tin,

Ingot Copper,

Pig Lead, Spelter and Antimony.

NOVA SCOTIA STEEL CO.

Limited

NEW GLASGOW, N.S.

Manufacturers of

Ferrona Pig Iron

And SIEMENS MARTIN

Open Hearth Steel

Do You Carry a Stock of

GRANATINE FLOOR FINISH

FOR NATURAL WOOD FLOORS, OIL
CLOTH, LINOLEUMS, ETC. ?

If not, you should, as it is a finish you can always highly recommend, knowing it will not only please the purchaser, but give the impression that you always handle reliable and up-to-date goods.

Manufactured only by

The Imperial Varnish & Color Co.
LIMITED
TORONTO, ONT., CANADA.

Window Glass Window Glass

We are receiving large consignments of Window Glass by the following Steamers, viz :

**Belgian, Mexican,
Boliviana, Cebriana**—

and will be able to fill all orders promptly.

**THE JOHN BOWMAN
HARDWARE & COAL CO.,
LONDON, ONT.**

BUILDING PAPER — A fair demand is still reported. We quote: Tarred felt, \$1.70 per 100 lb.; 2 ply, ready roofing, 80c. per roll; 3-ply, \$1.05 per roll; car-pet felt, \$2.25 per 100 lb.; dry sheathing, 30c. per roll; tar sheathing, 40c. per roll; dry fibre, 50c. per roll; tarred fibre, 60c. per roll; O.K. and I.X.L., 65c. per roll; heavy straw sheathing, \$28 per ton; slaters' felt, 50c. per roll.

RIVETS AND BURRS — A lively market is again reported. Discounts are: Best iron rivets, section, carriage, and wagon box, black rivets, tinned do., coopers' rivets and tinned swedes rivets, 60 and 10 per cent.; swedes iron burrs are quoted at 55 per cent. off; copper rivets, 35 and 5 per cent. off, and coppered iron rivets and burrs, in 5 lb. carton boxes, are quoted at 60 and 10 per cent. off list.

CORDAGE — The market is very firm and hemp has advanced in primary markets this week. Manila is 1c. higher and lathyrum is up 1c. Manila is quoted at 14½c., British hemp, at 14½c., sisal, 11c. and lathyrum at 10c. Manitoba prices are: Manila, 15c., British hemp, 12½c., sisal, 12c. and lathyrum, 11c.

HARVEST TOOLS — As yet there has been but little business done on retail account. The discount is 70 per cent.

SPADES AND SHOVELS — A fair demand has been experienced this week at 10 and 5 per cent. discount.

FIREBRICKS — The demand is slow. We quote: Scotch at \$17.50 to \$22 and English at \$17 to \$21 per 1,000 ex-warehouse.

CEMENT — There has been a good call for cement this week at former quotations. We now quote as follows:

German cement, \$2.25 to \$2.40; English, \$2.20 to \$2.35; Belgian, \$1.65 to \$1.95 per bbl. ex-wharf, and American, \$2.15 to \$2.30 ex-cars.

METALS.

The iron market is quite strong under an exceedingly active demand. The number of orders for bar iron is increasing, even the largest consuming interests in the country buying heavily. Pig lead is somewhat lower as also is ingot copper and tin. Iron pipe is 5 per cent. higher.

PIG IRON — The market is steady and the demand somewhat improved. Sumnerlee is worth \$20 to \$20.50 and Canadian, \$18 to \$18.50.

BAR IRON — The market is very active and strong. Large orders have been placed this week by some of the heaviest consuming interests in the country. Merchants' bar is worth \$1.95 and horseshoe, \$2.15 to \$2.20.

BLACK SHEETS — There is a fairly good demand for black sheets and prices are unchanged. We quote: 28 gauge, \$2.75; 26 gauge, \$2.65; 22 to 24 gauge, \$2.55 and 8 to 20 gauge, \$2.55.

GALVANIZED IRON — Prices are well maintained as stocks are by no means heavy. Importers are already arranging for some January importations. We quote as follows: No. 28, Queen's Head, \$4.50; Apollo, 10½ oz., \$4.50; Comet, \$4.25, with 25c. extra in less than case lots.

INGOT COPPER — The market is somewhat weaker. A fair quotation now would be 17c.

SHEET COPPER — Sheet copper is selling rather freely at 22 to 23c. per lb.

INGOT TIN — The market is a little

lower, Straits being worth 28c. and Lamb and Flag, 29c.

PIG LEAD — Pig lead is a little weaker, being now quoted at \$3.25.

LEAD PIPE — The demand is rather brisk at unchanged quotations. We quote 7c. for ordinary and 7½c. for composition waste, with 30 per cent. off.

IRON PIPE — The market has strengthened during the week and prices have been advanced 5 per cent. by the manufacturers, and wholesalers are allowing old quotations only to their best customers. Stocks are low. We quote as follows: Black pipe, 4, \$3 per 100 ft.; 3, \$2.95; ½, \$3.10; ¼, \$3.15; 1-inch, \$5; 1½, \$7.10; 2, \$8.50; 2-inch, \$11.35. Galvanized, ½, \$1.10; ¾, \$5; 1-inch, \$7.15; 1½, \$10; 2, \$12; 2-inch, \$15.95.

TIN PLATES — The market is firm under a fair inquiry. Prices are unchanged at \$4.25 for cokes and \$4.75 for charcoal.

CANADA PLATE — There is a fairly active trade being done at unchanged prices. We quote: 52's, \$2.70 to \$2.75; 66's, \$2.80 to \$2.85; 75's, \$2.85 to \$2.90; full polished, \$3.75, and galvanized, \$4.25 to \$4.50.

STEEL — Unchanged. We quote: Sleigh shoe, \$2; tire, \$2.05; bar, \$2; spring, \$2.75; machinery, \$2.75, and tool-calk, \$2.60.

SHEET STEEL — We quote: Nos. 10 to 20, \$2.50; 3-16, \$2.05; ¼, 5-16 and ¾, \$2.45.

TOOL STEEL — Black Diamond, 8c. and Jessop's, 13c.

TERNE PLATES — The market is steady at \$7.75 to \$8, according to grade.

COIL CHAIN — A good business is

being done in coil chain both on whole sale and retail account. We quote: No. 6, 12½c.; No. 5, 10½c.; No. 4, 10c.; No. 3, 9½c.; ½ in., 7½c. per lb.; 5-16, \$4.80; 5-16 exact, \$5.25; ¾, \$4.25; 7-16, \$4.95; ¾, \$3.85; 9-16, \$3.75; ¾, \$3.55; ¾, \$3.50; 7, \$3.45; 1-in., \$3.45. In carload lots an allowance of 10c. is made.

SHEET ZINC—Still selling at \$5.75 & 86.

ANTIMONY—Quiet at 10c.

ZINC SPelter—Steady at 5c.

SOLDER—We quote: Bar solder, 15c.; wire solder, 20c.

GLASS.

There is a good inquiry for glass just now and prices are unchanged. We quote as follows: First break, 50 ft., \$2.10; second, \$2.20 for 50 ft.; first break, 100 ft., \$4, second break, \$4.20, third break, \$4.70 and fourth break, \$4.95.

PAINTS AND OILS.

Business is somewhat better this week. White lead movements have decidedly improved and there is now a fair inquiry in all lines, with liquid paints decidedly brisk. Turpentine is much firmer in the South but there has been no change here. The English linseed-oil market is higher this week and prices here are 2c. higher. We quote:

WHITE LEAD—Best brands, Government standard, \$6; No. 1, \$5.62½; No. 2, \$5.25; No. 3, \$4.87½, and No. 4, \$4.50 all f.o.b. Montreal. Terms, 3 per cent. cash or four months.

DRY WHITE LEAD—\$5.25 in casks, kegs, \$5.50.

DRY WHITE ZINC—Pure dry, 6½c.; No. 1, 5½c.; in oil, pure, 7½c.; No. 1, 6½c.; No. 2, 5½c.

PUTTY—We quote: Bulk, in bbls., \$1.90 per 100 lb.; bulk, in less quantity, \$2.05; bladders, in bbls., \$2.25; bladders, in 100 or 200 lb. kegs or boxes, \$2.40; in tins, \$2.55 to \$2.65; in less than 100 lb. lots, \$3 f.o.b. Montreal, Ottawa, Toronto, Hamilton, London and Guelph. Maritime Provinces, 10c. higher. f.o.b. St. John and Halifax.

RED LEAD—Genuine red lead in casks, \$4.50; in 100-lb. kegs, \$4.75; less quantities, \$5.75 per 100 lb. No. 1 red lead, casks, \$4.25; kegs, \$4.50, and smaller quantities, \$5.50.

ORANGE MINERAL—Casks, 7c.; 100 lb. kegs, 7½c.; smaller quantities, 8½c.

LITHARGE—Ground, casks, 5c.; less, 5½c.; flake litharge, casks, \$5.25; smalls, \$5.75 per 100 lb.

LINSEED OIL—Raw, 79c.; boiled, 82c. in 5 to 9 bbls., 1c. less, 10 to 20 bbl. lots open, net cash, plus 2c. for four months. Delivered anywhere in Ontario between Montreal and Oshawa at 2c. per gal. advance and freight allowed.

TURPENTINE—Single bbls., 56c.; 2 to 4 bbls., 55c.; 5 bbls. and over, open terms, the same terms as linseed oil.

MIXED PAINTS \$1.20 to \$1.45 per gal.

CASTOR OIL—8½ to 9½c. in wholesale lots, and ½c. additional for small lots.

SEAL OIL—17½ to 19c.

COD OIL—32½ to 35c.

NAVAL STORES—We quote: Resins, \$2.75 to \$4.50, as to brand; coal tar, \$3.25 to \$3.75; cotton waste, 4½ to 5½c. for colored, and 6 to 7½c. for white; oakum, 5½ to 6½c., and cotton oakum, 10 to 11c.

SCRAP METALS.

There is a fairly good business being done in all lines, with a particularly active request for copper. Iron is rather slow. Dealers are paying the following prices in the country: heavy copper and wire, 13½ to 14c. per lb.; light copper, 12 to 12½c.; heavy brass, 12 to 12½c.; heavy yellow, 9½c.; light brass, 6½c.; lead, 2½ to 2¾c. per lb.; zinc, 2½ to 2¾c.; iron, No. 1, wrought, \$14 to \$15 per gross ton f.o.b. Montreal; stove plate, \$8 to \$9; machinery scrap, \$11; light iron, No. 2, \$5 a ton; malleable and steel, \$1; rags, country, 60 to 70c. per 100 lb.; old rubbers, 7 to 7½c. per lb.

HIDES.

The market continues firm and active with prices steady, except in the case of calfskins, which have declined 1c. We quote: Light hides, 8c. for No. 1, 7c. for No. 2, 6c. for No. 3. Lambskins, 50c.

MONTREAL NOTES.

Bar iron is strong.

Ingot copper is slightly weaker.

Linseed oil is 2c. per gal. higher.

Pig lead is 50c. per 100 lb. lower.

The prices of horseshoes are unsettled.

Iron pipe has been advanced 5 per cent. in small lots.

ONTARIO MARKETS.

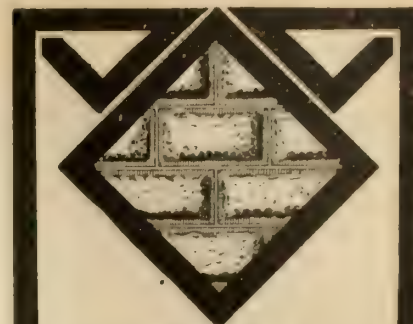
TORONTO, November 1, 1901.

HARDWARE.

A FAIRLY ACTIVE trade is still being done, although there does not appear to have been any increase in the volume of business, compared with a week ago. The stove and furnace manufacturers and dealers have still more business than they can take care of. Guns, rifles and ammunition have been decidedly active during the past week, and the number of hunters who went north during the week for the opening of the deer-hunting season appears to have been unusually large. As far as prices are concerned, the most important is the new list which has been issued on screen doors and windows, in which lower quotations are the rule. A reduction is also to be noted in sash weights. Wire nails are still in good demand. The same is to be said of screws, bolts, rivets, horseshoes and horse nails. A large number of orders are still being booked for horseshoes.

BARB WIRE—A moderate business in small lots is still being done. We quote: \$3.05 per 100 lb. from stock Toronto; and \$2.82½ f.o.b. Cleveland for less than carlots, and \$2.70 for carlots.

GALVANIZED WIRE—There is just a little sorting up being done. We quote as follows: Nos. 6, 7 and 8, \$3.50 to \$3.85 per 100 lb., according to quantity; No. 9, \$2.85 to \$3.15; No. 10, \$3.60 to \$3.95; No. 11, \$3.70 to \$4.10; No. 12, \$3 to \$3.30; No. 13, \$3.10 to \$3.40; No. 14,



A handsome steel siding for all kinds of building purposes; supplied either Galvanized or Painted.

OUR ROCK FACED STONE

is fire and damp proof—resists all weather conditions—is very reasonably priced—and can be so easily applied it gives universal satisfaction.

Find further facts about it in our catalog.

Metallic Roofing Co., Limited,
Wholesale Manufacturers,
Toronto, - - - Canada

\$4.10 to \$4.50; No. 15, \$4.60 to \$5.05; No. 16, \$4.85 to \$5.35. Nos. 6 to 9 base f.o.b. Cleveland are quoted at \$2.57½ in less than carlots and 12c. less for carlots of 15 tons.

SMOOTH STEEL WIRE—Quite a good business is still to be noted in hay-baling wire, but very little is being done in oiled and annealed. We quote net selling prices as follows: Nos. 6 to 8, \$2.90; 9, \$2.80; 10, \$2.87; 11, \$2.90; 12, \$2.95; 13, \$3.15; 14, \$3.37; 15, \$3.50; 16, \$3.65. Delivery points, Toronto, Hamilton, London and Montreal, with freights equalized on those points.

WIRE NAILS—The demand for small lots is still being well maintained. Some sizes are reported to be rather scarce. The base price is \$2.85 for less than carlots and \$2.77½ for carlots. Delivery points, Toronto, Hamilton, London, Gananoque and Montreal.

CUT NAILS—These are still quiet. The base price, \$2.55 per keg, with 10c. allowance on carlots.

HORSE NAILS—A fairly good demand is still the feature of the trade in this line. Discounts on "C" brand, oval head, 50 and 7½ per cent. off new list, and on "M" and other brands, 50, 10 and 5 per cent. off the old list. Counter-sunk head 60 per cent.

HORSESHOES—The demand keeps fairly good. We quote f.o.b. Toronto: Iron shoes, No. 2 and larger, light, medium and heavy, \$3.60; snow shoes, \$3.85; light steel shoes, \$3.70; featherweight (all sizes), \$4.95; iron shoes, No. 1 and smaller, light, medium and heavy (all sizes), \$3.85; snow

shoes, \$4; light steel shoes, \$3.95; feather-weight (all sizes), \$4.95.

SCREWS—The demand keeps steady, and prices unchanged. Discounts are as follows: Flat head bright, 87½ and 10 per cent.; round head bright, 82½ and 10 per cent.; flat head brass, 80 and 10 per cent.; round head brass, 75 and 10 per cent.; round head bronze, 65 per cent., and flat head bronze at 70 per cent.

RIVETS AND BURRS—Business remains much as before, namely, fairly good. We quote: Iron rivets, 60 and 10 per cent.; iron burrs, 55 per cent.; copper rivets and burrs 25 and 5 per cent.

BOLTS AND NUTS—The demand for bolts keeps active, and prices steady and unchanged. We now quote prices as follows: Carriage bolts, common (\$1 list), 55 and 5 per cent.; carriage bolts, full square (\$2.40 list), 60 and 5 per cent.; carriage bolts, Norway iron (\$3 list), 60 and 5 per cent.; machine bolts, all sizes, 55 and 5 per cent.; coach screws, 70 per cent.

TACKS—A change is to be noted in the discount on certain descriptions of tacks. The changes are: Trunk nails, 25 per cent., was 65; Swede iron shoe nails, 62½ per cent., was 65; soft steel shoe nails, 62½ per cent., was 65; iron shoe nails, 62½ per cent., was 65; clinched point shoe rivets, 50 per cent., was 20. The sharp reduction in shoe rivets was made to meet United States competition.

POULTRY NETTING—Quite a little business has been done in this line during the past. Discount on English netting is 60 per cent. and on Canadian 55 and 5 per cent.

SCREEN DOORS AND WINDOWS—The manufacturers have issued a new list of prices for next season, particulars of which are printed in another part of this issue.

ROPE—There is a fair quantity of rope moving. We quote: Manila, 14½c.; sisal, 11c.; lath yarn, 10½c.

CROSSCUT SAWS—The trade in this line is worthy of special mention, the demand having opened up much earlier than usual this season, being now what it usually is in January.

SPORTING GOODS—The demand for guns, rifles and ammunition during the past week has been quite active.

CUTLERY—The movement during the past week has been quite active.

BUILDING PAPER—The movement is good in both building paper and roofing felt. We quote as follows: Tarred roofing, \$1.70; building paper, 30c.; tarred paper, 40c.

ELBOWS—Quite a good demand is still being experienced in these. We quote 5 and 6 inch common at \$1.20, and 7-inch at \$1.35; polished, 15c. per dozen extra.

STOVES AND FURNACES—The demand keeps brisk, and dealers are still unable to get anything like their requirements.

HARVEST TOOLS—A good many orders are still being booked at the low prices now ruling. Discount, 70 per cent.

SPADES AND SHOVELS—A good trade is being done in grain and furnace shovels. Discount, 40 and 5 per cent.

TINWARE AND ENAMELLED WARE—Stove-pipes, elbows, stove boards, and in fact all store goods, are going out well. Enamelled ware is in moderate request.

METALS.

The position of the metal market is still, on the whole, a strong one. Iron and steel are firm and in fair demand. Sheet metals are in better supply, and prices rule much as before.

PIG IRON—The pig iron market continues to show slight improvement, and advices from the United States say that while some users are only buying for immediate requirements, others are placing orders covering the first half of 1902. Locally, the idea as to price is \$18 on track Toronto for No. 2 Canadian pig iron.

BAR IRON—The demand keeps active, and the price firm at \$1.92 to \$2.05 per 100 lb.

STEEL—Deliveries are still short of the demand, which continues active. We quote: Merchantable cast steel, 9 to 15c. per lb.; drill steel, 8 to 10c. per lb.; "BC" and "Black Diamond" tool steel, 10 to 11c.; Jessop's, Morton's and Firth's tool steel, 14c.; toe calk steel, \$2.85 to \$3; tire steel, \$2.30 to \$2.50; sleighshoe steel; \$2.10 to \$2.25; reeled machinery steel, \$3, hoop steel, \$3.10.

BLACK SHEETS—A good demand is still to be reported. We quote: Common, \$3.15 for 28 gauge; and dead flat at \$2.50 for 26 gauge.

CANADA PLATES—The demand continues brisk and although shipments are coming forward more freely some jobbers' stocks are still light. We quote: All dull, \$3.15; half polished, \$3.25; and all bright, \$3.75.

GALVANIZED SHEETS—Trade is active and some houses report that their stocks are lower than usual. We still quote: "Queen's Head" brand at \$4.60 in case lots and \$4.75 in less quantities.

PIG TIN—The outside tin markets are dull, but rather firmer. The demand locally is for smaller lots at 30 to 30½c. per lb.

TINPLATES—Stocks are arriving and the shortage has been relieved, although there is still a scarcity in some sizes. The demand is active. We quote I C at \$4.75.

TINNED SHEETS—A moderate business is being done at 8½c. for 28 gauge.

Oakey's

The original and only Genuine Preparation for Cle-ning Cutlery. 6d. and 1s. Canisters.

'WELLINGTON' KNIFE POLISH

JOHN Oakey & Sons, Limited

MANUFACTURERS OF

Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England.

Agent:

JOHN FORMAN, 644 Craig Street MONTREAL



COVERT MFG. CO.

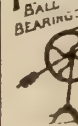
West Troy, N.Y.

Steel Carriage and Wagon Jacks,

Harness Snaps, Chain, Rope and Web Goods, etc.

FOR SALE BY JOBBERS AT MFRS. PRICES.

PRIEST'S CLIPPERS



Largest Variety of Toilets, Hand Electric Power ARE THE BEST. Highest Quality Grooming and Sheep Shearing Machines WE MAKE THEM. SEND FOR CATALOGUE TO



The Best Door Closer is . . .

NEWMAN'S INVINCIBLE FLOOR SPRINGS

Will close a door silently against any pressure of wind. Has many working advantages over the ordinary spring, and has twice the wear. In use throughout Great Britain and the Colonies. Gives perfect satisfaction. Made only by

W. NEWMAN & SONS, Birmingham.

Oneida Community Goods

HALTERS, COW TIES, SNAPS, etc., etc.,

in all sizes and styles. May be had of all jobbers throughout Canada.

Factory—NIAGARA FALLS, ONT.

MACKENZIE BROS.

HARDWARE

MANUFACTURERS' AGENTS,

Travellers covering Manitoba, Northwest Territories and British Columbia.

WINNIPEG MAN.

CORRESPONDENCE SOLICITED.

"PULLMAN" TROUSER or SKIRT HANGERS. TWO SIZES



PULLMAN SASH BALANCE CO., ROCHESTER, N.Y., U.S.A.

TERNE PLATES—There is some demand for small lots at \$9 for I. C.

COPPER—In ingot copper there is a little business being done in a small way at 17½c. per lb. Sheet copper continues in brisk demand at 23 to 25c. per lb.

BRASS—A fair amount of business is being done. Discount, 10 per cent.

SOLDER—A good trade is being done. Half-and-half, guaranteed, 19½c.; do., commercial, 19c.; refined, 18½c.; wiping, 18c.

IRON PIPE—The demand is good, and, although manufacturers' figures are firm, there is some irregularity in jobbers' figures. The ruling price for 1 inch black is \$5, and for 1-inch galvanized, \$7.36 per 100 ft.

LEAD—Business is fair. We quote 4 to 4½c. per lb.

SPELTER—The demand is good. We quote 5½ to 6c.

ZINC SHEET—Business is active. We quote 5¾ to 6c. for cask lots and 6 to 6¼c. for part casks.

ANTIMONY—The demand is not as brisk as it was a week ago. We quote 10½ to 11c. per lb.

PAINTS AND OILS.

An error occurred in the market reports regarding the price of linseed oil. It was stated that oil was 2c. lower, while in reality it was firm in price with an upward tendency. This week the price of linseed oil and turps is firm with an upward tendency. In Montreal, the price has advanced 2c., but up to the time of going to press no change has been made here. Owing to the continued fine weather, the demand for paints continues good (especially for white leads in oil), and the trade is fully equal to that of last year. The other prices remain unchanged. We quote:

WHITE LEAD—Ex Toronto, pure white lead, \$6.12½; No. 1, \$5.75; No. 2, \$5.37½; No. 3, \$5.00; No. 4, \$4.62½; genuine dry white lead in casks, \$5.12½.

RED LEAD—Genuine, in casks of 560 lb., \$5.12½; ditto, in kegs of 100 lb., \$5.50; No. 1, in casks of 560 lb., \$4; ditto, kegs of 100 lb., \$4.50.

LITHARGE—Genuine, 6 to 6½c.

ORANGE MINERAL—Genuine, 7½ to 8c.

WHITE ZINC—Genuine, French V.M., in casks, \$6 to \$6.25; Lehigh, in casks, \$6.

BENZINE—In barrel lots, 18 to 20c. per gal.; less quantities, 25c. per gal.

PARIS WHITE—90c. to \$1 per 100 lb.

WHITING—65c. per 100 lb.; Gilders whiting, 80c.

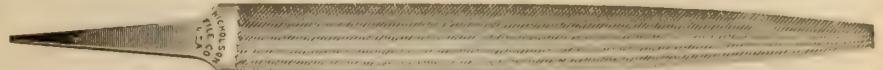
GUM SHELLAC—In cases, 25c.; in less than cases, 28c.

PUTTY—Bladders, in bbls., \$2.25; bladders, in 100 lb. kegs, \$2.40; bulk in bbls., \$1.90; bulk, less than bbls. and up to 100

FILES

7 FACTORIES
10 BRANDS

RASPS



NICHOLSON FILE CO., Providence, R.I., U.S.A.

lb., \$2.05; bladders, bulk or tins, less than 100 lb., \$2.90.

PLASTER PARIS—New Brunswick, \$1.90 per bbl.

PUMICE STONE—Powdered, \$2.50 per cwt. in bbls., and 4 to 5c. per lb. in less quantity; lump, 10c. in small lots, and 8c. in bbls.

LIQUID PAINTS—Pure, \$1.20 to \$1.30 per gal.

CASTOR OIL—English, in cases, 9½ to 10c. per lb. and 10 to 10½c. for single tins.

LINSEED OIL—Raw, 1 to 4 barrels, 79c.; boiled, 82c.; 5 to 9 barrels, raw, 78c.; boiled, 81c., delivered. To Toronto, Hamilton and London, 2c. less.

TURPENTINE—Single barrels, 57c.; 2 to 4 barrels, 56c., delivered. Toronto, Hamilton and London 1c. less. For less quantities than barrels, 5c. per gallon extra will be added, and for 5-gallon packages, 50c., and 10 gallon packages, 80c. will be charged.

GLASS.

There is a good movement from stock, and prices are firm. There are a great many sizes short in Toronto that cannot be had. There is no change in price. We quote: Under 26 in., \$4.15; 26 to 40 in., \$4.45; 41 to 50 in., \$4.85; 51 to 60 in., \$5.15; 61 to 70 in., \$5.50; double diamond, under 26 in., \$6; 26 to 40 in., \$6.65; 41 to 50 in., \$7.50; 51 to 60 in., \$8.50; 61 to 70 in., \$9.50, Toronto, Hamilton and London. Terms, 4 months or 3 per cent. 30 days.

OLD MATERIAL.

Country mixed rags are still lower and there is no change. A fair movement is recorded. We now quote jobbers' prices as follows: Agricultural 60c. per cwt.; machinery cast, 60c. scrap, per cwt.; stove cast, 40c.; No. 1 wrought 50c. per 100 lb.; new light scrap copper, 12c. per lb.; bottoms, 11c.; heavy copper, 13c.; coil wire scrap, 12½c.; light brass, 7c.; heavy yellow brass, 10c. heavy red brass, 10½c.; scrap lead, 2½c.; zinc, 2c.; scrap rubber, 6½c.; good country mixed rags, 65 to 75c.; clean dry bones, 40 to 50c. per 100 lb.

HIDES, SKINS AND WOOL.

HIDES—There is a fair movement. Steerhides have declined ¼c. and cured hides ¼c. We quote: Cowhides, No. 1, 8c.; No. 2, 7c.; No. 3, 6c. Cured hides are quoted at 6c.

SKINS—The movement in skins is normal, and prices are unchanged. We quote: No. 1, veal, 8 lb. and up, 9c. per lb.; No. 2, 8c.; deacons from 55 to 60c.; culls, 20 to 25c.; lambs and pelts, 55c.

WOOL—The price of combing and fleece wool has advanced and remains firm at 13c., unwashed is also firm. The movement slightly improved. Our quotations are: Combing fleece, washed, 13c. and unwashed, 8c.

SEEDS.

There has been a large offering of red clover during the past week. Prices are about the same, however. We quote \$4.25 to \$4.75. Alsike is scarcer at 6 to 7c. Owing to their scarcity, little more than the above prices are paid for extra fine lots. On the other hand, there are a good many samples of inferior and low-grade clover, which have to be bought considerably below the lowest of the above prices. Timothy ranges in value from \$2 to \$2.25 for choice machinery-threshed seed.

PETROLEUM.

The demand is normal, and there is no change in prices. We quote: Pratt's Astral, 16½ to 17c. in bulk (barrels, \$1 extra); American water white, 17 to 17½c. in barrels; Photogene, 16 to 16½c.; Sarnia water white, 15½ to 16c. in barrels; Sarnia prime white, 14½ to 15c. in barrels.

COAL.

There is a good demand for both hard and soft coal owing to the lateness of the season in spite of the continued fine weather, but there is a small supply on hand owing to scarcity of cars, which are mostly all engaged in the grain trade. In fact, the scarcity of cars is about as bad as it ever has been. There is no change in prices however. We quote anthracite at international bridges as follows: Grate, \$4.75 per gross ton; egg, stove and nut, \$5 per gross ton.

MARKET NOTES.

Sash weights are quoted lower.

Some changes have been made in the tack list.

The price of screen doors and windows for 1902 have been issued by the manufacturers. Prices are slightly lower than last season.

A change has been made in the discount on trunk nails, swede iron shoe nails, soft steel shoe nails, iron shoe nails and clinched point shoe rivets.

NEW PRICES ON SCREEN DOORS AND WINDOW SCREENS.

NEW prices on screen doors and windows for the season of 1902 have been issued by the Canadian manufacturers. Compared with those of last season they show a decline, particularly on the cheaper lines. The new list of prices is as follows:

	At Factory Points. Per doz.	At Mont- real and Ottawa. Per doz.
3 panel screen doors, stained walnut	\$ 7 10	\$ 7 30
3 " " " yellow	7 20	7 50
2 " " " oiled only	8 35	8 65
No. 8, 4 panel screen doors, stained walnut	7 95	8 25
No. 100, fancy screen doors, stained yellow	8 45	8 75
No. 100, fancy screen doors, filled and varnished	9 70	10 00
No. 102, fancy screen doors, oiled only	9 40	9 70
No. 102, fancy screen doors, filled and varnished	10 95	11 25
No. 108, fancy screen doors, stained yellow	8 45	9 75
No. 108, fancy screen doors, oiled only	9 15	9 45
No. 108, fancy screen doors, filled and varnished	13 20	13 10
No. 110, fancy screen doors, filled and varnished	12 45	12 75
No. 110, fancy screen doors, finished in oil	10 90	11 20
Perfection window screens, No. 1	1 60	1 65
" " " No. 2	1 95	2 00
" " " No. 3	2 20	2 25
" " " No. 4	2 50	2 55
New extension screens, No. A	1 95	2 00
" " " No. B	2 20	2 25
" " " No. C	2 50	2 60
Plain adjustable screens, No. 10	1 80	1 85
" " " No. 12	2 05	2 05
" " " No. 14	2 35	2 40

The above prices on doors are for 4 inch stiles; for 3 inch stiles deduct 20c. per dozen.

Preferred list will be allowed carload rate of freight and cartage.

For Quebec and Maritime Provinces, Montreal prices will apply with freight equalized thereon.

Terms, 4 months, or 3 per cent. cash discount 30 days from date of invoice.

HUSTLERS AND NON-HUSTLERS.

"I tell you," the sprightly passenger in the pepper and salt suit was saying, "there is nothing like get up and hustle. I hustle. If business doesn't come to me I go out and hunt it. Yesterday I made nearly \$11 repairing sewing machines. Had six jobs, I can afford to take a holiday once in a while."

"Well," slowly replied the passenger in the suit of sombre black, "I'm not so good on the hustle. I've had only one job in the last six months."

"That's too bad," returned the other sympathizingly. "What's your occupation?"

"Building lighthouses."

PURE WHITE LEAD.

HARDWARE AND METAL.—The letter from our good friends, The Sherwin-Williams Co., re the "Yellow Label" of the White Lead Association of Canada,

is, we think, more misleading than your article.

It is facts the public want and not supposition—and the facts are simply as stated, that no lead bearing the "Yellow Label" guarantee signed by John Hyde was found adulterated, whereas lead marked "Pure" with no such label was found in many instances adulterated from 5 to 61 per cent.

This "Yellow Label" is protected by an association of white lead grinders and any member using it wrongfully would be subject to heavy fine by the association as well as by the Government.

A. RAMSAY & SON,
Montreal, Oct. 28, 1901.

MR. MUNRO AS PRESIDENT.

THERE was quite a good attendance of members at the meeting of the Montreal branch of The Canadian Manufacturers' Association, held on Tuesday afternoon, in the Board of Trade rooms, under the presidency of Hon. J. D. Rolland, at which were nominated a president of the Canadian association, a Quebec vice-president, and three members of the executive.

It was announced that Mr. William McMaster absolutely refused to be nominated for the presidency of the Canadian association, whereupon Mr. George E. Drummond moved, and Mr. C. C. Ballantyne seconded, that Mr. Robert Munro be nominated for the office, and this was unanimously concurred in, Mr. Munro suitably acknowledging the honor.

On motion of Mr. R. R. Stevenson, seconded by Mr. George E. Drummond, Mr. J. J. McGill was nominated as the Quebec vice-president, and Messrs. Ritchie, Quebec; S. S. Willett, Chambly, and E. Goyette, Marieville, were nominated as the Province of Quebec members on the executive.

It was decided that a circular be sent out to manufacturers in this Province inviting them to attend the annual meeting of The Canadian Manufacturers' Association, to be held in Montreal, November 5-6, and so become familiar with the objects and work of the organization.

The committee on the banquet reported that everything was in good shape for making the affair a success. Besides the after-dinner speakers, there will be three first-class male voices and an orchestra to add pleasure and variety to the proceedings.

John Lindsey and John H. Meir, formerly in business in Owen Sound, have returned from Walkerton to that place where they intend opening a general store on Union street next week.

PORTLAND CEMENTS

Best German, Belgian and English Brands.

Fire Bricks, Fire Clay,
Flue Linings,
Drain Pipes,
Calcined Plaster,
Granite Hard Wall Plaster,
Wheelbarrows,
Mortar Stains.

A full stock of Builders' and Contractors' Supplies. Write for Quotations.

W. McNally & Co.,
MONTREAL.

UNDER THE WINDING-UP ACT.

In the matter of

THE SUNLIGHT GAS CO.
Limited,
MONTREAL
In Liquidation.

Tenders will be received by the undersigned Liquidator at his office up to noon on Wednesday, November 13, 1901, for the following assets:

Stock in Trade, consisting of Gas Generators, Galvanized Iron, Steel, Pipe, Castings, etc., amounting as per inventory to..... \$4,902 14
Plant and Machinery..... 2,706 45
Furniture and Fixtures..... 418 10

\$8,026 69

Also for the Patent Rights acquired by the above Company.

A large number of Gas Machines manufactured by this Company are in successful operation, and to a practical man this is a first-class opportunity for starting a promising business.

Terms CASH. The highest or any tender not necessarily accepted.

Tenders to be endorsed "Tenders for Sunlight Gas Company As etc."

John McD. Hains,
Liquidator.

Fraser Buildings,
43 St. Sacramento,
Montreal, October 19, 1901.

Watch our ad. in next issue, or write to us for particulars on our patented

Automatic Door Strip and Weather Strip

Specially adapted for cold climates and takes the place of the inner window.

HELMS & HELMS, 148-50 Willow St
PHILADELPHIA.

R. BAILEY & SON

MANUFACTURERS OF

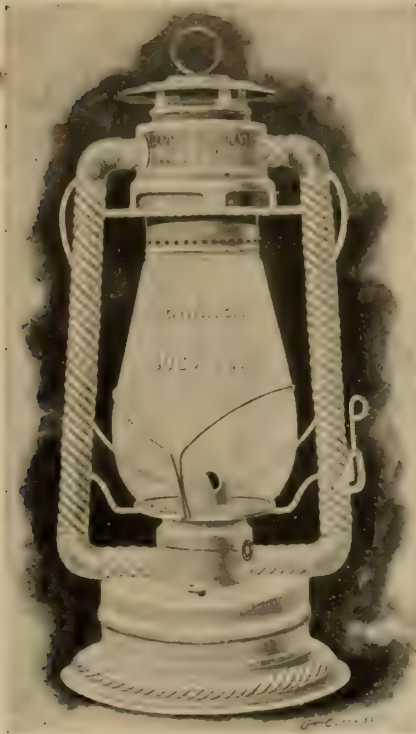
STOVE LININGS for Ranges and Ovens.

All kinds of Fire Brick and Fire Clay Work, Paving Tile, etc.

Wholesale Only. Write for particulars.

1220 Yonge Street, TORONTO.

Leaders for Dark Days



Banner Cold
Blast Lanterns.

Climax Safety
Lanterns.

Banner Cold
Blast Search
Lights.

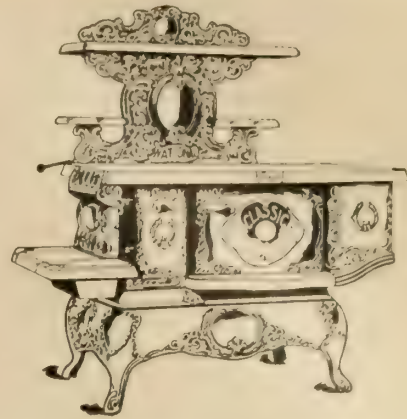
Little Bobs
Brass Lanterns

Banner Lamp
Burners.

Etc., Etc.

Manufactured by

THE ONTARIO LANTERN CO.,
HAMILTON, ONT.



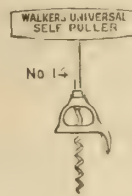
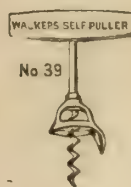
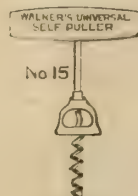
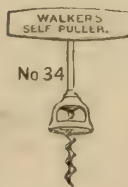
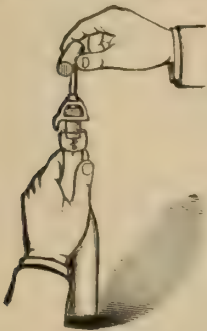
CLASSIC NATIONAL

6-Hole Range.

Notice the clean cut, handsome carving, which harmonizes exactly with the plain surfaces, beautifully finished castings, Breton stretched patent leveled steel oven, which will neither warp or crack and responds quickly to a small fire. Nothing made in Canada like it.

THE MOFFAT STOVE CO., Limited,
WESTON, ONT.

See! You Don't
Have to Pull.
A Child Can Do It.



Walker's Self-Pulling Cork Screws

Made of Crucible Steel, Nickel Plated, Polished Apple Wood Handles.

EVERY ONE TESTED AND GUARANTEED. Several imitations on the market, but none as good.

Mfrd. only by **ERIE SPECIALTY CO., Erie, Pa., U.S.A.**

WM. H. ROGERS CORPORATION SILVERWARE.

The Celebrated "Seal" Brand.

Notice the



KIRKWOOD A. D. COFFEE.

If interested write for our new catalogue.

THE G. WEETON MFG. CO., Confederation Life Building, Toronto
Canadian Selling Agents,

HEATING AND PLUMBING

SOME BUILDING NOTES.

F McCANN & SONS have received the contract for the erection of the new Methodist Church at Sutherland's Corners, near Waterford, Ont.

Wm. Beatty has bought the foundry at Milton, Ont., lately occupied by J. Johnston.

The work on the new brick block which is being erected at West Lorne is being rushed with great energy.

The brickwork of the new English Church which is being erected at St. Helens, Ont., is completed, and now the carpenters are busy at their work.

Foote & Abrahamson have received the contract for the building of the public hospital at Revelstoke, B.C., to cost \$6,685, exclusive of furnishings, which will cost \$2,500 more.

Work on the new Brandon binder twine factory, Brandon, Man., is being pushed rapidly, and large quantities of material are already on the ground, where a large gang of men is working.

The work on the Church of the Latter Day Saints, Waterford, Ont., was discontinued, owing to negotiations which are being made by that body for the purchase of the Presbyterian Church of that place.

The exterior of the new Thompson avenue school at Rossland, B.C., is completed and the work is now confined to the interior where plastering and painting are being rushed ahead. The school will be finished in a few days.

The fame of Banff, B.C., as a health and pleasure resort has become so great that the present accommodation of the hotel there is often taxed to the utmost; in accordance with this, it is understood, the C.P.R. intend to construct an addition to the present hotel there.

James W. Carswell, architect, is advertising for tenders for the remodelling of the residence of Harry Stevens, Victoria avenue, Chatham, Ont. The different trades comprise stone and brick work, carpenter work, heating, plumbing, electric wiring, painting, glazing and galvanized iron work.

The new C. P. R. hotel at Field, B.C., will be completed in a very short time. It is a two-storey structure, containing, besides numerous cosy corners, 40 bedrooms, smoking-rooms, and one of the finest billiard rooms to be found on the line of the C.P.R. During the winter the building will be furnished most sumptuously and

made ready to be thrown open to the travelling public next spring.

J. R. Eaton, Orillia, has received a contract from The World Furnishing Co., Limited, Orillia, for the erection of a large L-shaped factory on a new site on Andrew street, south of the railway track, in that town. The factory is to consist of three attached buildings, one of which will be 120 x 45 ft., another 70 x 50 ft., and an engine house 24 x 36 ft., the whole having a total frontage of 86 x 120 ft. Excepting the boiler house, which will be of brick, the buildings will be of heavy frame construction, covered with iron siding, and will cost \$7,000, exclusive of equipment, which will cost as much more. Although a steam plant will be installed both for power and heating, electric power, as soon as the town's power plant is in operation, will be almost exclusively used.

PLUMBING AND HEATING NOTES.

Joseph Charlebois, a Montreal contractor, has compromised.

The Granby Electrical Works have registered at Granby, Que.

Tanguay & Mayrand have registered as tinsmiths at St. Johns, Que.

PLUMBING AND HEATING CONTRACTS.

Mashinter & Co., Toronto, have secured the contract for the hot-water heating of the residence of the Hon. Jas. Sutherland, Woodstock. The contract is worth about \$2,000. They have secured the hot-water heating for C. M. Bowman's residence, Southampton, Ont., worth about \$600, and also the plumbing and hot-water heating of a residence on Jamieson avenue, Toronto, for the Toronto General Trusts Co. This contract is worth about \$1,600.

The Keith & Fitzsimons Co., Limited, Toronto, have secured the contract for the St. George street apartment house. This will be worth from \$8,000 to \$10,000. In addition, they have secured the contract for the addition to the Canada Life Building; the heating, plumbing, gas-fitting and electric wiring of The Wm. Davies Co.'s new store at the corner of Church and Carlton streets; for R. M. Simpson's house, 6 Wellesley Place, Toronto, and the contract for the heating, plumbing and electric wiring of four houses for G. Gooderham, Prince Arthur avenue, Toronto, approximately \$2,500.

A NEW APARTMENT HOUSE FOR MONTREAL.

On Drummond street, between St. Catherine and Dorchester streets, Montreal, is being erected a structure which when completed will be one of the largest apartment houses in Montreal.

The building including courtyard is 120 x 68 ft., and as the courtyard is 35 x 35 ft., and the entrance passage 25 x 70 ft., there will be a floor area of 38,610 square feet in the building, which is to have six storeys.

BUILDING PERMITS ISSUED.

Building permits have been issued at the city commissioner's office, Toronto, for the erection or repairing of 14 new buildings here during the past week, the total cost aggregating closely on to \$100,000. Here are some of the particulars: Chas. Parker, to erect a \$3,300 dwelling on Roxborough avenue; E. A. Drummer, to erect a pair of semi-detached \$3,300 brick dwellings on St. Clarence avenue, near Bloor street; The Toronto Electric Light Co., Limited, to erect an additional storey in rear, and alterations in offices on Adelaide street east, aggregating \$30,000; to C. Gillespie, for five dwellings on Ann street, amounting to \$10,000; to Mrs. Jean Grafton, for a \$3,200 dwelling on First avenue; to J. F. V. May, for a \$3,000 brick dwelling at 117 Delaware avenue; to Thos. Wright, for a \$3,000 brick dwelling on Roxborough avenue west; to J. E. Hoare, for a \$3,500 brick dwelling at 67 Howland avenue; to Austrian Hebrew Synagogue, Chestnut street, for a \$2,000 brick addition; to C. Coutts, for an \$1,800 dwelling at 16 Lansdowne avenue; to H. Powell, for a \$2,500 brick dwelling on Dovercourt Road; to B. J. Pierce, for a \$2,500 dwelling on Dufferin street; and for a \$16,000 brick and stone addition to the Toronto Orthopedic Hospital, Bloor street west.

WESTMOUNT REAL ESTATE.

According to recent reports from Westmount, a suburb of Montreal, the real estate business there is progressing by leaps and bounds, the sales last week aggregating \$27,000. Besides this a large number of houses are being built, amongst others, Smith & Reil are constructing a two-storey brick house, 51 x 57, at 4489 Sherbrooke street, with floor area of 5,202 square feet, at a cost of \$9,000, and nearly opposite, fronting on Springfield avenue, C. A. Deslauriers is constructing a smaller house, 33 x 25, with a floor area of 1,650 feet; and costing, when finished \$4,000.

THE EDINBURGH ROPERIE & SAILCLOTH CO., LIMITED

LEITH, SCOTLAND

Manufacturers of

Cordage of all kinds, Flax Sail-cloths, Tarpaulins and Water-Proof Cloths, Sewing Twines, Fishing Twines, Fishing Lines, Tying Twines, Etc., Etc.

Represented by

DAVID INGLIS, 9 St. Peter St.,
MONTREAL
Phone Main 4359.

You "Heintz"
May
Need a
Trap

A Steam Trap—
One that pays
for its cost by
saving steam.
Write for Circular
and be posted.

The Jas. Morrison Brass Mfg. Co.
Toronto. Limited

RAMSAY'S EXTERIOR LEAD



The reason why Ramsays Exterior White Lead is the leader in the white lead market to-day, is because it is better than any pure carbonate of white lead manufactured. Painters who have used Ramsays Exterior White Lead know that it works easier, goes further, lasts longer, and stays whiter.

Ramsays Exterior White Lead must not be classed with pure lead. If it was simply a form of pure lead, our claim for its superiority could not exist. It is because there are ingredients in it which are known only to A. Ramsay & Son that makes it the lead for the painter, and the lead for the jobber.

It pays the jobber to handle it, and it pays the painter to use it. That's why Ramsays Exterior White Lead is being imitated in name and label, though never equalled in quality.

A. Ramsay & Son

PAINTMAKERS,

MONTREAL

Est'd 1842.

ONTARIO SILVER CO.,

Limited,

NIAGARA FALLS, CANADA.

Manufacturers of FLATWARE, CUTLERY and
ELECTRO PLATE.
Ask for our Catalogue and Quotations.



Ontario Nut Works, Paris
BROWN & CO.

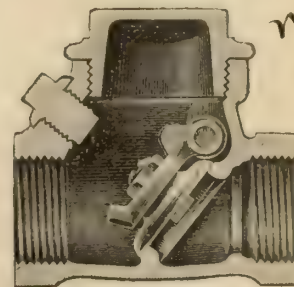
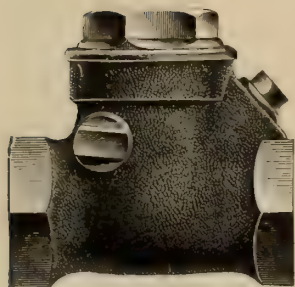
Manufacturers of

All sizes of Hot Pressed
Nuts, Square and Hexagon.

THE FAIRBANKS

Straightway Swinging, Rotating Disc

CHECK VALVE.



Both cuts
returned to
MONTREAL OFFICE
NOV 21 1901

The many annoyances resulting from the use of the ordinary check valves are avoided by using these valves.

They work freely and never stick to the seat.

They have full area equal to pipe connections, and straight way—a very desirable feature.

Reliable, tight, thoroughly tested, and guaranteed.

SEND FOR OUR PRICES AND CATALOGUES.

THE FAIRBANKS COMPANY, 749 Craig St., **MONTREAL**

A LOST INDUSTRY.

UNDER the above caption The Detroit News recently published the following interesting article :

"Detroit has ceased to be a point for the production of pig iron, after having been the home of that industry for 44 years. The scarcity of charcoal, which is the only fuel used in the production of iron in Michigan, has caused that industry to disappear from the eastern shore of the State, never to be resumed.

"The Gaylord Furnace, near Belle Isle bridge, went into blast March 1, 1857, and has been in continuous service for 44 years. The last ore was smelted last May, and the only business now engaging the attention of the company is the settlement of the affairs, preparatory to a final disbandment. The resident officers of the company are Prof. C. A. Kent, president; F. B. Gaylord, vice-president and secretary; and Nicholas Woods, treasurer.

"The Union Iron Co. went out of business in 1898, and Mr. Gaylord and others, who had organized a new company, built a new furnace at Deseronto, Ont., using some of the machinery of the Union Furnace, which they purchased. This step was caused by the Dingley tariff law, which placed a prohibitive duty on Canadian charcoal. For a while the Gaylord Company shipped charcoal from Pennsylvania, but that was too expensive, and the only course before them was to stop business.

"The Gaylord Iron Co. for many years owned charcoal kilns at various points in the State and Detroit. Here they made charcoal from wood shipped from Canada, and also had a large Canadian trade for their iron. This trade is now supplied by the new furnace at Deseronto.

"The charcoal iron made by the Gaylord Company was extensively used in the manufacture of malleable iron castings and car wheels. Much of it was consumed in Detroit, and the rest was shipped to Canada, Ohio, Pennsylvania and England. In the latter country it competed successfully with the Swedish pig iron. Owing to her location with respect to iron ore and mineral fuel for smelting it is not likely that Detroit will ever number blast furnaces among her industries again."

A UNIQUE ANNOUNCEMENT.

Mr. R. S. Webster has retired from the firm of R. S. Webster & Co., general merchants, Udora, Ont., leaving the business wholly in the hands of Wm. O. Webster, who will conduct it under the old firm name. When announcing his retirement,

Mr. Webster issued a somewhat unique circular, of which the following is a copy :

"FOR AULD LANG SYNE!"

DEAR SIR,—Ye min' yer auld frien' Maister R. S. Webster, wha syne 32 years ago has had sae mony happy beesness cracks and ca's wi' ye. Weel, me guid mon, eifter giein' ye the warm han' shake for the mony past kin'nesses I gang till gie ye ward hoo I hae ootsellit the store beesness tae ma son Wull, wha s'll aim tae up-keep the guid name o' the beesness.

Ye ken the lad Wull fu' weel. Syne maist o' the 10 years just ahint us 'twas he wha buyed an' sell't' the store. An ony guid will ye be disposit tae grant him wull hae the warm gratitude o'

Y'r auld frien,

R. S. WEBSTER.

Udora, October 1, 1901.

COMPETITION IN WALL PAPER.

WE had occasion last month to comment on American competition in wall papers this season, chiefly in regard to the merits of some factories in the United States which are offering what is known as flat prices. We have further investigated the subject with a view to finding out just how far the volume of business of Canadian factories has been affected by this at first sight attractive proposition.

Possibly nothing could have proved more advantageous to our home producers than the investigation which has been made by most large buyers of wall paper. It is true that one or two American firms have offered papers as low as 2c, as opposed to a local 3c. grade, which, on the face of it, shows a decided difference. But a moment's consideration shows the weak spots. In the first place these prices are confined to two or three patterns, of which no dealer wants more than a limited quantity and which cut very little figure in any case, compared to the quantity of better goods which he is expected to order. Again, these snap lines are usually last season's jobs. Similar goods can be bought from any Canadian factory, while they last, at practically the same final prices.

But it is in the better grades where the real delusion of "flat prices" exists. It is a simple matter to advance the price of hanging and ceiling 1c. and quote the border at flat price and, as compared with a similar 5c. Canadian paper, show a discrimination against the buyer of 25 per cent. but even at same wall price, there is still 48 per cent. in favor of Canadian goods, and this without considering the 10 per cent. quantity discount and other advantages derived from Canadian factories in many ways.

In higher grades of American papers the opportunity for "wool pulling" is still greater. The ordinary dealer does not always consider these things, but we have the best authority for knowing that every large buyer has figured this out, and the next blue book will show a smaller import than during any former year.

Of course, there is a legitimate limited trade in high grade American goods, but the alleged attractions of the staple grades have proved a fake and have not adversely effected the volume of home orders. We firmly believe that nine out of 10 dealers are now educated up to these facts, and those who have in the past expanded their trade and profits through the medium of Canadian goods will continue to do so with material from the same source.

DROP
BLACK

THE

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COMPANY'S Superfine
Coach Colors, ground in Japan,
have an international reputation.
The Drop Black is made from a
strong, intense black, ground in
the finest of mills, and is as per-
fect as human skill can make it.

MADE BY EXPERTS

TESTED BY EXPERTS

USED BY EXPERTS

in the best shops in the Dominion.

THE
CANADA
PAINT
COMPANY
LIMITED

DROP
BLACK

The
WATSON FOSTER CO.
LIMITED
MONTREAL



SILVER MEDAL
PARIS 1900
CHICAGO 1893

WALL PAPERS

**OUR BEST
ADVERTISEMENT**

THIS SEASON

WAS THE INVESTIGATION BY EVERY LARGE
DEALER OF THE MERITS OF CANADIAN VS.
AMERICAN PRICES. - - - - -

IT PROVED WE OFFERED A MUCH GREATER
VARIETY OF PATTERNS IN ALL GRADES, GENER-
ALLY BETTER COLORINGS, AND A MUCH LOWER
PERCENTAGE OF COST IN BUYERS' FAVOR

THE RESULT IS INCREASED TRADE
WITH MOST DEALERS AND LOSS WITH NONE.

DO NOT DELAY

TO FURTHER STRENGTHEN YOUR
ASSORTMENT WHERE NECESSARY
FOR 1902.

SAMPLES ON APPLICATION.

NOV. 1901

SITUATION IN PAINTS AND COLORS.

THE annual meeting of The National Paint Manufacturers' Association was held at Old Point Comfort, Va., from October 15 to 18, and from one of the reports we take the following, dealing with mixed paints:

"It is quite probable that during the past two years there is no class of manufacturers in the country who has had more disagreeable obstacles to overcome than ready mixed paint manufacturers.

"At the beginning of the year 1900 prices for ready mixed paints had declined to the lowest level ever known, especially for goods of a standard quality. Prices for all crude materials, as lead, zinc, linseed oil, tin cans, boxes and cooperage, were steadily advancing, due in some instances to control by combination and in others in sympathy with the general advance of all other similar products.

"Paint manufacturers, therefore, were compelled to advance during that year, but, owing to a lack of concert of action and particularly the fact that there is no uniform standard of quality, the complaint was quite general that the advances made were really inadequate, and left little if any margin for the manufacturers.

"Late in the fall of 1900 came the sudden and excessive advance in the price of linseed oil, at which time prices on paints were pretty generally withdrawn or adequate advances made. Almost as suddenly as the advance in oil came the complete demoralization of the market, a fact familiar undoubtedly to you all, after which conditions became more settled. However, the looked for low price of linseed oil was not realized, and the paint manufacturers actually had to face even worse conditions this year than the last half of 1900. The long talked of combination of can manufacturers became an eventuality during this year, and another heavy advance in cans has been imposed upon them. Along in midsummer the market was found to be practically bare of linseed oil. Coupled with this was the fact that paint manufacturers had been enjoying a larger volume of trade than they had anticipated, and this was especially so during the midsummer months, so that when the phenomenal advance occurred in July to over 80c, the poor paint manufacturers were enjoying a large volume of business and securing only what would be considered a fair price for their product on linseed oil at a price in the neighborhood of 10c.

"This condition of affairs, therefore, compelled the paint manufacturers to again advance their prices when linseed oil, without any apparent good reason, declined almost as suddenly as it advanced, when paints, in sympathy, again quite generally declined. Manufacturers of pure lead, zinc, linseed oil, ready mixed paints that are put up full measure, and of an average weight ranging from 15 to 17 pounds, universally agree that at the prices of crude material prevailing over the first half of the year, that it cannot be marketed at a satisfactory profit to them at a less figure than \$1.35 per gallon to the retail dealer, and not then at those figures in certain sections of the country when excessive freight rates prevail.

"The consumers have become quite generally critical, and there is a growing demand for ready mixed paints of the

better qualities, and they are rapidly displacing the cheaper grades. So it is quite probable that the manufacturers of strictly first-quality goods will eventually settle on some definite basis for advancing and declining their prices, in sympathy with the market for crude materials, and probably more particularly that of linseed oil. On other paint materials, as oil colors, household and carriage paints, as well as enamels, the same general conditions prevail as apply to ready mixed paints.

"We may, therefore, safely conclude, assuming that the present crop of flax seed is only an average one, and that all other materials remain at approximately the same figures as now prevail, that the manufacturers of the above enumerated articles will not be satisfied to accept less for their products than they are now receiving; and it is more than likely that advances on present prices, in some instances, will be established and maintained."

INQUIRIES REGARDING CANADIAN TRADE.

The following were among the inquiries relating to Canadian products recently received at the High Commissioner's Office in London, Eng.:

1. A London firm of engineers, machinists and general contractors desire to obtain the sole agency in Great Britain for any Canadian engineering or manufacturing firm of repute wishing to establish a connection with the principal engineers, shipbuilders or railway companies.

2. An agent calling upon wholesale ironmongers, builders' merchants and the iron trade generally is willing to represent any good Canadian house requiring such services as he can offer.

3. Inquiry comes from Havre for the names of Canadian exporters of baled hay.

4. A gentleman in Glasgow conversant with the timber trade desires to represent, on commission, several well-established firms shipping Canadian yellow pine.

5. A German commission firm shortly commencing in Berlin ask to be placed in communication with Canadian houses requiring such representation as they can offer.

6. The names of probable buyers in Canada of hair felt, roofing, silicate cotton, etc., are asked for by a London firm manufacturing these goods.

7. A firm in the Midlands inquires for addresses of several reliable patent agents practising in Canada.

Inquiries received at the Canadian section of the Imperial Institute:

8. A firm of whiskey distillers is open to appoint a pushing firm as sole purchasing agents in Canada for its brands of Scotch whiskey.

9. A London house seeks a Canadian agency in polished wood boxes, cane cases, boxwood, acorns, brush backs and similar lines.

10. A manufacturer of biscuits is prepared to appoint suitable Canadian agents.

[The names of the firms making the above inquiries, can be obtained on application to the editor of **HARDWARE AND METAL**.]

MARLIN ARMS CO.'S PURCHASE.

The machinery of the American Arms Co., of Boston, Mass., manufacturers of single and double shotguns and revolvers, under the management of the late George H. Fox, has been purchased by the Marlin Fire Arms Co., and is being moved to New Haven, Conn., to be added to the Marlin plant in that city.

American Sheet Steel Company

Battery Park Building
New York

Manufacturers of all varieties of
Iron and Steel Sheets
Black and Galvanized
Plain and Painted
Flat, Corrugated and
"V" Crimped

Apollo Best Bloom Galvanized
W. Dewees Wood Company's
Patent Planished Iron
W. Dewees Wood Company's
Refined Smooth Sheets
Wellsville Polished Steel Sheets

Representatives for Canada
B. & S. H. Thompson & Company
26 St. Sulpice Street
Montreal

"MIDLAND" BRAND

Foundry Pig Iron.

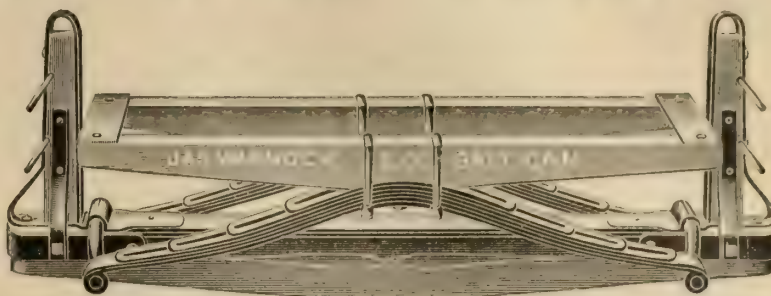
Made from carefully selected Lake Superior Ores, with Connellsville Coke as fuel, "Midland" will rival in quality and grading the very best of the imported brands.

Write for Prices to Sales Agents

Drummond, McCall & Co.
or to **MONTREAL, QUE.**
Canada Iron Furnace Co.
MIDLAND, ONT. Limited

"The Peerless"

is the best Bolster Spring ever produced. A fine line for the hardware trade. Write Us For Prices.



James Warnock & Co. = Galt, Ont.

CURRENT MARKET QUOTATIONS.

November 1, 1901.

These prices are for such quantities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate.

METALS.

Tin.

Lamb and Flag and Straits—
56 and 28 lb. ingots, per lb. 0 30

Tinplates.

Charcoal Plates—Bright
M.L.S., equal to Bradley. Per box \$6 75
I.C., usual sizes. 8 25
I.X., " 9 75
I.X.X., " 9 75

Famous—
I.C., " 6 75
I.X., " 8 25
I.X.X., " 9 75

Raven & Vulture Grades—
I.C., usual sizes. 5 00
I.X., " 6 00
I.X.X., " 7 00
I.X.X.X., " 8 00
D.C., 12½x17 4 50
D.X., " 5 25
D.X.X., " 6 00

Coke Plates—Bright
Bessemer Steel—
I.C., usual sizes. 4 75
I.C., special sizes, base. 5 00
20 x 28, " 9 50

Charcoal Plates—Terne
Dean or J. G. Grade—
I.C., 20x28, 112 sheets. 9 00
I.X., Terne Tin. 11 00

Cookley Grade—
X.X., 14x56, 50 sheet box } Per lb. 0 06½
" 14x60, " }
" 14x65, " }

Tinned Sheets
72x30 up to 24 gauge. 0 07½
" 26 " 0 08
" 28 " 0 08½

Iron and Steel.
Common Bar, per 100 lbs. 1 95
Refined " 2 45
Horse Shoe Iron " 2 40
Hoop steel, 1½ to 3 in. base, Sleigh Shoe Steel base " 3 10
Tire Steel " 2 30
Reeled Machinery " 3 00
Toe Calk Steel " 2 85
T. Firth & Co's tool steel, per lb 0 12½
Jessop's tool steel " 0 14
Morton's tool steel " C 12½ 0 13
Black Diamond and " B.C. " tool steel " 0 10 0 11
Chas. Leonard's tool steel. 0 08 0 09
Drill Steel, per lb. 0 18 0 10

Boiler Tubes.
1 inch. 0 12½
" 2 " 0 13
" 3 " 0 15
" 4 " 0 16
" 5 " 0 20
" 6 " 0 25

Steel Boiler Plate.
¼ inch. 2 50
3-16 inch. 2 60
½ inch and thick r. 2 50 2 60

Black Sheets.
18 gauge. Com. D.Fl. 2 85 3 00
22 to 24 gauge. 2 85 3 00
26 " 2 95 3 25
26 " 3 05 3 50
" 3 15

Canada Plates.
All dull, 52 sheets. 3 15
Half polished. 3 25
All bright. 3 75

Per 100 Feet.
Black pipe—
½ inch. 4 3½
¾ " 3 15
1 " 3 19
1½ " 3 42
2 " 3 56
2½ " 5 00
3 " 7 12
3½ " 8 51
4 " 11 56
4½ " 22 75
5 " 30 00
5½ " 37 50
6 " 42 75
6½ " 51 50
7 " 57 50
7½ " 74 50

Galvanized pipe—
½ inch. 4 75
¾ " 5 00
1 " 7 36
1½ " 10 00
2 " 11 98
2½ " 16 65

Galvanized Sheets.
G.C. Comet. Amer. Head.
16 gauge. 4 15
18 to 24 gauge 4 15 3 90
26 " 4 35 4 15
28 " 4 60 4 40
Less than case lots 10 to 15c. extra.
28 gauge American equals 26 gauge English.

Chain.
Proof Coil, 3-16 in., per 100 lb. 7 85 8 10
" 5-16 " " 4 95 5 25
" 7-16 " " 4 15 4 60
" 9-16 " " 4 10 4 25
" 11-16 " " 3 90 4 15
" 13-16 " " 3 80 4 05
" 15-16 " " 3 85 4 10

Halter, kennel and post chains, 40 to 40 and 5 p.c.
Cow ties. 40 p.c.
Tie-out chains. 45 p.c.
Stall fixtures. 35 p.c.
Trace chain. 45 p.c.
Jack chain, iron, single and double, discount 35 p.c.
Jack chain, brass, single and double, discount 40 p.c.

Copper.
Ingot
English B. S., ton lots. 0 17½
Lake Superior. 0 17½
Bars.
Cut lengths round, ½ to ¾ in. 0 23 0 25
" round and square 1 to 2 inches. 0 23 0 25
Sheet.
Plain, 14 oz., and light, 16 oz., 14x48 and 14x60. 0 24 0 24½
Plain, 14 oz., and light, 16 oz., irregular sizes. 0 24½ 0 25
Tinned copper sheets. 0 26
Planished Braziers (in sheets.) 0 32
4x6ft. 25 to 30 lbs. ea. per lb. 0 25
" 35 to 45 " 0 24
" 50-lb. and above, " 0 23
Boiler and T. K. Pitts. 0 28
Plain Tinned, per lb. 0 28
Spun, per lb. 0 32

Copper Ware.
Discount, 50 per cent.
Rod and Sheet, 14 to 30 gauge 10 per cent.
Sheets, hard-rolled, 2x4 0 23
Tubing, base, per t. 0 23½

Zinc Spelter
Foreign, per lb. 0 05½ 0 06
Domestic " 0 05½ 0 06

Zinc Sheet.
cwt. casks. 0 05½ 0 06
Part casks. 0 06 0 06½

Lead.
Imported Pig, per lb. 0 04 0 04½
Bar, 1 lb. 0 05½ 0 05½
Sheets, 2½ lbs. sq. ft., by 0 06½
Sheets, 3 to 6 lbs. 0 06

NOTE.—Cut sheets ½ cent per lb. extra.
Pipe, by the roll, usual weights per yard, lists at 7c. per lb. and 30 p.c. dis. f.o.b. Toronto.
NOTE.—Cut lengths, net price, waste pipe 8-ft. lengths lists at 7½ cents.

Shot.
Common, \$6.50 per 100 lb.; chilled, \$7.00 per 100 lb.; buck, seal and ball, \$7.50. Discount, 17½ p.c. Prices are f.o.b. Toronto, Hamilton, Montreal, St. John and Halifax. Terms 3 per cent. cash, freights equalized.

Soil Pipe and Fittings.
Discount, 60 and 10 per cent. on medium and extra heavy, and 60 per cent. on light.

Solder. Per lb. Per lb.
Bar half-and-half, guarant'd 0 15½
Bar half-and-half, commer'l 0 10
Refined. 0 13½
Wiping. 0 18

NOTE.—Prices of this graded according to quantity. The prices of other qualities of solder in the market indicated by private brands vary according to composition.

Antimony.
Cookson's, per lb. 0 10½ 0 11

White Lead. Per 100 lb.
Pure. 6 12½
No. 1 do. 5 37½
No. 2 do. 5 75
No. 3 do. 5 00
No. 4 do. 4 62½
Munro's Select Flake White. 7 37½
Elephant and Decorators' Pure. 7 12½
Brandram's B. B. Genuine. 7 50
" Decorative. 7 00
" No. 1. 6 50
" No. 2. 5 75

Red Lead.
Genuine, 560 lb. casks, per cwt. \$5 25
Genuine, 100 lb. kegs, per cwt. 5 50
No. 1, 560 lb. casks, per cwt. 4 50
No. 1, 100 lb. kegs, per cwt. 4 75

White Zinc Paint.
Elephant Snow White. 0 08 0 09
Pure White Zinc. 0 67½ 0 08
Pure 1. 0 06½ 0 07

Dry White Lead.
Pure, casks. 5 12½
Pure, kegs. 5 62½
No. 1, casks. 4 87½
No. 1, kegs. 4 75

Prepared Paints.
In ½, ¼ and 1 gallon tins.
Pure, per gallon. 1 25
Second qualities, per gallon. 1 10
Barn (in bbls.) 0 75
The Sherwin-Williams Paints. 1 45
Canada Paint Co's Pure. 1 25
Toronto Lead & Color Co's Pure. 1 25
Sanderson Pearey's Pure. 1 20
Stewart & Wood's Champion Pure. 1 20

Colors in Oil.
25 lb. tins, Standard Quality.
Venetian Red, per lb. 0 05
Chrome Yellow. 0 11
Golden Ochre. 0 06
French. 0 05
Marine Black. 0 09
" Green. 0 09
Chrome. 0 08
French Imperial Green. 0 09

Colors, Dry.
Yellow Ochre (J.C.) bbls. 1 35 1 40
Yellow Ochre (J.F.L.S.) bbls. 1 20
Yellow Ochre (La Belle). 1 25
Brussels Ochre. 2 00
Venetian Red (best), per cwt. 1 50 1 75
English Oxides, per cwt. 3 00 3 25
American Oxides, per cwt. 1 10 2 00
Canadian Oxides, per cwt. 1 25 1 75
Super Magnetic Oxides, 93p.c. 2 00 2 25
Burnt Sienna, pure, per lb. 0 10 0 15
" Umber, " 0 10 0 15
" Raw, " 0 09 0 10
Drop Black, pure. 0 09
Chrome Yellows, pure. 0 18
Chrome Greens, pure, per lb. 0 12
Golden Ochre. 0 06
Ultramarine Blue in 28-lb. boxes, per lb. 0 06 0 10
Fire Proof Mineral, per 100 lb. 1 00
Genuine Eng. Litharge, per lb. 0 07
Mortar Color, per 100 lb. 1 50
English Vermilion. 0 95
Pure Indian Red, No. 45 lb. 0 18 0 10
Whiting, per 100 lb. 0 60 0 65

Blue Stone.
Casks, for spraying, per b. 0 07
100-lb. lots, do. per lb. 0 08

Putty.
Bulk in bbls. 1 90
Bulk in less quantity. 2 65
Bladders in kegs, boxes or loose. 2 25
Bladders in 25-lb. tins. 2 35
Bladders in 12½-lb. tins. 2 65
Bladders in bulk or tins less than 100 lb. 2 90

Varnishes.
In 5-gal. lots. Per gal.
Carriage, No. 1. 2 90 3 30
" body. 8 00 9 00
" rubbing. 4 00 5 00
Gold Size, Japan. 3 00 3 40
Brown Japan. 2 40 2 80
Elastic Oak. 2 90 3 30
Furniture, extra. 2 40 2 80
" No. 1. 1 60 2 00
Hard Oil Finish. 2 70 3 10
Light Oil Finish. 3 20 3 60
Demar. 3 30 3 70
Shellac, white. 4 40 4 80
" orange. 4 00 4 40
Furniture Brown Japan. 1 60 2 00
Black Japan. 2 40 2 80
" No. 1. 1 60 2 00

The Imperial Varnish & Color Co's.
Limited, Elastilite Varnish 1 gal. can, each, \$3.00.
Gran time Floor Finish per gal., \$2.75.
Maple Leaf Coach Enamels: Size 1, \$1 20; Size 2, 70c.; Size 3, 40c. each.

Castor Oil.
East India, in cases, per lb. 0 09½ 0 10
" small lots. 0 10 0 10½

Cod Oil, Etc.
Cod Oil per gal. 0 50 0 55
Pure Olive. 1 20
" Neatsfoot. 90

Glue.
Common. 0 08½ 0 09
French Medal. 0 14 0 14½
Cabinet sheet. 0 12 0 13
White, extra. 0 18 0 20
Gelatine. 0 22 0 30
Strip. 0 18 0 20
Coopers. 0 19 0 20
Hutner. 0 19

JOSEPH RODGERS & SONS

SHEFFIELD, ENGLAND.

Limited

Each blade of our Goods bears the exact mark here represented.

JAMES HUTTON & CO., MONTREAL

SOLE AGENTS
IN CANADA.

HARDWARE.

Ammunition.

B. B. Caps Dom. 50 and 5 per cent.
Rim Fire Pistol, dis. 40 p. c., Amer.
Rim Fire Cartridges, Dom., 50 and 5 p. c.
Central Fire Pistol and Rifle, 10 p. c. Amer.
Central Fire Cartridges, pistol sizes, Dom.
30 per cent.
Central Fire Cartridges, Sporting and Military, Dom., 15 per cent.
Central Fire, Military and Sporting, Amer.
add 5 p. c. to list. B. B. Caps, discount 40 per cent. Amer.
Loaded and empty Shells, "Trap" and "Dominion" grades, 25 per cent. Rival and Nitro, 10 p. c. advance on list.
Brass Shot Shells, 55 per cent.
Primers, Dom., 30 per cent.; American, St. 6.

Wads, per lb.
Best thick white felt wadding, in 1/4-lb bags, 1 00
Best thick brown or grey felt wads, in 1/4-lb. bags, 70
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges 0 99
Best thick white card wads, in boxes of 500 each, 10 gauge, 0 35
Best thick white card wads, in boxes of 500 each, 8 gauge, 0 55
Thin card wads, in boxes of 1,000 each, 12 and smaller gauges, 0 20
Thin card wads, in boxes of 1,000 each, 10 gauge, 0 25
Thin card wads in boxes of 1,000 each, 8 gauge, 0 55
Chemically prepared black edge grey cloth wads, in boxes of 250 each—
11 and smaller gauge, 0 60
9 and 10 gauges, 0 70
7 and 8 gauges, 0 90
5 and 6 gauges, 1 10
Superior chemically prepared pink edge, best white cloth wads, in boxes of 250 each—
11 and smaller gauge, 1 15
9 and 10 gauges, 1 40
7 and 8 gauges, 1 65
5 and 6 gauges, 1 90

Adzes.

Discount, 20 per cent.

Anvils.

Wright's, 80-lb. and over, 0 103 4
Hay Budden, 80 lb. and over, 0 09 4
Brooks, 0 11 4

Augers.

Gilmour's, discount 65 and 5 p. c. off list.

Axes.

Chopping Axes
Single bit, per doz, 5 50 10 00
Double bit, 11 00 18 00
Bench Axes, 40 p. c.
Broad Axes, 25 per cent.
Hunters' Axes, 5 50 6 00
Boy's Axes, 5 75 6 75
Splitting Axes, 6 50 12 00
Handled Axes, 7 00 10 00

Axle Grease.

Ordinary, per gross, 5 75 6 00
Best quality, 13 00 15 00

Bath Tubs.

Zinc, 6 00
Copper, discount 15 p. c. off revised list

Baths.

Standard Enameled.
1/2-inch rolled rim, 1st quality, 25 00
" 2nd, 21 00

Anti-Friction Metal.

"Tandem" A, per lb., 0 27
" B, 0 21
" C, 0 11 1/2
Magnolia Anti-Friction Metal, per lb., 0 25
Frictionless metal, per lb., 0 23

SYRACUSE SMELTING WORKS.

Aluminum, genuine, 0 45
Dynamo, 0 29
Special, 0 25
Aluminum, 99 p. c. pure "Syracuse", 0 50

Bells.

Hand.
Brass, 60 per cent.
Nickel, 55 per cent.

Cow.

American make, discount 66 1/2 per cent.
Canadian, discount 45 and 50 per cent.

Door.

Gongs, Sargent's, 5 50 8 00
" Peterboro', discount 45 per cent.

Farm.

American, each, 1 25 3 00
House.

American, per lb.

0 35 0 40

Bellows.

Hand, per doz, 3 35 4 75
Moulders', per doz, 7 50 10 00
Blacksmiths', discount 40 per cent.

Belting.

Extra, 60 and 10 per cent.
Standard, 60, 10 and 10 per cent.

Bits.

Auger.
Gilmour's, discount 60 and 5 per cent.
Rockford, 50 and 10 per cent.
Jennings' Gen., net list.

Blind and Bed Staples.

All sizes, per lb., 0 07 1/2 0 12

Bolts and Nuts.

Carriage Bolts, common (S1 list), 55 and 5
" full square (S2 list), 60 and 5
" Norway iron (S3 list), 60 and 5

Machine Bolts, all sizes, 55 and 5
Plough Bolts, 55 and 5
Blank Bolts, 60
Bolt Ends, 60
Sleigh Shoe Bolts, 70
Coach Screws, cone point, 70
Nuts, square, all sizes 3 1/2 per lb. off
Nuts, hexagon, all sizes, 40 per lb. off
Stove rods, per lb., 1/2 to 60.
Nuts, in 50 lb. lots 1/4c. per lb. extra, in less than 50 lb. lots, 1/2c. extra.

Boot Calks.

Small and medium, ball, per M., 4 25
Small heel, per M., 4 50

Bright Wire Goods.

Discount, 6 1/2 per cent.

Broilers.

Light, dis., 65 to 67 1/2 per cent.
Reversible, dis., 65 to 67 1/2 per cent.
Vegetable, per doz., dis. 37 1/2 per cent.

Henis, No. 8, 6 00
Henis, No. 9, 7 00
Queen City, 7 50 0 00

Butchers' Cleavers.

German, per doz., 6 00 11 00
American, per doz., 12 00 20 00

Building Paper, Etc.

Plain building, per roll, 0 30
Tarred lining, per roll, 0 40
Tarred roofing, per 100 lb., 1 70
Coal Tar, per barrel, 3 50
Pitch, per 100-lb., 0 85
Carpet felt, per ton, 45 00

Bull Rings.

Copper, \$2.00 for 2 1/2 in. and \$1.90 for 2 in.

Butts.

Wrought Brass, net revised list
Cast Iron.

Loose Pin, dis., 60 per cent.

Wrought Steel.

Fast Joint, dis. 65, 10 and 2 1/2 per cent.
Loose Pin, dis. 65, 10 and 2 1/2 per cent.
Berlin Bronzed, dis. 70, 70 and 5 per cent.
Gen. Bronzed, per pair, 0 40 0 65

Carpet Stretchers.

American, per doz., 1 00 1 50
Bullard's, per doz., 6 50

Castors.

Bed, new list, dis. 55 to 57 1/2 per cent.
Plate, dis. 52 1/2 to 57 1/2 per cent.

Cattle Leaders.

Nos. 31 and 32, per gross, 8 50 9 50

Cement.

Canadian Portland, 2 25 2 75
English, 3 00 3 15
Belgian, 2 50 2 75
Canadian hydraulic, 1 25 1 50

Chalk.

Carpenters Colored, per gross, 0 45 0 75
White lump, per cwt., 0 60 0 65
Red, 0 05 0 06
Crayon, per gross, 0 14 0 18

Chisels.

Socket, Framing and Firmer.
Broad's, dis. 70 per cent.
Warnock's, dis. 70 per cent.
P. S. & W. Extra 80, 10 and 5 p. c.

Churns.

Revolving Churns, metal frames—No. 0, \$8—
No. 1, \$8.50—No. 2, \$9.00—No. 3, \$10.00—
No. 4, \$12.00—No. 5, \$16.00 each. Ditto,
wood frames—Nos. each less than above.
Discounts: Delivered from factories, 56
p. c.; from stock in Montreal, 54 p. c.
Terms, 4 months or 3 p. c. cash in 30 days.

Clips.

Axle dis. 65 per cent.

Closets.

Plain Ontario Syphon Jet, \$16 00
Emb. Ontario Syphon Jet, 17 00
Fittings net, 1 00
Plain Teutonic Syphon Washout, 10 00
Emb. Teutonic Syphon Washout, 11 00
Fittings net, 1 25
Low Down Teutonic, plain, 16 00
embossed, 17 00
Plain Richelieu net, 3 75
Emb. Richelieu net, 4 00
Fittings net, 1 25
Low Down Oat. Sy. Jet, plain net, 19 50
emb'd. net, 20 50
Closet connection net, 1 25
Basins, round, 14 in., 1 00
oval, 17 x 14 in., 2 50
" 19 x 15 in., 3 75
Discount 40 p. c., except on net figures.

Compasses, Dividers, Etc.

American, dis. 62 1/2 to 65 per cent.

Cradles, Grain.

Canadian, dis. 25 to 33 1/2 per cent.

Crosscut Saw Handles.

S. & D., No. 3, per pair, 17 1/2
" 5, 22 1/2
" 6, 15
Boynton pattern, 20

Door Springs.

Torrey's Rod, per doz., (15 p. c.) 2 00
Coil, per doz., 0 88 1 60
English, per doz., 2 00 4 00

Draw Knives.

Coach and Wagon, dis. 50 and 10 per cent.
Carpenters, dis. 70 per cent.

Drills.

Hand and Breast.
Miller's Falls, per doz., net list.

DRILL BITS.

Morse, dis., 37 1/2 to 40 per cent.
Standard dis. 50 and 5 to 55 per cent.

Faucets.

Common, cork-lined, dis. 35 per cent.

ELBOWS. (Stovepipe.)

5 and 6-inch, common, 1 20
7-inch, 1 35
Polished, 15c. per doz. extra.

ESCUTCHEONS.

Discount, 45 per cent.

ESCUTCHEON PINS.

Iron, discount 40 per cent.

FACTORY MILK CANS.

Discount off revised list, 40 per cent.

FILES AND RASPS.

Great Western, 75 and 5 per cent.
Arcade, 75 " 5 "
Kearney & Foot, 70 " 10 "
Diston's, 70 " 10 "
American, 75 " 5 "
J. Barton Smith, 75 " 5 "
McClellan, 75 " 5 "
Eagle, 70 " 5 "
Nicholson, 60 " 5 "
Royal, 80 "

Black Diamond, 60 and 10 per cent.
Jowett's, English list, 25 to 27 1/2 per cent.
Nicholson File Co.'s "Simplicity" file handle,
per gross, 85c. to \$1.50.

GLASS—Window—Box Price.

Size United Per Star Per D. Diamond Per
Inches. 50 ft. 100 ft. 50 ft. 100 ft.

Under 26, 2 15 4 15 6 00
26 to 40, 2 30 4 45 6 60
41 to 50, 4 45 7 50
51 to 60, 5 15 8 50
61 to 70, 5 50 9 50
71 to 80, 6 00 10 50
81 to 85, 6 50 11 75
86 to 90, 14 00
91 to 95, 15 50
99 to 100, 18 00

GAUGES

Marking, Mortise, Etc.
Stanley's dis. 50 to 55 per cent.

Wire Gauges.
Winn's, Nos. 26 to 33, each, 1 65 2 40

HALTERS.

Rope, 3/4 per gross, 9 00
" 1/2 to 3/4, 14 00
Leather, 1 in., per doz., \$ 87 1/2 4 00
" 1 1/4 in., 5 15 5 20
Web, — per doz., 1 87 2 45

HAMMERS.

Nail
Maydole's, dis. 5 to 10 per cent. Can. dis.
25 to 27 1/2 per cent.

Magnetic, per doz., 1 10 1 20
Sledge.
Canadian, per lb., 0 07 1/2 0 08 1/2

Ball Pean.
English and Can., per lb., 0 22 0 25

HANDLES.

Axe, per doz., net, 1 50 2 00
Store door, per doz., 1 00 1 50

Fork.
C. & B., dis. 40 per cent. rev. list.
Hoe.
C. & B., dis. 40 per cent. rev. list.
Saw.
American, per doz., 1 00 1 25
Plane.
American, per gross, 3 15 3 75
Hammer and Hatchet.
Canadian, 40 per cent.
Cross-Cut Saws.
Canadian, per pair, 0 13 1/4

HANGERS.

Steel barn door, 5 85 6 00
Stearns, 4 inch, 5 00
" 5 inch, 6 50
Lane's covered—
No. 11, 5-ft. run, 8 40
No. 11 1/2, 10-ft. run, 10 80
No. 12, 10-ft. run, 12 60
No. 14, 15-ft. run, 21 00
Lane's O.N.T. track, per foot, 4 1/2

Discount, 70 per cent.

HATCHETS.

Canadian, dis. 40 to 42 1/2 per cent.

Blind, Parker's, dis. 50 and 10 to 60 per cent
Heavy T and strap, 4-in., per lb., 0 08 1/2
" 5-in., " 0 06 1/2
" 6-in., " 0 06
" 8-in., " 0 05 1/2
" 10-in., " 0 05 1/2

Light T and strap, dis. 65 and 5 per cent.
Screw hook and hinge—
6 to 10 in., per 100 lbs., 4 25
12 in. up, per 100 lbs., 3 25
Per gro, per 12

HOES.

Garden, Mortar, etc., dis. 50 and 10 p. c.
Planter, per doz., 4 00 4 50

HOLLOW WARE

Discount, 45 and 5 per cent.

HOOKS.

Cast Iron.
Bird Cage, per doz., 0 50 1 10
Clothes Line, per doz., 0 27 0 63
Harness, per doz., 0 72 0 88
Hat and Coat, per gross, 1 00 3 00
Chandelier, per doz., 0 50 1 00

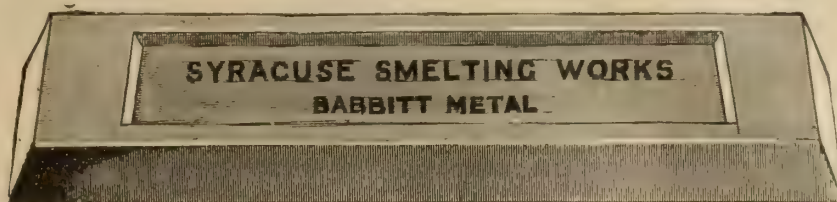
Wrought Iron.

Wrought Hooks and Staples, Can., dis.
47 1/2 per cent.

USE PHOSPHORINE BABBITT METAL

It is the new discovery. Ask for particulars

It is the only Anti-Friction Metal known to be chemically pure.



For Paper and Pulp Mills, Saw and Wood Working Machinery, Cotton and Silk Mills, Dynamos, Marine Engines, and all kinds of Machinery Bearings.

Wire, Triangular and Bar Solder, Pig Tin, Lead, Ingot Copper, Ingot Brass, Antimony, Aluminum, Bismuth, Zinc Spelter, Phosphor Tin, Phosphor Bronze, Nickel, etc., always in stock.

CANADIAN WORKS, MONTREAL, P.Q.
AMERICAN " SYRACUSE, N.Y.

Syracuse Smelting Works

Wire.
Hat and Coat, discount 45 per cent.
Belt, per 1,000, 0 60
Screw, bright, dis. 55 per cent.
HORSE NAILS.
"C" brand 50 and 7½ p.c. off new list } Oval-
"M" brand 50, 10 and 5 per cent. } head
Countersunk, 60 per cent.

HORSESHOES.
F.O.B. Montreal.
No. 2 No. 1.
and
Iron Shoes. larger. smaller.
Light, medium, and heavy... 3 50 3 75
Snow shoes... 3 75 4 00
Steel Shoes.
Light... 3 60 3 85
Featherweight (all sizes)... 4 85 4 85
F.O.B. Toronto, Hamilton, London and
Guelph, 10c. per keg additional.
Toe weight steel shoes... 6 70

JAPANNED WARE.
Discount, 45 and 5 p.c. off list, June 1899
ICE PICKS.
Star per doz... 3 00 3 25

KETTLES.
Brass spun, 7½ p.c. dis. off new list.
Copper, per lb... 0 30
American, 60 and 10 to 85 and 5 p.c.

KEYS.
Lock, Can., dis. 45 p.c.
Cabinet, trunk, and padlock,
Am. per gross... 60

KNOBS.
Door, japanned and N.P., per
doz... 1 50 2 50
Bronze, Berlin, per doz... 2 75 3 25
Bronze Genuine, per doz... 6 00 9 00
Shutter, porcelain, F. & L.
screw, per gross... 4 00
White door knobs—per doz... 1 30 4 00

HAY KNIVES.
Discount, 50 and 10 per cent.
LAMP WICKS.
Discount, 60 per cent.

LANTERNS.
Cold Blast, per doz... 7 00
No. 3 "Wright's"... 8 50
Ordinary, with O burner... 4 00
Dashboard, cold blast... 9 00
No. 0... 5 75

LEMEN SQUEEZERS.
Porcelain lined... per doz... 2 20 5 60
Galvanized... 1 87 3 85
King, wood... 2 75 2 90
King, glass... 4 00 4 50
All glass... 1 20 1 30

LINES.
Fish, per gross... 1 05 2 50
Chalk... 1 90 7 40

LOCKS.
Canadian, dis. 45 p.c.
Russell & Erwin, per doz... 3 00 3 25
Cabinet.

Eagle, dis 30 p.c.
Padlock... 50 6 00
Scandinavian... 1 00 2 40

MACHINE SCREWS. Iron and Brass.
Flat head discount 25 p.c.
Round head discount 20 p.c.

MALLETS.
Tinmiths' per doz... 1 25 1 50
Carpenters', hickory, per doz... 1 25 3 75
Lignum Vitae, per doz... 3 85 5 00
Caulking each... 60 2 00

MATTOCKS.
Canadian, per doz... 5 50 6 50

MEAT CUTTERS.
American, dis. 25 to 30 p.c.
German, 15 per cent.

MILK CAN TRIMMINGS.
Discount, 25 per cent.

NAILS.
Quotations are: Out. Wire.
2 d and 3 d... \$3 55 \$3 85
3 d... 3 20 3 52
4 d and 5 d... 2 95 3 35
6 d and 7 d... 2 95 3 35
8 d and 9 d... 2 70 3 20
10 d and 12 d... 2 65 2 95
16 and 20 d... 2 60 2 90
30, 40, 50 and 60 d. (base)... 2 55 2 85

Wire nails in carlots are \$2.77½
Galvanizing 2c. per lb. net extra.
Steel Cut Nails 10c. extra.
Miscellaneous wire nails, dis. 70 and 10 p.c.
Coopers' nails, dis. 30 per cent.
Flour barrel nails, dis. 25 per cent.

NAIL FULLERS.
German and American... 1 85 3 50
NAIL SETS.
Square, round, and octagon
per gross... 3 38 4 00
Diamond... 12 00 15 00

NETTING.
Poultry, 55 per cent. for McMullen's
OAKUM. Per 100 lb.
Navy... 6 00
U. S. Navy... 7 25

OIL.
Water White (U.S.)... 0 16½
Prime White (U.S.)... 0 15½
Water White (Can.)... 0 15
Prime White (Can.)... 0 14

OILERS.
McClary's Model galvan. oil
can, with pump, 5 gal.,
per doz... 10 00
Zinc and tin, dis. 50, 50 and 10.
Copper, per doz... 1 25 3 50
Brass... 1 50 3 50
Malleable, dis. 25 per cent.

GALVANIZED PAIRS.
Dufferin pattern pairs, dis. 45 p.c.
Flaring pattern, discount 45 per cent.
Galvanized washbuds discount 45 per cent.

PIECED WARE.
Discount 40 per cent. off list, June, 1899.
10-qt. flaring sap buckets, dis. 40 p.c.
6, 10 and 14-qt. flaring pairs, dis. 40 p.c.
Creamer cans, dis. 40 p.c.

PICKS.
Per doz... 6 00 9 00

PICTURE NAILS.
Porcelain head, per gross... 1 75 3 00
Brass head... 0 40 1 00

PICTURE WIRE.
Tin and gilt, discount 75 p.c.
PLANES.
Wood, bench, Canadian dis. 40 per cent.
American dis. 50.
Wood, fancy Canadian or American 7½
to 40 per cent.

PLANE IRONS.
English, per doz... 2 00 5 00

PLIERS AND NIPPERS.
Button's Genuine per doz pairs, dis. 37½
40 p.c.
Button's Imitation, per doz... 5 00 9 00
German, per doz... 0 60 2 60

PLUMBERS BRASS GOODS.
Compression work, discount, 60 per cent.
Fuller's work, discount 65 per cent.
Rough stops and stop and waste cocks, dis-
count, 60 per cent.
Jenkins disk globe and angle valves, dis-
count, 55 per cent.
Standard valves, discount, 60 per cent.
Jenkins radiator valves discount 55 per cent.

QUICK OPENING VALVES standard, dis. 60 p.c.
No. 1 compression bath cock... 2 00
No. 4... 2 00
No. 7, Fuller's... 2 50
No 4½... 3 00

POWDER.
Velox Smokeless Shotgun Powder.
100 lb. or less... 0 85
1,000 lb. or more... 0 80
Net 30 days.

PRESSED SPIKES.
Discount 22½ per cent.

FULLEYS.
Hothouse, per doz... 0 55 1 00
Axle... 0 22 0 33
Screw... 0 27 1 00
Awning... 0 35 2 50

PUMPS.
Canadian cistern... 1 80 3 60
Canadian pitcher spout... 1 40 2 10

PUNCHES.
Saddlers' per doz... 1 00 1 85
Conductors... 9 00 15 00
Tinners' solid, per set... 0 90 0 72
" hollow, per set... 0 00 1 00

RANGE BOILERS.
Galvanized, 3 gallons... 7 60
" 35 " 8 25
" 40 " 9 50
Copper, 30 " 22 00
" 35 " 26 00
" 40 " 30 00

Discount off Copper Boilers 10 per cent.
RAKES.
Cast steel and malleable, 70 p.c.
Wood, 10 per cent.

RAZORS.
per doz.
Elliott's... 4 00 18 00
Geo. Butler & Co.'s... 4 00 18 00
Boker's... 7 50 11 00
" King Cutter... 12 50 50 00
Wade & Butcher's... 3 60 10 00
Theile & Quack's... 7 00 12 00

REAPING HOOKS.
Discount, 70 per cent.

REGISTERS.
Discount... 40 per cent.

RIVETS AND BURRS.
Iron Rivets, black and tinned, discount 60
and 10 per cent.
Iron Burrs, discount 55 per cent.
Extras on Iron Rivets in 1-lb. cartons, ½ c.
per lb.
Extras on Iron Rivets in ½-lb. cartons, 1c.
per lb.
Copper Rivets & Burrs, 35 and 5 p.c. dis.
and cartons, 1c. per lb. extra, net.
Extras on Tinned or Coppered Rivets
½-lb. cartons, 1c. per lb.

RIVET SETS.
Canadian dis. 35 to 37½ per cent.

ROPE ETC.
Sisal. Manila.
7-16 in. and larger, per lb 11 14½
¾ in... 11½ 15½
¼ and 5-16 in... 16
Cotton, 3-16 inch and larger
5-32 inch... 21
¾ inch... 22½
Russia Deep Sea... 15½
Jute... 8
Lath Yarn... 10½
New Zealand Rope... 10

RULES.
Boxwood, dis. 75 and 10 p.c.
Ivory, dis. 37½ to 40 p.c.

SAD IRONS. per set.
Mrs. Potts, No. 55, polished... 62½
" No. 50, nickel-plated... 67½

SAND AND EMERY PAPER.
Dominion Flint Paper, 47½ pe. cent.
B & A sand, 40 and 5 per cent.
Emery, 40 per cent.

SAP SPOUTS.
Bronzed iron with hooks, per doz... 9 50

SAWS.
Hand Disston's, dis. 12½ p.c.
S. & D., 40 per cent.
Crosscut, Disston's, per ft... 35
S. & D., dis. 35 p.c. on Nos. 2 and 3.
Hack, complete, each... 0 75 2 75
" frame only... 0 75

SASH WEIGHTS.
Sectional, per 100 lbs... 2 25 2 50
Solid... 1 75 2 00

SASH CORD.
Per lb... 0 23 0 30

SAW SETS.
" Lincoln " and 1 Wh. eng. per doz... 6 60
Hand Sets No. 1 Woodyatt (Merrill)
X-cut sets, No. 3 Woodyatt (Merrill)
9 50

SCALES.
Standard, 45 p.c.
Champion, 85 p.c.
Spring Balances, 10 p.c.
Fairbanks Standard, 35 p.c.
" Dominion, 55 p.c.
" Richelieu, 55 p.c.
Warren's new Standard 45 p.c.
" Champion 45 p.c.

SCREW DRIVERS.
Sargent's per doz... 0 65 1 00

SCREWS.
Wood, F. H., bright and steel, 87½ and 10 p.c.
Wood R. H., dis. 82½ and 10 p.c.
" F. H., brass dis. 80 and 10 p.c.

Wood, R. H., " dis. 75 and 10 p.c.
" F. H., bronze, dis. 75 p.c.
" R. H., 70 p.c.

Drive Screws, 87½ and 10 per cent.
Bench wood, per doz... 3 25 4 00
" iron... 4 25 5 75

Set, Case hardened, 60 per cent.
Square Cap, 50 and 5 per cent.
Hexagon Cap, 45 per cent.

SCYTHES.
Per doz, net... 9 01

SCYTHE SNATHS.
Canadian, dis. 45 p.c.

SHEARS.
Bailey Cutlery Co., full nicked, dis. 60 p.c.
Seymour's, dis. 50 and 10 p.c.

SHOVELS AND SPADES.
Canadian, dis. 40 and 5 per cent.

SINKS.
Steel and galvanized, discount 45 per cent.

SNAPS.
Harness, German, dis. 25 p.c.
Lock, Andrews... 4 50 11 50

SOLDERING IRONS.
1, 1½ lb., per lb... 0 37
2 lb. or over, per lb... 0 34

SQUARES.
Iron, No. 493, per doz... 2 40 2 55
" Mo. 494... 3 25 3 40
Steel, dis. 60, 10 and 5 p.c.
Try and bevel, dis. 50 to 52½ p.c.

STAMPED WARE.
Plain, dis. 75 and 12½ p.c. off revised list
Retinned, dis., 75 p.c. off revised list.

STAPLES.
Galvanized... 3 50 4 00
" " " 3 25 3 75
Coopers', discount 45 per cent.
Poultry netting staples, 40 per cent.

STOCKS AND DIES.
American dis. 25 p.c.

STONE. Per lb.
Washita... 0 28 0 60
Hindostan... 0 06 0 07
" slip... 0 09 0 09
Labrador... 0 13
" Axle... 0 15
Turkey... 0 50
Arkansas... 0 00 1 50
Water-of-Ayr... 0 00 0 10
Scythe, per gross... 3 50 5 00
Grind, 2 in, 40 to 200 lb. per ton... 25 00
" under 40 lb. " 28 00
Grind, under 2 in. thick " 29 00

STOVE PIPES.
5 and 6 inch Per 100 lengths... 7 00
7 inch " 7 50

ENAMELINE STOVE POLISH.
No. 4—3 dozen in case, net cash... \$4 80
No. 6—3 dozen in case, " 8 40

TACKS BRADS, ETC.
Cheese-box tacks, blued... 80 & 12½
Trunk tacks, black and tinned... 85
Carpet tacks, blued... 80 & 15
" tinned... 80 & 20
" (in kegs)... 40
Cut tacks, blued, in dozens only... 80
" ¼ weights... 70
Swedes cut tacks, blued and tinned—
In bulk... 80 & 10
In dozens... 75
Swedes, upholsterers', bulk... 85, 12½ & 12½
" brush, blued & tinned, bulk... 70
" gimps, blued, tinned and
japanned... 75 & 12½

Zinc tacks... 35
Leather carpet tacks... 55
Copper tacks... 50
Copper nails... 5½
Trunk nails, black... 65 and 5
Trunk nails, tinned... 65 and 10
Clout nails, blued... 65 and 5
Chair nails... 65 and 5

Patent brads... 45
Fine finishing... 40
Lining tacks, in papers... 10

STANDARD CHAIN CO.,

CHAIN

PITTSBURGH,
U. S. A.

MANUFACTURERS
OF

OF ALL KINDS.

Proof Coil, B.B., B.B.B., Crane, Dredge Chain, Trace Chains, Cow Ties etc.

ALEXANDER GIBB,
Montreal.

—Canadian Representatives— A. C. LESLIE & CO.,
Montreal.

For Provinces of Ontario and Quebec.

For other Provinces.

Lining tacks, in bulk	15
" " solid heads, in bulk	75
Saddle nails in papers	10
" " in bulk	15
Tufting buttons, 22 line, in dozens only	60
Tin capped trunk nails	25
Zinc glazier's points	5
Double pointed tacks, papers, 90 and	10
" " bulk	40

TAPE LINES.

English, ass skin, per doz.	2 75	5 00
English, Patent Leather	5 50	9 75
Chesterman's each	0 90	2 85
steel, each	0 80	8 00

THERMOMETERS.

Tin case and dairy, dis. 75 to 75 and 10 p.c.

TRAPS. (Steel.)

Game, Newhouse, dia. 25 p.c.	
Game, H. & N., P. S. & W., 65 p.c.	
Game, steel, 72 1/2, 75 p.c.	

TROWELS.

Diston's discount 10 per cent.	
German, per doz.	4 75 6 00
S. & D., discount 35 per cent.	

TWINES.

Bag, Russian, per lb.	0 27
Wrapping, cotton, 3-ply	0 18 1/2
" " 4-ply	0 23 1/2
Mattress, per lb.	0 33 0 45
Staging, " "	0 27 0 35

VICES.

Wright's	0 13 1/2
Brook's	0 12 1/2
Pipe Vise, Hinge, No. 1	3 50
" " No. 2	5 50
Saw Vise	4 50 9 00

ENAMELLED WARE.

White, Princess, Turquoise, Blue and White, discount 50 per cent.
Diamond, Famous, Premier, 50 and 10 p.c.
Granite or Pearl, Imperial, Crescent, 50, 10 and 10 per cent.

WIRE.

Brass wire, 50 to 50 and 2 1/2 per cent. off the list.
Copper wire, 45 and 10 per cent. net cash 30 days, f.o.b. factory.

Smooth Steel Wire, is quoted at the following net selling prices:

No. 6 to 8 gauge	\$2 90
" 9	2 80
" 10	2 87
" 11	2 90
" 12	2 95
" 13	3 15
" 14	3 37
" 15	3 50
" 16	3 65

Other sizes of plain wire outside of Nos. 9, 10, 11, 12 and 13, and other varieties of plain wire remain at \$2.80 base with extras as before. The prices for Nos. 9,

to 13 include the charge of 1 c. for oiling. Extras net per 100 lb.:
Coppered wire, 60c.—tinned wire, \$2—oiling, 10c.—special hay-baling wire, 30c.—spring wire, \$1—best steel wire, 75c.—bright soft drawn, 15c.—in 50 and 100-lb. bundles net, 10c.—in 25-lb. bundles net 15c.—packed in casks or cases, 15c.—bagging or papering, 10c.

Fine Steel Wire, dia. 17 1/2 per cent.
List of extras: In 100-lb. lots: No. 17, \$5—No. 18, \$5.50—No. 19, \$6—No. 20, \$6.65—No. 21, \$7—No. 22, \$7.30—No. 23, \$7.65—No. 24, \$8—No. 25, \$9—No. 26, \$9.50—No. 27, \$10—No. 28, \$11—No. 29, \$12—No. 30, \$13—No. 31, \$14—No. 32, \$15—No. 33, \$16—No. 34, \$17. Extras net-tinned wire, Nos. 17-25, \$2—Nos. 26-31, \$4—Nos. 32-34, \$6. Coppered, 5c.—oiling, 10c.—in 25-lb. bundles, 15c.—in 5 and 10-lb. bundles, 25c.—in 1-lb. hanks, 50c.—in 1/2-lb. hanks, 75c.—in 1/4-lb. hanks, \$1—packed in casks or cases, 15c.—bagging or papering, 10c.

Galvanized Wire, per 100 lb.—Nos. 6, 7, 8, \$3.50 to \$3.85—No. 9, \$2.85 to \$3.15—No. 10, \$3.60 to \$3.95—No. 11, \$3.70 to \$4.10—No. 12, \$3 to \$3.30—No. 13, \$3.10 to \$3.45—No. 14, \$4.10 to \$4.50—No. 15, \$4.60 to \$5.05—No. 16, \$4.85 to \$5.35. Bare sizes, Nos. 6 to 9, \$2.57 1/2 f.o.b. Cleveland.
Clothes Line Wire, regular 7 strand No. 17, \$4.65; No. 18, \$2.9; No. 19, \$2.60. Ho

low 6 strand, No. 17, \$4.30; No. 18, \$2.70; No. 19, \$1.35; No. 20, \$2.30, f.o.b. Hamilton, Toronto, Montreal.

WIRE FENCING.

Galvanized barb	3 65
Galvanized plain twist	3 65
Galvanized barb, f.o.b. Cleveland, \$2.82 1/2 in less than carlots, and \$2.73 in carlots	

WIRE CLOTH.

Painted Screen, per 100 sq. ft., net.	1 35
WASTE COTTON.	per lb.
Colored	6
White	8

WRENCHES.

Acme, 35 to 37 1/2 per cent.	
Agricultural, 60 p.c.	
Coe's Genuine, dia. 20 to 25 p.c.	
Towers' Engineer, each	2 00 7 00
" " S, per doz.	5 80 6 00
G. & K's Pipe, per doz.	3 40
Burrell's Pipe, each	3 00
Pocket, per doz.	0 25 2 90

WRINGERS.

Leader	per doz. \$30 0	33 00
Royal Canadian	"	24 00
Royal American	"	24 00
Sampson	"	24 00

Terms 4 months, or 3 p.c. 30 days.

WROUGHT IRON WASHERS.
Canadian make, discount, 40 per cent.

ADVERTISING in WESTERN CANADA

will be Carefully Efficiently, and Promptly
attended to, by

The Roberts' Advertising Agency,
WINNIPEG CANADA.

JONES BROS. Manufacturers of

STOVE BRICKS, OPEN GRATE BACKS,

"Maple Leaf" Brand.

Furnace Bricks and Range Bricks

Estimates furnished
on application.

Bracondale P.O., Ont.



SEALED TENDERS addressed to the undersigned, and endorsed "Tender for Heating Apparatus, Dundas, Ont.," will be received at this office until Thursday, 7th November, inclusively, for the supplying and placing in position of a heating apparatus at the Armouries, Dundas, Ont., according to plans and specification to be seen at the Department of Public Works, Ottawa, and at the office of W. A. Edwards, Architect, Hamilton, Ont.

Tenders will not be considered unless made on the form supplied, and signed with the actual signatures of tenderers.

An accepted cheque on a chartered bank, payable to the order of the Minister of Public Works, equal to 10 per cent. (10 p.c.) of the amount of tender, must accompany each tender. The cheque will be forfeited if the party declines the contract or fails to complete the work contracted for, and will be returned in case of non-acceptance of tender.

The Department does not bind itself to accept the lowest or any tender.

By Order,

FRED GELINAS,
Secretary.

Department of Public Works,

Ottawa, October 21st, 1901.

Newspapers inserting this advertisement without authority from the Department will not be paid for it. (44)

Established Cable Address.
(632). "BLISS."
MANUFACTURERS
Wood Turnings, Hand
Bench and other Screws
Mallets, Handles, Vises
Clamps, Tool Chests
Croquet, Lithographs
Wood Toys, Novelties
and also the celebrated
**Wood's Patent Car
Gate**
For Street and Steam Rail-
road Cars.
The R. BLISS MFG. CO.
Pawtucket, R.I., U.S.A.

Canadian Representative: ALEXANDER GIBB, 13 St. John St., MONTREAL.

75 YEARS.

ESTABLISHED 1825.

75 YEARS.

CELEBRATED

HEINISCH

SHEARS.

Tailors' Shears,
Trimmers, Scissors,
Tinnern's Snips, etc.



ACKNOWLEDGED THE BEST.

R. HEINISCH'S SONS CO.

NEW YORK OFFICE, 90 Chambers St.
NEWARK, N.J., U.S.A.

Not connected with any Shear Combination.

*Standard Paint & Varnish Works
Limited
Makers of High Grade
Varnishes, Lacquers,
Paints, Colors & Enamels
Windsor, Ont.*

Buy the Best.



HERCULES

Sash Cord.

Star Brand Cotton Rope
Star Brand Cotton Clothes Lines
Star Brand Cotton Twine

For Sale by all Wholesale Dealers

BUSINESS NEWS

of any kind that is of value to business men supplied by our Bureau. We can give you market quotations from any town in Canada, reports from the city markets, stock quotations, etc. You can get commercial news from any Canadian paper through us.

Write us, giving us particulars of what you want and where you want it from, and we will quote you prices by return.

"Clippings from any Canadian paper on any subject."

CANADIAN PRESS CLIPPING BUREAU,

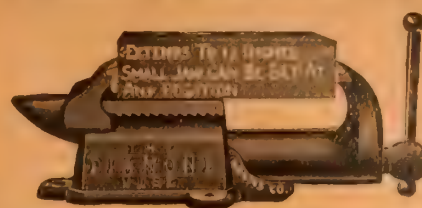
232 McGill Street, MONTREAL, QUE.

Telephone Main 1255.

10 Front St. East, Toronto. Telephone 2148.

DIAMOND VISE AND DRILLING ATTACHMENT

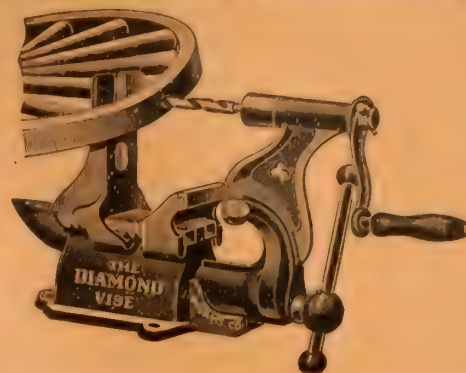
U. S. Patent Jan. 15, '95. Canadian Patent July 22, '95.



JAWS are faced with steel $\frac{3}{8}$ inch wide, 4 inches long, firmly fastened to jaw, checked and hardened. VISE weighs 38 pounds. DRILL weighs 13 pounds. For Sale by Jobbers of Hardware.

Made by—

The Adams Company, Dubuque, Iowa, U.S.A.
Made by A. R. Woodyatt & Co., Guelph, Ont.



CHAS. F. CLARK, President.

JARED CHITTENDEN, Treasurer.

...ESTABLISHED 1849...

BRADSTREET'S

Capital and Surplus, \$1,500,000.

Offices Throughout the Civilized World.

Executive Offices: Nos. 346 and 348 Broadway, New York City, U.S.A.

THE BRADSTREET COMPANY gathers information that reflects the financial condition and the controlling circumstances of every seeker of mercantile credit. Its business may be defined as of the merchants, by the merchants, for the merchants. In procuring, verifying and promulgating information no effort is spared, and no reasonable expense considered too great, that the results may justify its claim as an authority on all matters affecting commercial affairs and mercantile credit. Its offices and connections have been steadily extended, and it furnishes information concerning mercantile persons throughout the civilized world.

Subscriptions are based on the service furnished, and are available only by reputable wholesale, jobbing and manufacturing concerns, and by responsible and worthy financial, fiduciary and business corporations. Specific terms may be obtained by addressing the Company at any of its offices. **Correspondence Invited.**

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HALIFAX, N.S.
OTTAWA, ONT.
VANCOUVER, B.C.

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QUEBEC, QUE.
VICTORIA, B.C.

LONDON, ONT.
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MONTREAL, QUE.
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THOS. C. IRVING, Gen. Man. Western Canada, Toronto.

JOHN A. FULTON, Gen. Man. Eastern Canada, Montreal.

WESTERN

Incorporated
1851.

ASSURANCE COMPANY

Fire and Marine

Capital - - - \$2,000,000.00
Assets, over - - - 2,900,000.00
Annual Income - - - 3,000,000.00

Head Office: TORONTO, ONT.

Hon. Geo. A. Cox, President. J. J. Kenny, Vice-President
C. C. Foster, Secretary.



"BUILD TO-DAY THEN,
STRONG AND SURE.
WITH A FIRM AND
AMPLE BASE."
— Longfellow.

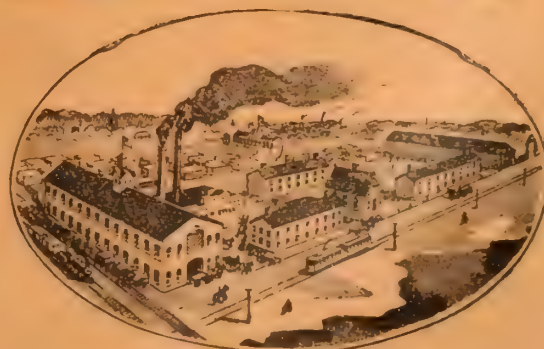
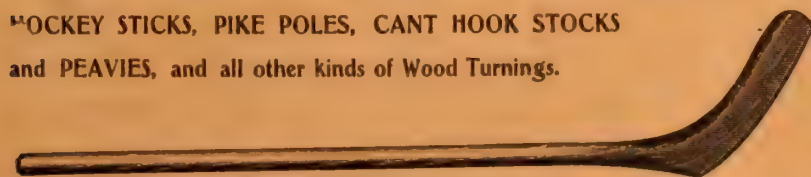
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WISH THUS TO BUILD
an
advertisement
in the
CONTRACT-
RECORD.

TORONTO
will bring you
tenders from the
best contractors.

**Handles and
Wood Turnings,
comprising:**

AXE, PICK, SLEDGE, FORK, HAMMER, SHOVEL, BROOM, and all kinds
of TOOL HANDLES. Also FIELD HAY RAKES, HORSE POKES,
HOCKEY STICKS, PIKE POLES, CANT HOOK STOCKS
and PEAVIES, and all other kinds of Wood Turnings.



Write for Catalogue
and Price List.
Established 1876.

J. H. STILL MFG. CO., St. Thomas, Ont.

"BLUESTONE"

HIGH PRESSURE PACKING.

For Steam, Hot or Cold Water, and Air.

Packs equally well for all. There is no packing made that will last as long or withstand as well the action of steam heat. Carried in stock in rolls about 36-in. wide, and the following thicknesses: 1/32, 1/16, 3/32 and 1/8.

"BLUESTONE" Pneumatic Sectional Gaskets - the best and longest wearing on the market. Will conform to any seat, no matter how rough. Made in the following sizes: 3/8-in., 1/2-in. and 5/8-in.

WRITE FOR PRICES AND DISCOUNTS.

Sole Manufacturers

THE GUTTA PERCHA AND RUBBER MFG. CO.

OF TORONTO, LIMITED.

Head Office and Warerooms -
49-61-63 West Front St.

TORONTO,

Factories—115-165 West Lodge Ave.
124-148 O'Hara Ave.

CANADA.

American Sheet Steel Co., NEW YORK.

We shall be pleased to have your orders and inquiries for:

- "Apollo" Best Bloom Galvanized Sheets.
- "American Bessemer" Black Sheets.
- "American Bessemer Refined" Black Sheets.
- "American Bessemer Special" "
- "American Open Hearth" "
- "American Open Hearth Refined" "
- "American Open Hearth Special" "
- Bessemer Steel Blue Annealed "
- Bessemer Steel Un-annealed "
- "Wellsville Polished" Steel Sheets.
- "W. Dewees Wood Co.'s Planished Iron."
- "W. Dewees Wood Co.'s Refined Iron."
- "Apollo" Electrical Sheets, etc., etc., etc.

PRICES AND ALL PARTICULARS ON APPLICATION TO

B. & S. H. THOMPSON & CO'Y

26 St. Sulpice St., MONTREAL,

Sales Agents for Canada.

CORDAGE

ALL KINDS AND FOR ALL PURPOSES.

Manilla Rope
Sisal Rope
Jute Rope
Russian Rope
Marline
Houseline
Hambroline
Clotheslines
Tarred Hemp Rope
White Hemp Rope
Bolt Rope
Hide Rope
Halyards
Deep Sealine
Ratline
Plow Lines

Lathyrn
Shingleyarn
Bale Rope
Lariat Rope
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Spunyarn
Pulp Cord
Lobster Marlin
Paper Cord
Cheese Cord
Hay Rope
Fish Cord
Sand Lines

"RED THREAD" Transmission Rope from the finest quality Manila hemp obtainable, laid in tallow.

CONSUMERS CORDAGE COMPANY,

Limited

Western Ontario Representative—

WM. B. STEWART,

Tel 94. 27 Front St. West, TORONTO.

MONTREAL, QUE.

Neither fictitious nor exorbitant—

—USE—

LANGWELL'S BABBITT
Montreal.

CANADIAN

HARDWARE

AND METAL
MERCHANT

The Weekly Organ of the Hardware, Metal, Heating, Plumbing and Contracting Trades in Canada.

VOL. XIII.

MONTREAL AND TORONTO, NOVEMBER 9, 1901.

NO. 45

POCKET **H. BOKER & CO'S** KNIVES
IMPROVED
TREE BRAND
TRADE MARK
CUTLERY RAZORS SCISSORS

FOR SALE BY LEADING WHOLESALE HARDWARE HOUSES.

"Queen's Head" Iron



"Looks better,
Is better."

JOHN LYSAGHT, Limited, Makers. A. C. LESLIE & CO., MONTREAL,
BRISTOL, ENG. Managers Canadian Branch.

OVER HALF THE YEAR.

FOR OVER SIX MONTHS IN CANADA OUT OF THE TWELVE, WE HAVE TO HEAT OUR HOUSES ARTIFICIALLY. THAT'S A BIG ITEM. CONSISTENT WITH HEALTH WE MUST DO IT AS CHEAPLY AS POSSIBLE.

WHAT IS THE MOST ECONOMICAL AND SATISFACTORY MODE OF HEATING ?

WHICH IS THE BEST RADIATOR—THE MOST ECONOMICAL AND SATISFACTORY ?

HOT-WATER OR STEAM ARE ADMITTEDLY THE BEST METHODS OF HEATING, BECAUSE THE HEAT IS NON-GASEOUS. THE "SAFFORD" IS THE BEST RADIATOR, BECAUSE IT IS A SIMPLE, COMPACT AND POSITIVELY NON-LEAKABLE RADIATOR.

PROOF OF IT.

We say the "Safford" is positively non-leakable, simply because the connections at the joints are made with patent screwed nipples, admitting of no possible leakage—no red lead, no bolts, no packing used. Therefore, the "Safford" stands alone.

**A RADIATOR THAT CANNOT LEAK SAVES MONEY
FOR YOU AND MEANS COMFORT.**

The "Safford" is built in many designs and several heights. It will be found always rich in decoration and catchy in outline. If you wish to know all about the "Safford" Radiator, send for free booklet.

THE DOMINION RADIATOR COMPANY, Limited,

Head Office and Works, **TORONTO, CANADA.**

"The Largest Radiator Manufacturers Under the British Flag."

GRATES

AND

MANTELS



RICE LEWIS & SON

LIMITED

TILING

FOR
FLOORS
AND
WALLS .

TORONTO.

IRON AND STEEL SHEETS

Common

Dead Flat

Samuel, Sons & Benjamin, London and Liverpool, Eng.

M. & L. Samuel, Benjamin & Co.

General Importers and Exporters and Metal Merchants.

27 Wellington St. West,

— TORONTO, ONT.

Bright Wire Goods
-COTTER PINS-
JACK CHAINS



"CRESCENT"
WIRE COAT and HAT HOOKS
Bright, Coppered and Galvanized } STAPLES.

RUBBER BELTING

"The writer has personally handled your belting for between twenty-five and thirty years. We are glad to be able to be able to say that we are both pleased with the quality of your goods and with the manner of treating your customers."

THE A. R. WILLIAMS MACHINERY CO.

THE
CANADIAN RUBBER CO.

MONTREAL * TORONTO
WINNIPEG

Other Tools are very
good Tools, but

"YANKEE TOOLS"

ARE
BETTER



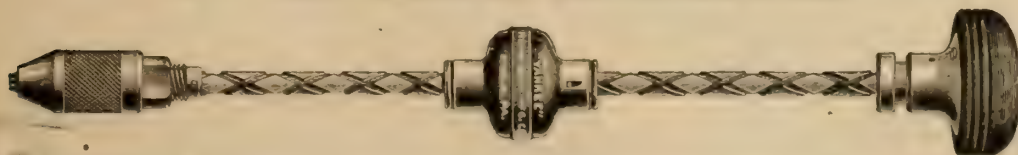
No. 15. "Yankee" Ratchet Screw Driver, with Finger Turn on Blade.



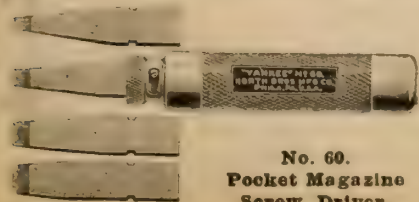
No. 30 "Yankee" Spiral-Ratchet Screw Driver, Right and Left Hand.



No. 41. "Yankee" Automatic Drill, Eight Drill Points in Handle.



No. 50. "Yankee" Reciprocating Drill, for Iron, Steel, Brass, Wood, etc.



No. 60.
Pocket Magazine
Screw Driver.

Our "YANKEE" Tool Book
tells all about them. Mailed
free on application.

Manufacturers also of

**LIGHTNING,
GEM and
BLIZZARD**
Ice Cream Freezers.

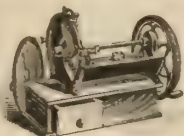
Toy Freezers,
Ice Shaves and
Ice Chippers.
Fluting Machines,
Hand Fluters.

Sold by Leading Jobbers
in Canada.

NORTH BROS. MFG. CO.,

Philadelphia, Pa., U.S.A.

Rotary
Smoked Beef Shaver
with Patented
Self-Sharpening Device



No. 125, 2 Blades, \$18.00
No. 129, 1 Blade, 18.00

Self-Priming and
Measuring Pump



No. 97, \$5.50

Auger for above Pump



No. 97, 60 cents

"ENTERPRISE"

Rapid Grinding and Pulverizing Mill

Fitted with General Electric Co's. 1/2 H. P. Motor

The Machine is self-contained and is ready for connection to feed wire as shipped from factory

Will be furnished with Motor suitable for all conditions as to Current, Voltage, etc.

GRINDING CAPACITY

FAST SPEED

Granulating 3 pounds of Coffee per minute

SLOW SPEED

Granulating 2 pounds of Coffee per minute

Pulverizing 1-2 pound of Coffee per minute

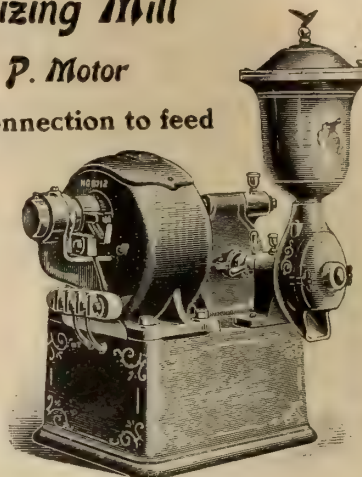
Can be regulated for Fine or Coarse Grinding while Mill is running

Pulverizing Grinders furnished only when so ordered

Illustrated Catalogue Mailed FREE. Order from your Jobber

The Enterprise Manufacturing Co. of Pa.

Philadelphia, Pa., U. S. A.

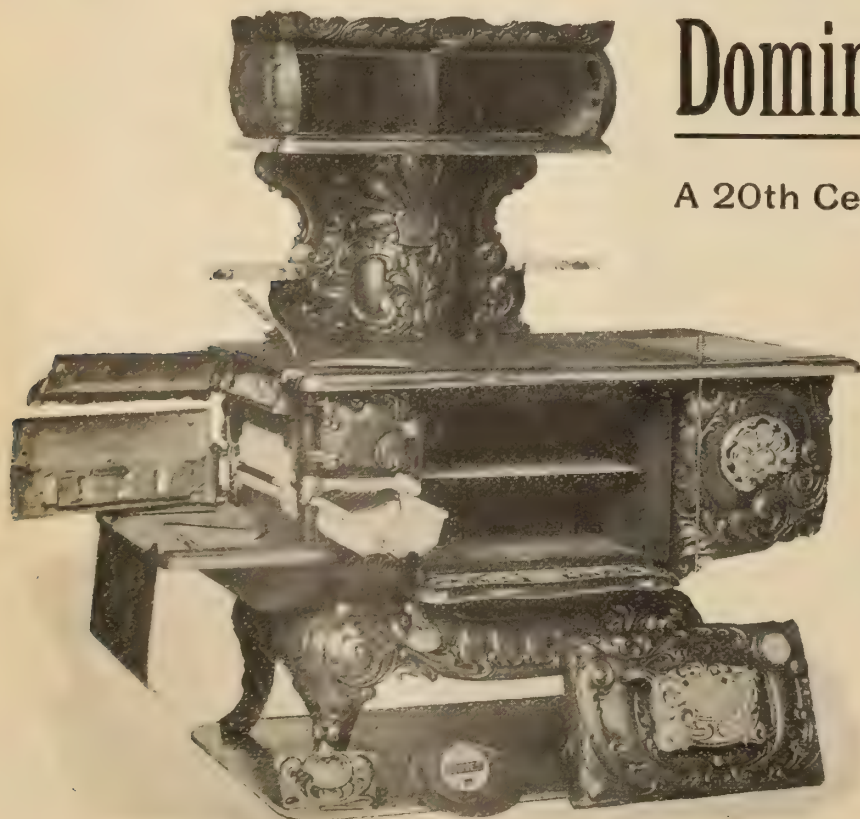


No. 8712

Height, 30 inches. Width, 18 inches.
Length, 22 inches. Weight, 250 lbs.

Capacity of Iron Hopper
4 lbs. of Coffee

PRICE ON APPLICATION



THE Dominion Jewel Range

A 20th Century Range, made in all styles.

SOME FEATURES PECULIARLY ITS OWN:

Genuine Steel Oven—as fitted in the celebrated Grand Jewel Wood Cook. Rolling steel front on high closet. Drop hearth.

Oven is square, 20 in. x 20 in., and is 13 inches high.

Note features as shown.

MADE ONLY BY

**The BURROW, STEWART &
MILNE COMPANY, Limited,**
HAMILTON, CANADA.

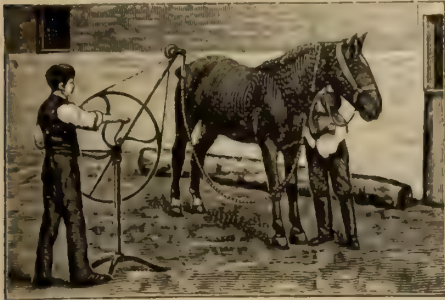
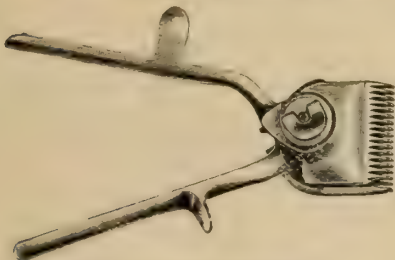
Write for descriptive circulars

BURMAN & SONS' CELEBRATED CLIPPERS

Established 1871.

BIRMINGHAM, ENG.for Horsemen
and Barbers.

NO. 297.

**NO. 3—POWER CLIPPER, with "Wrist Joint."**As supplied to
The Czar of Russia,
The King of Denmark,
Earl Roberts, Etc., Etc.**THE "LEOPOLD" TOILET.****THE "WARWICK"
CLIPPER.**

Cuts over three teeth.

As supplied to
His Majesty's
War Department.**SEND FOR PRICE LIST AND TERMS.**To be obtained from all the principal Jobbers throughout
the Dominion.**BUTLER'S**
FAMOUS
Sheffield Cutlery.Fish and Dessert Knives; Spoons and Forks;
Cabinets and Cases of Cutlery and Plate."BUTLER" was registered as a
Trade Mark, A.D. 1768.**Sole Makers of the celebrated
"KEEN" Razors, "CAVENDISH"
brand of Table Knives and Carvers.**HIGHEST AWARDS.SPECIAL MENTION.

—Full Line of Samples and stock at—

GEORGE BUTLER & Co.'s**LONDON SHOWROOM: 62 HOLBORN VIADUCT, E.C.**
(Over Snow Hill Station.)**MANUFACTORY:****Trinity Works, SHEFFIELD, ENG.**

A Good Reputation
A Good Past
A Good Present
A Good Future
Hardware and Metal
Montreal and Toronto
And all over Canada
Once a week
Carries Lots of Advertising
Because
It pays Advertisers

**Hardware and Metal
Montreal and Toronto**

**Australasian
Hardware and Machinery,**The Organ of the Hardware, Machinery
and Kindred trades of the Antipodes.**SUBSCRIPTION \$1.25 PER ANNUM,**

post free to any part of the world.

PUBLISHING OFFICES:Melbourne,
Sydney,

Fink's Buildings.

Post Office Chambers.

AMERICAN OFFICES:

New York,

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BRITISH OFFICES:

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Specimen Copies on application.

Henry Rogers, Sons & Co.

Wolverhampton, England.

Manufacturers of

"Union Jack" Galvanized Sheets
Canada and Tin Plates
Black Sheets
Sleigh Shoes and Tyre Steel
Coil Chain, Hoop Iron
Sheet and Pig Lead
Sheet Zinc

Quotations can be had from

Canadian Office:

6 St. Sacrament St., MONTREAL

F. A. YORK, Manager.



Made in Two Sizes—6 and 7-inch Pipe.

E. T. WRIGHT & CO.,
HAMILTON.
Manufacturers,

KNOX HENRY

Heavy Hardware and Metal Broker
Room 32, Canada Life Bldg., MONTREAL.

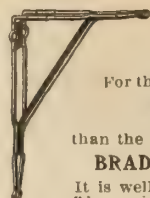


Samples sent free on application.

HORSE NAILS—"C" Brand Horse Nails—Nails
Canada Horse Nail Co.

"BRASSITE" GOODS—Gunn Castor Co.
Limited, Birmingham, Eng.

McLachlan, Dougall & Co
Time Varnish & Japan
Manufacturers
Montreal
Price Lists on application



Will Hold Up a Shelf!

That's what a shelf bracket is for.

For this purpose there can be

**NOTHING BETTER
NOTHING CHEAPER**

than the . . .

BRADLEY STEEL SHELF BRACKET

It is well Japanned, Strong and Light.
The saving in freight is a good profit, aside
from the lower price at which the goods are sold.
Order direct or through your jobber.

ATLAS MFG. CO., New Haven, Conn., U.S.A.

CANADIAN ADVERTISING is best done by THE
E. DESBARATS ADVERTISING AGENCY
MONTREAL.

ALEXANDER GIBB

Manufacturers' Agent and Metal Broker,

13 St. John Street, Montreal

Representing British and American Manu-
facturers. Correspondence invited from firms
wishing to be represented in Canada.

STEVENS-MAYNARD JR. RIFLE

The
Young Gentleman's
Rifle.

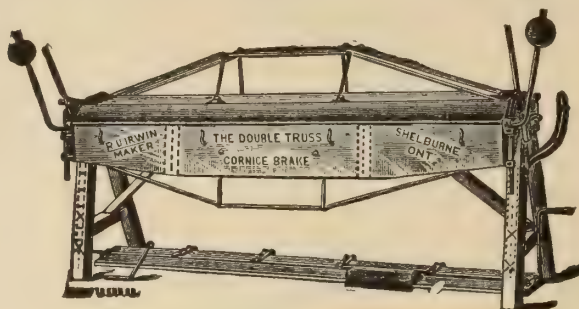


The
Young Gentleman's
Rifle.

If you want the best cheap rifle ever made we have it in the Stevens-Maynard Jr. It
will be a great seller this year. Better place order now.

The leading Jobbers handle Stevens products.

J. Stevens Arms & Tool Co., P.O. Box 217 Chicopee Falls, Mass., U.S.A.



This eight-foot Brake bends 22-gauge iron
and lighter, straight and true.

Price, \$60

Very handy beader attachment, \$15 extra
if required.

Send for circulars and testimonials to

**The Double Truss Cornice
Brake Co. SHELburne, ONT.**

The Latest and Best.

H. & R. Automatic Ejecting Single Gun.

Model
1900.



Steel and Twist Barrels
in 30 and 32-inch.

12 Gauge.

Harrington & Richardson Arms Co.

Worcester, Mass., U.S.A.

Descriptive Catalogue on request.

London Fence Machines have no equal in the world.

Our new reversible crank machines are
perfect, will work easily over any ground.
The "London" saves money for the farmer
and makes it for the dealer.

Kincardine, Oct. 4th, 1901.

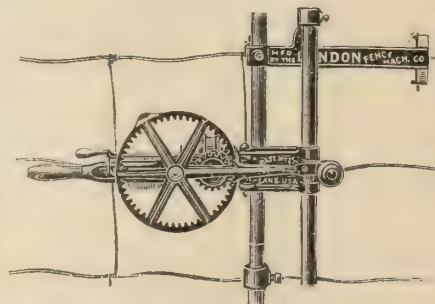
The London Fence Machine Co.,
London, Ont.

Gentlemen—We have sold eighteen "London" Fence
Machines so far this season. Without exception they
have surprised their purchasers with their rapid and
excellent work.

The farmers appear to prefer building and weaving
their own fence, having found the economy of adopting
your rapid and easy-working machines and tools.

Yours, very truly,

MASON BROS., Hardware Merchants.



Send us your order for a sample pair of our "Safety" Tackle Blocks at wholesale price.
All kinds of Fence Supplies and Wire wholesale.

The London Fence Machine Co., London, Canada.

LOCKS and BUILDERS' HARDWARE

Made in great variety of
design and finish.

Catalogues and price list mailed on
application.

THE LARGEST MAKERS
IN THE DOMINION.



The Gurney-Tilden Co., Limited, - Hamilton, Canada.

OIL THAT GIVES LIGHT.

This is the kind, and the only kind we sell. We have no use for oils that smoke the chimney and give a dull sickly yellow light—neither have you—neither has your customer. Try our **PENNOLINE** and you will handle no other. It gives a clear, bright, beautiful light.

OIL THAT LUBRICATES.

In Lubricating Oils we also take the lead. We sell oils that lubricate thoroughly. Machinery on which they are used runs as lightly as to give one the idea of perpetual motion.

SEND US A TRIAL ORDER AND BE CONVINCED.

The Atlantic Refining Co., Esplanade and Jarvis Streets, Toronto

AS THE NAME DENOTES

The
Oxford Triple Heater

**FOR WOOD ONLY,
Has more than ordinary power.**

It has collars for 2 **HOT-AIR PIPES**, in addition to the smoke pipe, and will heat an entire house, doing the work of a furnace.

Its Tubular Spaces right over the fire, through which the cold air is drawn, heated and distributed, furnish complete circulation.

Triple Heaters are Handsome, Durable and Most Desirable.

There's big business in these seasonable stoves.

Write us—We can fill all orders promptly.



The Gurney Foundry Co., Limited

Toronto, Winnipeg, Vancouver.

THE GURNEY-MASSEY CO., LIMITED, MONTREAL.

"THE EMLYN" SAW BENCH

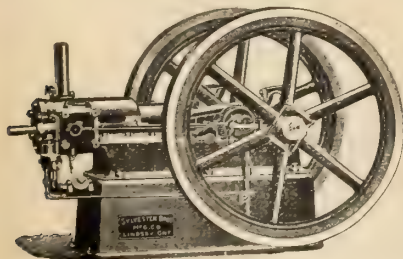
Made in 6 sizes. Best value obtainable. Specially designed for export. With or without "Emlyn" Patent Guard. Sole maker—

CHARLES D. PHILLIPS,

Cables— Emlyn Engineering Works,
"Machinery," Newport. NEWPORT, MON., ENGLAND.

« THE »

SYLVESTER Gas and Gasoline ENGINES



are, beyond doubt, the most complete and economical engines on the market. They are compact and perfectly under control, easily managed, get up speed immediately, thoroughly reliable, and, where intermittent power is required, they are just the thing.

They are built in sizes from 1 to 20 horse power, upright and horizontal, for pleasure yachts, boats, shops, farm work, and any purpose where light power is required.

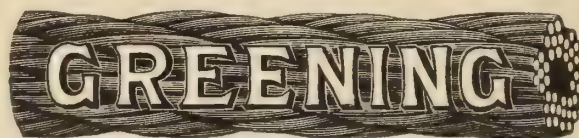
Tell us to what use you want to put the engine and what power you require, and we will name you prices.

THE SYLVESTER BROS. MFG. CO.,

LINDSAY, ONT.

THE B. GREENING WIRE CO., LIMITED
HAMILTON, ONT., AND MONTREAL, QUE.

MANUFACTURERS
OF



Wire Rope

of every description and
for all purposes.

**Lang's Patent Wire
Rope for
Colliery and Mining
Use.**



Dundas Axes

One customer writes: "We have found your Axes the best we have ever handled." Another writes: "Duplicate the shipment made us July 4th." Another says: "We sell the 'Crown Jewel' at \$1.00 and it goes every time."

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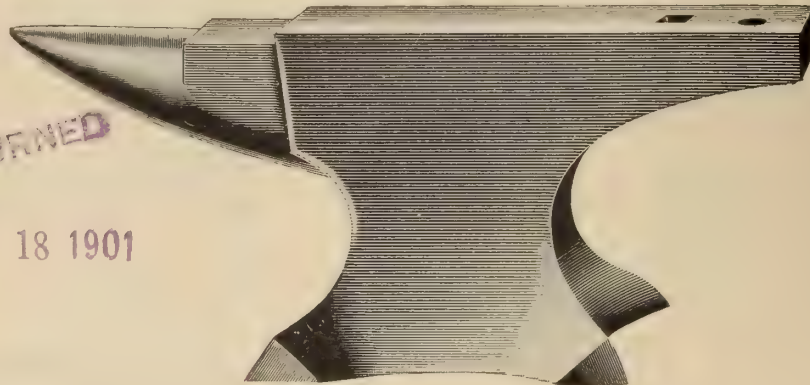
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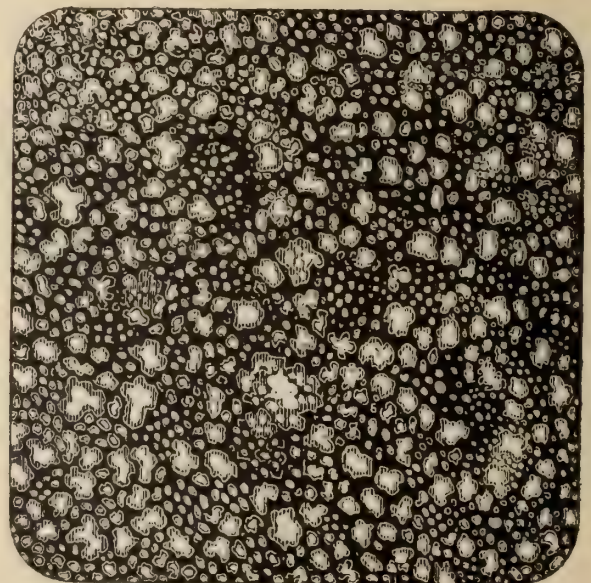
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**WHEN WRITING ADVERTISERS
PLEASE MENTION THAT YOU SAW
THEIR ADVERTISEMENT IN THIS PAPER**

THE INDISPENSABLE MAN.

THE indispensable man is a myth. There never was such a thing and there never will be in commerce, in the State or in the Church. The man to fill the gap may not be in sight, but he is not far from any one of us at any time. He who thinks he is indispensable is dangerously near the place where he may some day be rudely awakened to the fact that his room is preferable to his company.

Success, in a recent issue, said that some of the most successful business men in the United States make it a rule to dispense with the services of any man in their employ, no matter how important his posi-

tion may be, so soon as he comes to regard himself as indispensable.

This may seem harsh, and even unbusinesslike; but, if we look into it, we shall find that there is wisdom in this practice. Experience proves that, the moment a man looks upon himself as absolutely necessary, he usually ceases to exercise to the fullest extent the faculties which have helped him to rise to that indispensable point. He becomes arrogant and dictatorial, and his influence in an organization is bound to be more or less demoralizing. Many concerns have been seriously embarrassed by the conduct of managers, superintendents, or heads of departments, after they had reached positions where they thought no one else could take their places.

This undue appreciation of one's own importance is as disastrous in its results as utter lack of self esteem. It is really evidence of a narrow mind, and ignorance of general conditions; for a man who is up to the times, thoroughly posted in regard to the world-wide trend of the twentieth century, will realize that there are very few people in the world, no matter what their talents or ability, who cannot be replaced. It is a very rare character, indeed, that is imperatively necessary, and the man who actually reaches this point does not brag of it, nor act as if he considered himself indispensable.

THEY DO NOT LIKE BARB WIRE.

Barb wire was never popular among huntsmen, and numerous have been the attempts made to drive it out of use. In England another effort is being made. The Duke of Westminster appears to be one of

the leading spirits in the movement. And his method of helping it along is unique. He has offered two prizes of £20 and £10 each to the most successful exhibitors at the annual show of the Cheshire Dairy Farmers' Association who have no barb wire on their farms.

Barb wire is not a pleasant thing to run against, and it will require the efforts of a good many dukes to push it out of use.

A CAUSE FOR THANKFULNESS.

With the near approach of Thanksgiving Day, and our heartfelt national appreciation of the wonderful progressive condition of our country, we are drawn into a warmer touch of sympathy and feeling toward our Canadian cousins, through the utterances of King Edward VII.

His Majesty, with that kindly friendship he has always exhibited towards the United States, has appointed Thanksgiving Day celebration of the Dominion of Canada to fall on the same date as in this country.

With a true feeling of thankfulness, why should we not give more consideration towards the expansion of our trade with Canada, through special treaties, and a reciprocity that would be an absolute future safeguard? Ten years ago the exports from this country to Canada were valued at \$28,000,000, while last year they increased to \$110,000,000. An import duty is imposed on nearly every article imported from Canada, while it is estimated that 30 per cent. of our manufactures are admitted to Canada free. The Canadian market is well worth our cultivation, for the people have tastes in common with us, and our manufactures will naturally go to supply their needs.—Robert Mitchell Floyd in The Trade Press List.

King Edward has practically no more to do with the proclamation of Thanksgiving Day in Canada than has the President of the United States. It is the work entirely of our own Government. But we thoroughly appreciate the sentiments expressed by The Trade Press List toward this country. It is only to be regretted that such sentiments are not more common in the land of the Stars and Stripes—and in the Dominion too.

THE MANUFACTURERS' CONVENTION.

UNDOUBTEDLY the thirtieth annual convention of the Canadian Manufacturers' Association, which was held in Montreal on Tuesday and Wednesday of this week, was one of the most important industrial gatherings that was ever held in Canada.

Great things were expected of it. In days of yore, when the membership roll of the Association contained between 100 and 200 names, and when, as the treasurer reported, the officers had to call upon the members for subscriptions to keep the organization out of bankruptcy, the Manufacturers' Association was a powerful organization, even to the degree of being largely instrumental in having protectionist principles introduced into our tariff laws. In the last 18 months the membership of the Association has increased by over 500 per cent., now given as 825. The large addition has been due to new vigor and life within the executive committee, and is merely one evidence of the healthfulness of the organization. During the past year it has successfully grappled with many matters pertaining to manufacturers, the sphere of activity has shown infinite expansion, it has taken particular interest in the development of a Canadian export trade we are now beginning to establish on a sound basis, and, as a consequence, it has acquired a membership representing more phases of our national industrial life than were ever represented in any Canadian organization hitherto. That accounts for the anticipated importance of the gathering.

The expectations were amply borne out. The meetings were characterized by an appearance of life, and the discussions were marked with evident confidence and hope in Canadian commerce. The reports of the different committees showed that great work has been going on, and were impregnated with hints for action on the part of the general assembly. So much business was there to do that much had to be left undone, and, although we have no authority for so saying, we doubt not that the manufacturers' convention will be of a longer duration next year. We would, at least, recommend such

a step, to allow of full discussion and a completion of business.

There was no more evident characteristic of the convention than the increased attention that is being shown to the export trade by our manufacturers. Domestic trade was certainly not neglected, and it was pointed out that additional encouragement and protection is still needed in certain lines. But, in comparison with former deliberations, the export trade has immensely grown in importance. It was resolved that a consular service was absolutely necessary, and a \$75,000-a-year system was outlined. A direct line of steamships was strongly advocated with South Africa and Australia, and it was calculated that a subsidized line would be a financial success. It was suggested that Mr. Larke should revisit Canada, "for" said Mr. Hees, "if it is true that man undergoes an entire change every seven years, Mr. Larke is not the man we sent out there, nor are we the men who sent him." Reciprocity with the United States was roundly condemned, not only by the manufacturers' body as a whole, but even in a mild form by Sir Wilfrid Laurier. Another important act was the approval of preferential trade within the Empire. Greater attention was directed to the statistics of our imports and exports, the Trade Index was approved on account of its influence in foreign countries, the treatises of Messrs. James Cummings and Wm. White on trade with South Africa and Siberia were listened to with profound interest, and in divers ways there are increasing signs which go to show Canadian manufacturers are stretching out beyond the seas.

In all respects the convention was a particularly happy and harmonious one, and the Association is to be congratulated upon its prosperity. This was the first time it met in Montreal. Next year it will probably go to Halifax. A full report of the proceedings will appear in next week's issue.

The four cents which was received at the Toronto Customs House on Tuesday as conscience money may have been a small sum, but the conscience of the man who sent it was large.

BENEFITS OF A BANKRUPTCY LAW.

WE in this country, who are talking about a national insolvency law, cannot do better than to keep an eye on the experience of the United States in this matter. They have had a national bankruptcy law for three years, and while some complaints of it are made—as indeed some complaints will be made of every law—the general consensus of opinion amongst merchants is that the Act has fulfilled a good purpose.

Amongst its good features are: 1. That it has put an end to fake confessions of judgment and other means by which one creditor gets ahead of another; 2. It has made preference to one creditor over another well nigh impossible; 3. The winding up of estates has been given to trustees chosen by the creditors, rather than by the failing debtor; 4. Dividends from insolvent estates have increased and the expenses of winding them up reduced to a minimum; 5. The law has made credit, as a rule, more secure without contracting it.

These are the opinions of those who have amendments to propose, and not those who think the law is perfect. They are, therefore, not persons who were unduly prejudiced in favor of the law. They think that too many debtors get discharges under the law, and that is why they wanted it reformed. At the same time, they admit that many of those discharges were cases pending during previous years, and that therefore the Act seemed to show a great many more discharges than it will as the years go-by. Still, they think it should be amended in this particular, so that discharges cannot be so easily got.

At the same time they say a national bankruptcy law is away ahead of State or Provincial jurisdiction, such as we have in Canada, and we cannot doubt that if the Dominion Parliament were to give us a well-thought-out enactment on insolvency the trade would be greatly the better for it.

There is no use in judging a possible new law by the old one, which was repealed at the request of the mercantile community. There is no use in saying that we are better as we are. The fact remains that a national bankruptcy law would favor trade by making, as they say in the United States, credit "more secure without contracting it," and also by imparting greater stability and confidence to the whole commercial fabric.

The Kind of Training Needed for Success in Business.

By C. C. GAINES.

THE problem before us is, what to do for the average American boy, — the boy who, in the near future, will begin life, whose "economic activity" will be business, and who would seek, through training, to become an able man of affairs. I want to help this boy, if I may, to become a better man; to enable him to render better service, and to inspire him to a higher view of the vocation to which he is called.

The bed rock on which to build a business man is character.

What is character? It is the work of many unseen influences; heredity is its seed; environment its soil, and will force its secret. Character grows. It does not spring, like Minerva, full-panoplied; no, not even in those who are born again; but, "day by day, here a little, there a little, grows and strengthens for good or evil." Good intentions and good principles may both be unheeded, and go to atrophy and decay; or, they may grow into that superb discretion which gives masterly control of all wrong impulses, that splendid moral potency which neither temptation can weaken nor disaster destroy.

HABITS AND TASTES ARE CHILDREN OF CHOICE, NOT CHANCE.

Disraeli remarks: "The youth who does not look up will look down, and the spirit which does not soar is destined, perhaps, to grovel." The future holds blessings for the young man who goes into business with an ambition to deserve the respect and esteem of the wise and good, who appreciates the value of loyalty, purity, honesty, and truth, who carries an unstained shield. This man's future is safe. But the boy who believes that success depends on sharpness and chicanery—that ability to get the best of a bargain, no matter by what deception or meanness, is business—is sure, sooner or later, to discover that he is the victim of his own treachery. All experience goes to show that no enduring success in business can be achieved through dishonesty; and that no matter what the talents and energies, no matter how liberal, polished, and profound the education—these are of little value unless accompanied by personal integrity.

Says G. D. Boardman: "Sow and act, and you reap a habit; sow a habit, and you reap a character; sow a character, and you reap a destiny." "I find the greatest thing in this world," says Oliver Wendell Holmes, "is not so much where we stand, as in what direction we are moving." The finding is correct. You must keep struggling upward, if you would avoid sliding down hill.

It is for you to determine what your habits shall be; for you to say whether you shall rise when the time comes for leaving your bed; whether you shall be promptly in place at meals; whether you shall eat only wholesome food; whether you shall study, or hate, your books; whether you shall get an education, and be known as a cultured gentleman; whether you shall be polite and appreciative, or the opposite, whether you shall

work with energy and enthusiasm "with a will"—or be lazy; whether you shall read the best books, or those which corrupt good taste; whether you shall select good companions and elevating associations, or those which are degrading; whether you shall speak kindly, truly, distinctly, and correctly, or roughly, profanely, and with foul words; whether you shall spend your leisure in exercise, reading, wholesome amusement, and recreation, or in loafing around the street corners and saloons, in card playing and telling filthy stories; whether you shall pay cash, or run into debt; whether you shall keep good hours, and preserve your physical health and vigor, or waste your energies in late hours and dissipation; whether or not you shall meet temptation, and master it; whether you shall smoke a cigarette, or never touch tobacco; whether you shall shun intemperance, as you would a contagious disease, or take the first drink; whether you shall purify your thoughts, or have a mind full of evil imaginings, unclean sights, and lascivious pictures; whether you shall be brave enough to set a good example, and to refuse to follow a bad example; whether you shall support the right, and be an aggressive force for good, or "be a clam." You may be what you will—what is good, or what is bad. But be careful. Your reputation, your position socially, your standing and success as a business man, your health of mind and body, your happiness, your character—your destiny—will all be determined finally and forever, by the habits you are now forming of thought, of speech, and of action.

How to work is the thing the boy most needs to know who has his way to make in the business world. "Labor omnia vincit," and no business man may expect to conquer without it. In my 20 years' experience as the principal of a business school, I have found only those young men impossible—I may even say hopeless—who could not be induced to work. The business men who succeed do so by unceasing application. Ask any man the secret, no matter in what activity, and he will answer: "It is toil, grit, endurance; not simply ambition, but sustained ambition; not only aspiration, but perspiration." "Whenever I hear a young man praised as giving unusual promise, as a man of genius," says Ruskin, "I always ask just one question, 'Does he work?'"

Of hardly less significance is concentration, or patient industry—the power of drudging, hour after hour, and day after day, until the work in hand, whatever it may be, is done. Be it sweeping the store (Andrew Carnegie and many other eminent business men attach great consequence to their "beginning at the bottom" thus), or extending and adding columns of figures, or planning a season's purchases, or writing advertisements, or selling goods—hand work or head work—the business man must be so trained that he is able and willing to do it, if need be.

EXPERIENCE IS STILL THE BEST LAMP TO LIGHT ONE'S PATH.

Ability, or the power of doing well the thing to be done, comes next. A success-

ful manager must take pride in his work, and be clearly master of every detail, small and great. The most satisfactory means of acquiring this mastery is by actual experience. To this end the merchant should have early contact with the business he is to follow; the younger he begins to trade, the more likely he is to love it. No man may expect to prosper who does not have a taste for his business, a genuine appetite for its most commonplace transactions. If these seem to him arduous, unpleasant, or trifling, he would better devote his energies to some other vocation. One cannot succeed eminently in what one despises. The late A. T. Stewart never lost his eagerness for his business, and is said to have taken as much pains, and as evident pleasure, in waiting on a customer during the latter part of his life, as when he began business. It should be added that his customers were never better pleased than when he served them, whether they knew who he was or not.

The merchant of 50 years ago believed that business could not be learned by educational process. The school which proposed to teach business was looked upon with suspicion. It advertised to do the impossible. The tricks of trade had to be taught in the shop or in the counting room, under a system of apprenticeship. The merchant received the boy into his family, and made him the trusted companion of his life and labors. It was the same, in that day, in all trades. But conditions are changed. The volume of business now transacted, and the methods in vogue in offices, stores and factories, make it impossible for the business man of to-day to afford time for the general training of his clerks and assistants. The shop is the place where training must be used, rather than sought. Thus, in many occupations, it has become necessary to substitute practical training in the schools for the teaching formerly given through experience.

THE IMPORTANCE OF TECHNICAL TRAINING

Until very recently, our general scheme of education in America, except in proprietary business schools, made no provision for specialization in this direction. The same condition prevailed in England. On the Continent, especially in Austria, Germany, and France, public attention, for many years, has been wisely drawn to the importance of commercial education, and courses of instruction, admirably systematized, have been arranged for their higher schools. In the present keen struggle for trade, place, and positions, the work done by these schools has so clearly demonstrated its advantages to the commerce of the country, and to the students themselves, that educators, both in England and America, have been induced to provide adequate systems of training for pupils of all ages—for those who would begin as office boys and clerks at from 14 to 16, and for college and university men at from 20 to 25 who wish to be prepared for higher functions than merely clerical service or trading behind the counter generally entails.—Success.

POSSIBILITIES OF EXTENDED TRADE WITH BARBADOS. — THE VIEWS OF A MAN FROM THAT ISLAND.

WITHIN the last three weeks I have had the pleasure of interviewing three gentlemen from the British West Indies in regard to the question of trade between them and this country. The outcome of two of the interviews was printed in last week's issue. The third interview was on Monday last, when, thanks to Mr. Charles Pickford, of The Pickford & Black Co., I was given an opportunity of meeting Mr. J. Allen Jones, of Barbados. Mr. Jones, who is a member of the firm of Jones & Swan, general commission agents, Barbados, was in Toronto for a few days on his way to Great Britain. He left Barbados in August and has been visiting points in the United States and Canada. He expects to return home early in January next.

Mr. Jones is a man who, to me, appeared to be consumed with a desire to see more trade done with Canada and the British West Indies.

"What I would like to see," he said, in reply to the question, "is more business men from Canada visit us during your winter months and study for themselves the requirements of our markets. The ground is simply left to the United States. The travellers from that country come down to the West Indies and get the business. Canada could do a great deal more in flour if business was properly pushed. In some instances, merchandise has been sent from Canada to the West Indies which was either not suitable for our market or not properly packed. And because the first venture did not prove a success, the people who sent them, made no further effort."

"What is the opinion in Barbados regarding the quality of Canadian flour?"

"About the first lot of flour that was shipped to Barbados was old stuff that had been held in stock. Naturally, the quality not being good, satisfaction was not given, and Canadian flour got a bad name. The idea that Canadian flour is not suitable for our climate is now, however, exploded. Since your people began to study our market and exercise proper care, we have learned that the quality of Canadian flour is fully equal to that of the United States."

"The idea in regard to hoops is also exploded," interjected Mr. Pickford.

"Yes," continued Mr. Jones, "it is. At one time, you know, it was thought that nothing but the round hoop was the proper thing on a barrel of flour. And

that militated for a time against Canadian flour, on the barrels of which flat hoops were used. Of course, Barbados is a small place, and it has the prejudices of a small place."

"One thing that the people in the West Indies demand in their flour," remarked Mr. Pickford, "is whiteness. It must be white."

"Yes," added Mr. Jones, "but it must also have body."

"What about Canadian oats?" I asked.

"A few years ago, we, in Barbados, used nothing but oats from the United States. Now they come altogether from Canada. They are very much better than the oats from the United States."

"What does Barbados import?"

"We have to import all our food supplies. In fact, we have to import nearly everything."

"Except your ice and rum," interjected Mr. Pickford with a laugh.

"That's right. We have two factories making ice; the price at which ice sells is one cent per pound, which is, we think, moderate."

"Your exports. What about them?"

"They are largely confined to sugar and molasses. Our island is only 14 miles wide by 21 long and our population 200,000, but last year we exported 60,000 tons of sugar and 45,000 puncheons of molasses. About one-third of our molasses goes to Newfoundland and the balance to Canada. Were our machinery more modern we could do even better than that. Our machinery is very old-fashioned, windmills still being used. Demarara and Trinidad, with their more modern machinery, extract 20 per cent. more juice from the cane than we do. Our sugar goes to the United States, the countervailing duty there being more advantageous to Barbados sugar than the Canadian preferential tariff."

"Is there a desire in Barbados to do more business with Canada?"

"There is. But as I have already said, Canadian business men should visit us and learn for themselves what we want. Trade is increasing. I think," he added, addressing himself to Mr. Pickford, "that your steamers last year carried more merchandise for the West Indies than ever before."

"Yes," said Mr. Pickford. "At present the shortage of cars is, however, making our cargoes lighter than they otherwise would be. To give you an example: I

know of 15 to 25 carloads of stuff that within the last 10 days have gone to the West Indies via New York which would have gone by our line via Halifax, could the railways have supplied the cars."

"Are not your rates, Mr. Pickford, the same as those on the boats running out of New York?"

"Yes," replied Mr. Pickford, "just the same." OMAR.

U.S. PRODUCTION OF CUT NAILS IN 1900.

The statistics of the production of iron and steel cut nails and cut spikes in the United States in 1900 have been compiled by The American Iron and Steel Association. They do not embrace railroad and other spikes made from bar iron, wire nails of any size, or machine-made horseshoe nails. Only spikes cut from plates are included with cut nails.

The total production of cut nails in 1900 was 1,573,494 kegs of 100 pounds each, against 1,904,340 kegs in 1899, a decrease of 330,846 kegs, or over 17 per cent. In 1886 the maximum production of 8,160,973 kegs was reached. In 1900 the production of wire nails exceeded the production of cut nails by 5,660,485 kegs. in 1899 by 5,713,790 kegs, in 1898 by 5,846,254 kegs and in 1897 by 6,890,446 kegs.

Ten States made cut nails in 1900, the same number as in 1899. The following table shows the production of iron and steel cut nails by States from 1897 to 1900, in kegs of 100 pounds. The wire nail production for the same years is added to the table:

States—Kegs.	1897.	1898.	1899.	1900.
Pennsylvania.....	1,557,961	768,171	920,133	777,611
Ohio.....	411,396	392,003	388,215	261,216
West Virginia and Indiana	290,203	184,942	178,005	168,469
Massachusetts and New Jersey	142,021	127,706	141,700	155,968
Illinois.....	34,000			
Maryland, Virginia and Kentucky.....	164,465	87,399	255,286	193,230
Missouri, Colorado, Wyoming and California...	6,750	12,000	15,000	17,000
Total cut nails...	2,106,799	1,572,221	1,904,340	1,573,494
Total wire nails...	8,997,245	7,418,475	7,618,180	7,233,979
Grand totals.....	11,104,044	8,990,696	9,522,470	8,807,473

The Wheeling district embraces the nail mills in Ohio and Marshall counties in West Virginia and in Belmont and Jefferson counties in Ohio. There were 186,397 kegs of cut nails made in this district in 1900, against 178,006 kegs in 1899, 282,908 kegs in 1898, 292,950 kegs in 1897, 305,881 kegs in 1896, 347,742 kegs in 1895, 416,329 kegs in 1894, 1,848,116 kegs in 1887 and 1,858,551 kegs in 1886. Allegheny county, Pennsylvania, has not made any cut nails since 1890, but it is now a large producer of wire nails.

WIRE NAILS TACKS WIRE

Prompt Shipment

The ONTARIO TACK CO.
Limited
HAMILTON, ONT.

BUSINESS CHANGES.**DIFFICULTIES, ASSIGNMENTS, COMPROMISES.**

ELZEAR PREVOST, stove manufacturer, Montreal, assigned on October 21, with liabilities of \$3,244.

F. McQueen, painter, etc., Chesley, Ont., is offering to compromise.

C. P. Moore, hardware, Sydney, N.S., is offering 50c. on the dollar.

P. Langlis, general merchant, Shawenigan Falls, Que., has assigned.

J. A. Langlois, general merchant, Magog, Que., has assigned to Lamarche & Benoit.

J. Oulle, general merchant, Chicoutimi, Que., is offering to compromise at 50c. on the dollar.

F. Cardinal & Co., general merchants, St. Stanislas, Que., have assigned to Lamarche & Benoit.

The creditors of A. R. Dionne & Co., general merchants, Millevaches, Que., are holding a meeting.

Thos. J. Videau, general merchant, Goderich, has assigned to Robert G. Reynolds. His creditors meet on November 7.

PARTNERSHIPS FORMED AND DISSOLVED.

Bright & Manson, general merchants, Mansonville, Que., have dissolved.

Bell & Jolland, general merchants, Enderby, B.C., are admitting E. R. Peel as a partner.

Brown & Green, plumbers, hardware merchants, etc., Vancouver, B.C., have dissolved.

J. M. Brunt, general merchant, Kerwood, Ont., has admitted Geo. Denning to partnership.

CHANGES.

W. G. Speed, general merchant, Elfrida, Ont., has sold out.

George Graham, general merchant, Birnam, Ont., has left.

A. P. Jones, sailmaker, Windsor, N.S., has opened up a hardware shop.

The Consumers' Electric Co., Limited, Ottawa, have obtained a charter.

The assets of E. Gardiner, tinsmith, Halifax South, Que., have been sold.

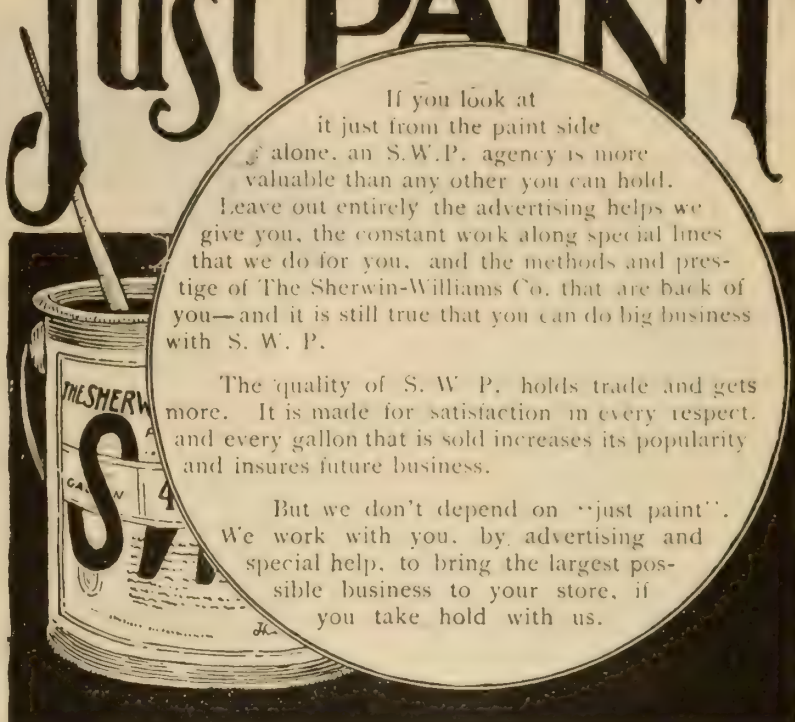
Alex. Robinson, carriagemaker, Chat-ham, N.B., has retired from business.

Wm. D. Mace, saw and grist mill owner, Tamworth, Ont., has sold out to L. J. Squair.

Hampton & Co., general merchants, of Mount Forest, Ont., have sold out to R. Scott & Co.

J. L. Foreman succeeds W. H. Michener, blacksmith, Dunnville, Ont., in his blacksmith business.

Just PAINT



If you look at it just from the paint side alone, an S.W.P. agency is more valuable than any other you can hold. Leave out entirely the advertising helps we give you, the constant work along special lines that we do for you, and the methods and prestige of The Sherwin-Williams Co. that are back of you—and it is still true that you can do big business with S. W. P.

The quality of S. W. P. holds trade and gets more. It is made for satisfaction in every respect, and every gallon that is sold increases its popularity and insures future business.

But we don't depend on "just paint". We work with you, by advertising and special help, to bring the largest possible business to your store, if you take hold with us.

THE SHERWIN-WILLIAMS CO.

PAINT AND VARNISH MAKERS

CHICAGO,
NEW YORK,
NEWARK,
MONTREAL,
CLEVELAND,
BOSTON,
TORONTO,
SAN FRANCISCO

D. B. McNeill, hardware and lumber merchant, Snowflake, N.W.T., has sold out to Robertson & Adams.

The East End Hardware Emporium, Galt, Ont., owned by Theron Buchanan, has been sold to Jackson Moore and John Hammill.

At Clark's Harbor, N.S., Smith F. Nickeson has started a new tinshop for manufacturing lobster cans.

The Freres Rougier have obtained a charter to carry on a wholesale hardware and importing business at Montreal.

Inness, Hemeon & Co., lobster packers, Liverpool, N.S., have sold out their tinsmith business to H. S. McQuinn & Co.

SALES MADE AND PENDING.

Jno. Tweed has purchased the blacksmith business of W. H. Mason, Elmvale, Ont.

John McLeod, a merchant of North Sydney, N.S., is offering his business for sale.

The assets of J. P. Cammins, general merchant, St. Prime, Que., will be sold on November 9.

The assets of B. Levesque, general merchant, Chicoutimi, Que., are to be sold on November 9.

H. C. Bailey, general merchant, Maple, Ont., is advertising his stove and tinware business for sale.

The factory and the balance of machinery of the Perth Canning Co., Limited, Perth, Ont., is advertised for sale by auction, November 8.

A. Harris, crockery and tinware dealer, Hamilton, Ont., is selling off his stock and going out of business.

H. C. Bailey, general merchant, Maple, Ont., is advertising his stove, tinware and hardware business for sale.

FIRES.

Fire damaged R. C. Jamieson's varnish works, Montreal, Que., to the extent of \$800.

Herbert & Guertin, general merchants, St. Charles, Quebec, were burned out. The loss is partly covered by insurance.

Clayton & Pinnell, paint and paper dealers, Kamloops, B.C., had their store damaged by fire to the extent of \$4,000. The loss is partly covered by insurance.

DECEASED.

David Forfar, general merchant, Ellsmere, Ont., is dead.

PURE WHITE LEAD.

Editor **HARDWARE AND METAL**,— We have read with interest your article in the issue of October 19, on "Adulterants in White Lead," and the letter concerning the same by the Sherwin-Williams Co. in the issue of October 26.

Our own position is the same as that of the Sherwin-Williams Co., as we, not being members of Mr. Hyde's association, do not use their label, but our own "Pure White Lead" when labelled as such we consider a sufficient guarantee for purity.

In connection with the work of the Government reported in Bulletin No. 78 of the Inland Revenue Department, we wish to call your attention to the fact that even the Government make mistakes.

Among the samples analyzed was a sample of white lead paint of our manufacture which the Government have reported as being sold for "Pure," but on analysis found to contain a percentage of barium sulphate. The facts of the case are as follows: The lead in question was a special grade of white lead, made for one customer who buys only this grade, as he prefers it to "Pure" lead, and knows just what he is buying. It is not even labelled white "lead" at all, the wording on the label being "Blanc pour Decorateurs," with the customer's name and address.

According to the Act this paint, being simply called "White for Decorators," is not subject to any Government regulations, and we are now in correspondence with the Government to have their mistake rectified.

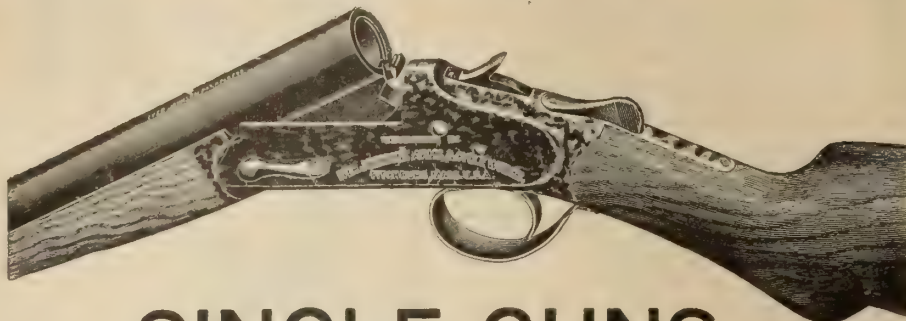
As the Government official's work is not always done quickly, we think it best to call the public's attention to the facts, and so prevent the erroneous impression going forth that we sell or label any white lead "Pure" that is not so.

HENDERSON & POTTS.

Halifax, Nov. 4, 1901.

TO STUDY CANADIAN INDUSTRIES.

As the coal miners and others interested in the coal mining business in South Wales have been under the impression that the coal-cutting machinery employed in Canada and the United States is superior to that used in Great Britain. they, not believing that the Old Country should be allowed to drop behind its progressive rivals, have sent William Abraham, M.P. for Mabor, South Wales, to Canada to make a thorough study of this and other points. He has recently arrived in Canada, and before leaving for the United States will make a thorough study of the coal, tin, iron and steel industries of this country.

SAFE**IVER JOHNSON****SURE****SINGLE GUNS**

DO WHAT IS EXPECTED OF THEM.

New York Office—
99 Chambers Street.

Boston Office—
165 Washington Street.

Worcester Office—
364 Main Street.

**IVER JOHNSON'S ARMS &
CYCLE WORKS**

FITCHBURG, MASS.

SIMPLE**STRONG**

Nobles & Hoare.
CORNWALL ROAD STAMFORD STREET.
LONDON, ENG.

Manufacturers of

HIGH-CLASS VARNISHES ONLY

Which can be obtained direct from the works
or from the principal Color Dealers in Canada.

**LEADED ART GLASS**

That will please your client is manu-
factured by

THE WOOD ART GLASS CO., London, Ont.

Catalogue or Special Designs on Application.

**E. B. SALYERDS**

Manufacturer of

Hockey Sticks**PRESTON,**

Ontario,

Canada.

The Best Stick.

Made of Rock Elm.

Wholesale Trade Only Supplied

Ask your Wholesale House for
the Preston make of Stick.

Write for Prices.

H. S. HOWLAND, SONS & CO.

WHOLESALE
ONLY

37-39 Front Street West, **Toronto.**

ONLY
WHOLESALE

LANTERNS



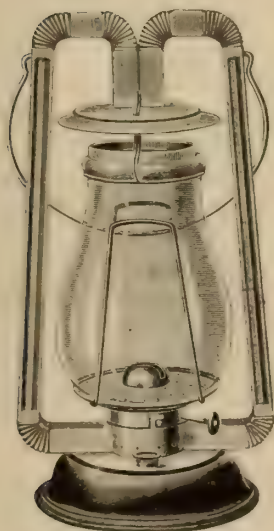
"GEM."

Brass, $\frac{5}{8}$ -in. Wick.
Nickel, $\frac{5}{8}$ -in. Wick.



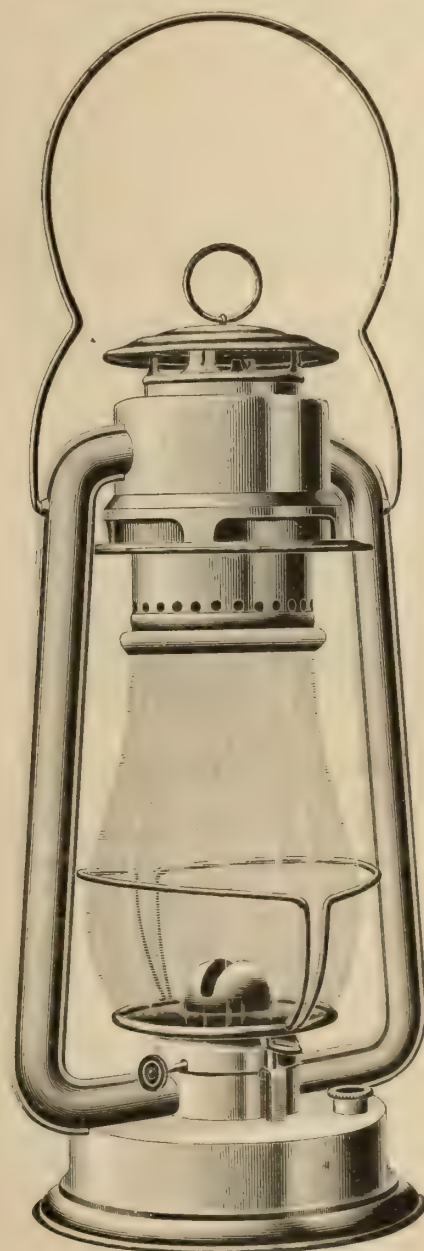
"CADET."

Brass.



STONE'S.

No. 0.— $\frac{5}{8}$ -in. Wick.



"COLD BLAST."

No. 2.— $\frac{7}{8}$ -in. Wick.



WRIGHT'S.

Plain Hinged, $\frac{5}{8}$ -in. Wick.

H. S. HOWLAND, SONS & CO., Toronto.

OUR PRICES
ARE RIGHT

Graham Wire and Cut Nails are the Best.

Factory: Dufferin Street, Toronto

WE SHIP
PROMPTLY

all returned

THE LATE ALEXANDER FIDDES.

On Friday, November 1, there passed away at his residence on Woodbine avenue, Toronto, Alexander Fiddes, of Fiddes & Hogarth, plumbers and steamfitters, Toronto, the father of the Canadian Plumbers and Steamfitters' Association. Deceased, who was in his 61st year, had been seized with paralysis on Wednesday, October 30, and on Friday he succumbed to the attack.

Alexander Fiddes, son of James Fiddes, was born at Aberlady, near Edinburgh, Scotland. He received his education in the common schools there and at an early age was apprenticed to James Fargrave, plumber, of Edinburgh. When his period of apprenticeship was over he secured a situation with Harland & Wolf, shipbuilders, Belfast, Ireland, where he was made foreman over a number of men. In 1862 he married Elizabeth Boyd, of Belfast, Ireland, who survives him. He remained with Harland & Wolf, Belfast, for over ten years, and then his thoughts being fixed on the New World he removed to Canada in 1873. He located in Toronto, securing a situation with John Ritchie & Sons, with whom he remained till 1879 when he left to form a partnership with H. B. Hogarth with whom he remained till he died.

Deceased was a member of the Master Plumbers and Steamfitters' Association. He was called the father of that organization, being made the first treasurer. At the convention of the association in 1901 his services were most fittingly recognized, when A. S. Purdy, on behalf of a number of Mr. Fiddes' confreres, presented him with a broad gold ring, set with diamonds and emblazoned with a Masonic emblem. He was a member of St. John's Lodge, No. 75 A. F. & A. M., of the Burns Literary Society and the Caledonian Society, and had hosts of friends.

Deceased was modest and retiring in his disposition and it was only upon a close acquaintance that one was enabled to value the man at his true worth, such were his sterling qualities. He was quite literary in his tastes, very well informed and widely read, and had written a number of poems, some of which have appeared in The Scottish-Canadian at different times.

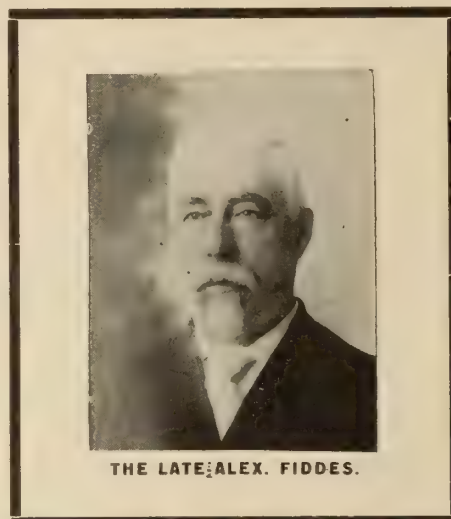
He is survived by a wife and five children, three boys—James, Frank and Alexander—and two daughters—Mrs. McLeod and Mrs. McIlveen, both of Woodbine avenue. He was a Presbyterian in religion.

His funeral was largely attended, and he was buried with Masonic honors. The pallbearers, who were chosen from St. John's Lodge No. 75 A. F. & A. M., the Burns' Literary Society, the Caledonian Society, and the Master Plumbers' Association, being

James Wilson, John Ewan, Wm. Simpson, Alex. Frazer, Matthew Warnock, A. S. Purdy, Wm. Eastwood and Wm. Burton. He was interred in Mount Pleasant Cemetery.

THE POWER OF MUSIC.

At the banquet of the Canadian Manufacturers' Association, of which Mr. Robert Munro is the newly elected president, at the Windsor Hotel, Montreal, on Wednesday, there was an awkward pause after the toast of "Canada" had been warmly received. The large audience turned to the orchestra, expecting them to play the Canadian national air. The band was slow trying to strike the key, when Mr. W. H. Evans, of The Canada Paint Company, jumped on a chair, and, in piccolo-like tones, whistled clear and loud the "Maple



THE LATE ALEX. FIDDES.

Leaf for Ever." The effect was electrical, and, at the conclusion of the refrain, the influential gathering cheered to the echo.

THE McCLARY MFG. CO.'S ASSESSMENT.

As the present \$100,000 assessment limitation expires next year, the City Council of London were waited upon by Mr. McClary and Col. Gartshore for the McClary Manufacturing Co., Limited, London, Ont., who requested that, for the next ten years, the assessment limitation of the company should be \$150,000. The matter was left to a special committee to confer with the London city solicitor.

WILL USE CLAM SHELL DIPPERS.

The Sun Portland Cement Co., Owen Sound, will use their clam shell dippers for unloading coal from steel towers which they are erecting on their docks. These dippers will also lift the marl and transfer it by an elevated railway extending along the buildings, wherever wanted. As economy of labor is the chief consideration. The plant will be largely automatic throughout.

PERSONAL MENTION.

Mr. Robert D. Munro, manager of the British American Paint Works, Victoria, B.C., is in Montreal visiting his home and attending the Canadian Manufacturers' convention.

Mr. J. M. Bell, of the Pease Furnace Co., returned this week from a five months' business trip to the Pacific Coast.

Mr. L. Sapery, of the Syracuse Smelting Works, Montreal, has returned from an extended trip to Europe.

SAMPLES OF RICH HEMATITE.

A party of ten prominent prospectors, amongst whom were William Campbell and A. Bartley, returned last Sunday from a six weeks' trip in the Seine River district. Some exceedingly rich samples of red hematite were brought back, one vein of which they discovered was from 300 to 400 feet wide and could be traced for half a mile; and they struck a solid ledge at a depth of seven feet.

COAL FIELDS VISITED.

Geo. W. Allan, K.C., M.P.P., and a number of other prominent members of the New Brunswick Railway and Coal Co. have just returned from a visit to the Newcastle coal fields, Newcastle, N.B., where they were inspecting several mines. They were well pleased with what they saw and were hopeful regarding the development of the coal mining industry in Queens County, after the railway from Chipman to Gibson is completed.

MANUFACTURERS VISIT PAINT WORKS.

While the manufacturers were gathered in convention in Montreal, the Canada Paint Co. inserted invitations in all the leading papers to the visitors to inspect their paint works on Thursday morning. Quite a number availed themselves of the opportunity and were courteously received by President Munro and Messrs. Aird and Evans.

IMPROVING THEIR STORE.

I. E. York & Co., of Waterford, Ont., are making improvements which, when completed, will make their store one of the best equipped hardware establishments in the county.

A freight elevator is one of the improvements, and this will greatly facilitate the handling of their heavier lines of hardware. An entirely new system of storing oils of all kinds is being constructed, doing away with the most objectionable part of that business.

THE MANUFACTURE OF FIREBRICK.

VARIOUS processes and labor-saving machines are employed in a modern well equipped plant.

A description of one of the plants engaged in making this type of firebrick that appeared recently in a technical contemporary is of general interest owing to the numerous ingenious methods and machines employed. The clay is blasted with dynamite and powder, preferably the former, as it loosens the blocks designed to come down without blowing the clay in all directions. The clay is loaded into small cars, which travel over a trestle across a creek to the plant. The cars have drop bottoms, and run directly over a chute, leading down into the grinding pans, two in number. The main chute branches, so that the clay can be let into one, the other, or both at the same time. The dry pans are nine feet each in diameter. From the pans the ground clay goes up an elevator 30 feet long. This is made of a travelling belt, on which are steel buckets, 5½ x 10 inches in size. The elevator carrier drops the ground clay on the screens, which are of the regular galvanized gravity pattern, the mesh being regulated according to the make of clay to be turned out on the run. From the screen the clay travels automatically through a chute to the brickmaking machines. When stiff mud bricks are being made the clay goes into a special machine having a capacity of 50,000 bricks a day. Connected with this machine is an automatic cutter which cuts the bricks on a carrying belt as they emerge. The belt then separates the bricks and carries them further where they are taken by handy workmen and loaded on trucks which travel to the transfer, and from the transfer the cars of bricks are run into the tunnels of the dryer at will.

The bricks remain in the tunnel on the cars about 12 hours. As green bricks are added in front of the tunnel, the dry bricks are pushed out towards the rear of each tunnel, and each day are taken out of the rear, where there is another transfer track running parallel with the rear end of the dryer, and also parallel with the face of each of the kilns. The tunnels have a drying capacity of 50,000 bricks per day. Over the top of the drying tunnels there is a large floor space on which special shapes, that is, large shapes, including tunnels for coke ovens, fronts, jambs, etc., are dried. It requires from one to two weeks for drying these special shapes. Sometimes this operation is one of the most delicate in the manufacture of firebrick.

To resume the operation of the manufacture of bricks, when they are placed in one or the other of the kilns, of which there are six, each with a capacity of 80,000 bricks, they are burned for five days and five nights. The secrets of burning are said to have been solved after years of trial and study and the expenditure of much money.

The bricks, after being burned, are taken out of a door in the rear of the kilns and loaded directly into the railroad cars, on a siding, which is parallel with the rear alignment of the kilns and three feet from it. It is thus seen that the operation of the manufacture from the clay bank until the loading for shipment is continuous, and no brick is carried a foot farther, either by hand or machinery, than is absolutely necessary to give

the plant its capacity and the machinery its room for operation.

When soft mud bricks are made the screened clay or siliceous rock is run into a different machine, which also has a capacity of 50,000 bricks per day. When the bricks emerge from this they are in groups of five and are dumped from the molds or pallets, which are loaded on the trucks and carried into the tunnels, where the operations are similar to those previously described.

KIN YEZ SWIM ?

A learned man who knew so much it hurt him, once hired a boatman to row him across a wide river.

On the way across he began to interrogate the boatman :

" Friend, do you understand metaphysics ? "

" Devil a bit," said the boatman, and kept on rowing.

" Then one fourth of your life is lost. Do you know rhetoric ? "

" Not at all."

" Then half your life is lost. Have you ever studied mathematics ? "

" No."

" Then three-fourths of your life is lost."

Just then the boat struck a snag and upset.

" Kin yez swim ? " asked the boatman.

" Alas, no," replied the philosopher.

" Sure, then, the whole of your life is lost."

A man may have plenty of experience, the very best of goods, and the necessary capital, and then be unsuccessful in business for the want of the right kind of advertising.

HERE SINCE A.D. 1851.

When Mr. Eddy, the venerable match-maker of Hull, was asked lately how long his matches had been on the market, he replied laconically, " Here since 1851." While 50 years is not a long time when one is speaking about the pyramids of Egypt or the gold mines of King Pharaoh, it is a long time in this country for one man's goods to be steadily on the market.

Eddy's new match factory, built at Hull last autumn to replace the one burned the April previous, now turns out from about 33,000,000 to 35,000,000 matches per day, and as all these are used in Canada, where the total resident and floating population is only about 6,000,000, it shows that Canadians appreciate a good article and use it without stint, for in order to use up the entire output of the Eddy factory at Hull, each adult must burn from six to eight matches daily.

ANOTHER FIRE AT SYDNEY, CAPE BRETON.

On October 29 the store of Vooght Bros., Sydney, C.B., was totally destroyed by fire, and the whole business portion of North Sydney was only saved from a similar fate by the determined fight of the firemen and the magnificent water supply which the town possesses. The building is fairly well covered by insurance, but there is only \$4,500 on the stock, which was valued at \$150,000, and was one of the largest in the Maritime Provinces.

PORTLAND CEMENTS

Best German, Belgian and English Brands.

**Fire Bricks, Fire Clay,
Flue Linings,
Drain Pipes,
Calcined Plaster,
Granite Hard Wall Plaster,
Wheelbarrows,
Mortar Stains.**

A full stock of Builders' and Contractors' Supplies. Write for Quotations.

**W. McNally & Co.,
MONTREAL.**

**THE OSHAWA WIRE
FENCE CO., LIMITED
[OSHAWA, ONT.]**

**Manufacturers of Woven Wire Fencing,
Gates, Etc.**

Also Dealers in Galvanized Fence Wire.

Agents Wanted.

Send for Catalogue and Prices.

Watch our ad. in next issue, or write to us for particulars on our patented

Automatic Door Strip and Weather Strip

Specially adapted for cold climates and takes the place of the inner window.

**HELMS & HELMS, 148-50 Willow St
PHILADELPHIA.**

R. BAILEY & SON

MANUFACTURERS OF

STOVE LININGS for Ranges and Ovens.

All kinds of Fire Brick and Fire Clay Work,
Paving Tile, etc.

Wholesale Only. Write for particulars.

1220 Yonge Street, TORONTO.

**Every Description,
Shape and Colors
LABELS**

Stock Labels for Hardware trade
LEVY & CO., 19 Leader Le., TORONTO

MARKETS AND MARKET NOTES

QUEBEC MARKETS.

Montreal, November 8, 1901.

HARDWARE.

THE manufacturers of Montreal are busy this week entertaining their eastern and western brethren and attending the meetings of The Manufacturers' Association. This convention has, without doubt, been the most successful and most useful, as it is the best attend-

ed convention that this organization has held in its 30 years' history. Montreal manufacturers are displaying an awakening interest in its welfare. The hardware trade, from the wholesale standpoint, goes on uninterruptedly. The demand is very brisk as is always the case at this season of the year when the close of navigation looms in sight. Sleigh bells are particularly active just now, as also are hockey sticks, cattle chains, skates, and lanterns. The iron market remains very

firm. Horseshoes are as active as last week and stocks are again reported low. Nails are moving freely under a steady market. The cordage market has taken several more jumps this week and further advances are not unlooked for as supplies are short and the sources are cut off.

BARB WIRE — Some fair-sized orders have come to hand again this week. The fine weather seems to have encouraged the consumption of wire. The price is still 83.05 per 100 lb. f.o.b. Montreal.

ONE OF THESE HEATERS MAY BE JUST WHAT YOUR CUSTOMER WANTS

Famous

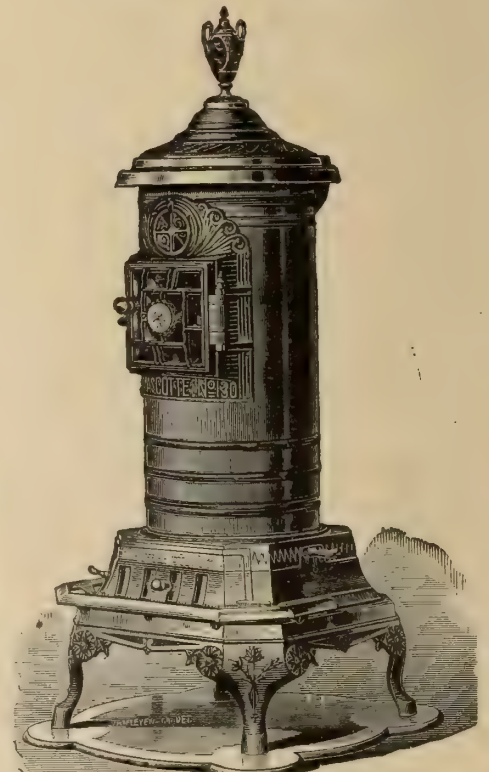
Franklin.



BURNS COAL ONLY.

A very neat stove. Has heavy, round fire-pot and shaking draw-center grates, the same as a high-priced base burner. One or both rows of doors can be slid out of view to back of stove, forming an open grate if desired. Check damper retains fire over night. Specially suitable for corner or fire-place. Has full nickel dress.

Mascotte.



BURNS HARD OR SOFT COAL.

A neat, plain stove for offices, stores, halls, etc. Has fire brick linings with heavy shaking and dumping grate, swing top with pot hole, ash pan, etc. Made of polished Russian iron. Is a splendid heater. Will retain fire over night.

The McGlary Manufacturing Co.,

LONDON

TORONTO

MONTREAL

WINNIPEG

VANCOUVER

ST. JOHN, N.B.

"EVERYTHING FOR THE TINSHOP."

DEC 13 1901

THE PAGE-HERSEY IRON & TUBE CO. Limited MONTREAL

Manufacturers of

Wrought Iron Pipe

For Water, Gas, Steam, Oil,
Ammonia and Machinery.

DRAIN PIPES, PORTLAND CEMENTS, FIRE BRICKS AND CLAY SILICA AND MAGNESIA BRICKS,

with specially prepared mortar.

Contractors' and Founders'
Supplies.

F. HYDE & CO.

31 WELLINGTON ST., MONTREAL

... FULL STOCK ...

Salt Glazed Vitrified



Double Strength Culvert Pipe
a Specialty.

THE CANADIAN SEWER PIPE CO.

HAMILTON, ONT. TORONTO, ONT.
ST. JOHNS, QUE.

Deseronto Iron Co.

LIMITED
DESERONTO, ONT.

Manufacturers of

Charcoal Pig Iron

BRAND "DESERONTO."

Especially adapted for Car Wheels, Malleable Castings, Boiler Tubes, Engine Cylinders, Hydraulic and other Machinery where great strength is required; Strong, High Silicon Iron, for Foundry Purposes.

GALVANIZED WIRE — A small movement is reported at unchanged prices. We quote as follows: No. 5, \$1.25; Nos. 6, 7 and 8 gauge, \$3.55; No. 9, \$3.10; No. 10, \$3.75; No. 11, \$3.85; No. 12, \$3.25; No. 13, \$3.35; No. 14, \$1.25; No. 15, \$1.75; No. 16, \$5.

SMOOTH STEEL WIRE — Hay baling wire continues to be actively called for. Supplies are now up to the mark. We quote coiled and annealed: No. 9, \$2.80; No. 10, \$2.87; No. 11, \$2.90; No. 12, \$2.95; No. 13, \$3.15 per 100 lb. f.o.b. Montreal, Toronto, Hamilton, London, St. John and Halifax.

FINE STEEL WIRE — A fair trade is reported at $17\frac{1}{2}$ per cent. discount.

BRASS AND COPPER WIRE — There is nothing new to report. The discounts are 55 and $2\frac{1}{2}$ per cent. on brass and 50 and $2\frac{1}{2}$ per cent. on copper.

FENCE STAPLES — A limited business is being done in small mail order shipments. We quote \$3.25 for bright and \$3.75 for galvanized per keg of 100 lb.

WIRE NAILS — Wire nails are still moving out freely, carlots in considerable numbers having been sold this week. We quote \$2.85 for small lots and \$2.77 $\frac{1}{2}$ for carlots f.o.b. Montreal, London, Toronto, Hamilton and Gananoque.

CUT NAILS — Fair movements of cut nails are reported. We now quote: \$2.55 per keg for small and \$2.15 for car lots; flour barrel nails, 25 per cent. discount; coopers' nails, 30 per cent. discount.

HORSE NAILS — A good trade continues to be done in all the different brands. "C" brand is sold at a discount of 50 and $7\frac{1}{2}$ per cent. off the new list. "M" brand is quoted at 60 per cent. off old list on oval and city head and 66 $\frac{2}{3}$ per cent. off countersunk head. Monarch's discount is 66 $\frac{2}{3}$ per cent., and 70 per cent. in 25-box lots.

HORSESHOES — The market remains in the same condition as last week. We quote as follows: Iron shoes, light and medium pattern, No. 2 and larger, \$3.50; No. 1 and smaller, \$3.75; snow shoes, No. 2 and larger, \$3.75; No. 1 and smaller, \$4; V L steel shoes, all sizes, 1 to 5, No. 2 and larger, \$3.60; No. 1 and smaller, \$3.85; feather-weight, all sizes, \$1.85; toe weight, steel shoes, all sizes, \$5.95 f.o.b. Montreal; f.o.b. Hamilton, London and Guelph, 10c extra.

SCREWS — The demand for screws continues very active, perhaps heavier than last week. Discounts are: Flat head bright, $87\frac{1}{2}$ and 10 per cent. off list; round head bright, $82\frac{1}{2}$ and 10 per cent.; flat head brass, 80 and 10 per cent.; round head brass, 75 and 10 per cent.

BOLTS — An active trade is still the order of the day. The market is firm. The new discounts are as follows: Norway carriage bolts, 60 and 5 per cent.; common, 55 and 5 per cent.; full square carriage bolts, 60 and 5 per cent.; machine bolts, 55 and 5 per cent.; coach screws, 70 per cent.; sleigh shoe bolts, 70 per cent.; blank bolts, 60 per cent.; bolt ends, 60 per cent.; plough bolts, 55 and 5 per cent.; tire bolts, $67\frac{1}{2}$ per cent.; stove bolts, $67\frac{1}{2}$ per cent. To any retailer an extra discount of 5 per cent. is allowed. Nuts, square, $3\frac{1}{2}$ ¢ per lb. off list; hexagon nuts, $4\frac{1}{2}$ ¢ per lb. off list. To all retailers an extra discount of $\frac{1}{2}$ ¢ per lb. is allowed.

BUILDING PAPER — A fair trade is being done in building paper. We

ANVILS AND VISES

MADE BY

Henry Wright & Co.

SECOND TO NONE.

PRICE MODERATE.

STOCK IN MONTREAL.

A. C. LESLIE & CO.

CANADIAN AGENTS

MONTREAL.



IRON AND
BRASS

Pumps

Force, Lift and Cistern
Hand and Power.

For all duties. We can supply your wants with —quality the best and prices right. Catalogues and full information for a request.

THE R. McDOUGALL CO., Limited

Manufacturers, Galt, Canada.

ADAM HOPE & CO.

Hamilton, Ont.

We offer from stock

Coke Tin Plates 1 C 14 x 20,

" " 1 C 20 x 28,

Galvanized Sheet Iron,

"Comet" and American Brands.

L. and F. Ingot Tin,

Straits Tin,

Ingot Copper,

Pig Lead, Spelter and Antimony.

NOVA SCOTIA STEEL CO.

Limited

NEW GLASGOW, N.S.

Manufacturers of

Ferrona Pig Iron

And SIEMENS MARTIN

Open Hearth Steel

Do You Carry a Stock of

GRANATINE FLOOR FINISH

FOR NATURAL WOOD FLOORS, OIL
CLOTH, LINOLEUMS, ETC. ?

If not, you should, as it is a finish you can always highly recommend, knowing it will not only please the purchaser, but give the impression that you always handle reliable and up-to-date goods.

Manufactured only by

The **Imperial Varnish & Color Co.**
LIMITED
TORONTO, ONT., CANADA.

THE PAINTER'S WORK

is always in evidence where everyone may see its faults or its failures. He can't bury his mistakes like the doctor.

If the dealer induces him to buy mixtures that crack, peel or chalk, the painter gets the blame.

Is it likely he will throw any business to the dealer in the shape of new orders? No. He will go elsewhere to buy paint. Better, by far, keep his custom by selling the reliable

"ARK BRAND"

Paint which has become so famous. One dealer in a town has the exclusive agency. Have you secured it?

EVERY CAN GUARANTEED.

THE **FRANCIS—FROST CO.,**
Sole Mfrs., LIMITED
TORONTO.

quote as follows: Tarred felt, \$1.70 per 100 lb.; 2-ply, ready roofing, 80c. per roll; 3-ply, \$1.05 per roll; carpet felt, \$2.25 per 100 lb.; dry sheathing, 30c. per roll; tar sheathing, 40c. per roll; dry fibre, 50c. per roll; tarred fibre, 60c. per roll; O.K. and I.X.L., 65c. per roll; heavy straw sheathing, \$28 per ton; slaters' felt, 50c. per roll.

RIVETS AND BURRS — The demand is well maintained. Discounts are: Best iron rivets, section, carriage, and wagon box, black rivets, tinned do., coopers' rivets and tinned swedes rivets, 60 and 10 per cent.; swedes iron burrs are quoted at 55 per cent. off; copper rivets, 35 and 5 per cent. off, and coppered iron rivets and burrs, in 5-lb. carton boxes, are quoted at 60 and 10 per cent. off list.

CORDAGE — The market is exceedingly strong and there has been an advance all round this week. Further advances are looked for as supplies are quite short. Manila is quoted at 15½c., British Manila, at 12½c., sisal, 11½c. and lathyrn, at 10½c. Manitoba prices are: Manila, 16c., British Manila, 13½c., sisal, 12½c. and lathyrn, 11½c.

HARVEST TOOLS — Fair orders are being booked at a discount of 70 per cent.

SPADES AND SHOVELS — There is a very fair movement at 40 and 5 per cent. discount.

FIREBRICKS — There is a fair movement of firebricks just now. We quote as follows: Scotch, at \$17.50 to \$22 and English at \$17 to \$21 per 1,000 ex-wharf.

CEMENT — There has been a good call for cement this week at former quo-

tations. We now quote as follows: German cement, \$2.25 to \$2.40; English, \$2.20 to \$2.35; Belgian, \$1.65 to \$1.95 per bbl. ex-wharf, and American, \$2.15 to \$2.30 ex-cars.

METALS.

The iron market is quite firm but as yet no change has occurred. The demand for iron continues very active and sheet metals are in fair request.

PIG IRON — The market is steady and the demand fair. Summerlee is worth \$20 to \$20.50 and Canadian, \$18 to \$18.50.

BAR IRON — The market remains very firm and the situation all through is strong, but there has been no change made as yet. Merchants' bar is worth \$1.95 and horseshoe, \$2.15 to \$2.20.

BLACK SHEETS — There is still a fair inquiry for black sheets at current quotations. We quote: 28 gauge, \$2.75; 26 gauge, \$2.65; 22 to 24 gauge, \$2.55 and 8 to 20 gauge, \$2.55.

GALVANIZED IRON — The demand is rather brisk and supplies are none too plentiful. We quote: No. 28, Queen's Head, \$4.50; Apollo, 10½ oz., \$4.50; Comet, \$4.25, with 25c. extra in less than case lots.

INGOT COPPER — The market is steadier this week and sales have been made at 17½ to 18c.

SHEET COPPER — There is a fair demand at 22 to 23c.

INGOT TIN — The situation remains about the same. Dealers ask 28 and 29c. for Straits and Lamb and Flag respectively.

PIG LEAD — Fair quantities are selling at \$3.25.

LEAD PIPE — There is a good fall

demand. We quote 7c. for ordinary and 7½c. for composition waste, with 30 per cent. off.

IRON PIPE — The market is firm at the advance and a good business is being done. We quote as follows: Black pipe, ½, \$3 per 100 feet; ¾, \$2.95; 1, \$3.10; 1½, \$3.45; 1-inch, \$5; 1½, \$7.10; 1½, \$8.50; 2-inch, \$11.35. Galvanized, ½, \$1.40; ¾, \$5; 1-inch, \$7.15; 1½, \$10; 1½, \$12; 2-inch, \$15.95.

TINPLATE — The market is steady at \$4.25 for cokes and \$4.75 for charcoals.

CANADA PLATE — Some good shipments of plates have been made this week. We quote: 52's, \$2.70 to \$2.75; 66's, \$2.80 to \$2.85; 75's, \$2.85 to \$2.90; full polished, \$3.75, and galvanized, \$4.25 to \$4.50.

STEEL — Unchanged. We quote: Sleigh shoe, \$2; tire, \$2.05; bar, \$2; spring, \$2.75; machinery, \$2.75, and toe-calk, \$2.60.

SHEET STEEL — We quote: Nos. 10 to 20, \$2.50; 3-16, \$2.05; ¼, 5-16 and ¾, \$2.45.

TOOL STEEL — Black Diamond, 8c. and Jessop's, 13c.

TERNE PLATES — There is no change to report, the market still being \$7.75 to \$8.

COIL CHAIN — A good business continues to be done and heavy import orders are being placed. We quote: No. 6, 12½c.; No. 5, 10½c.; No. 4, 10c.; No. 3, 9½c.; ¼-in., 7½c. per lb.; 5-16, \$4.80; 5-16 exact, \$5.25; ¾, \$4.25; 7-16, \$4.05; ½, \$3.85; 9-16, \$3.75; ¾, \$3.55; ¾, \$3.50; ¾, \$3.45; 1-in., \$3.45. In carload lots an allowance of 10c. is made.

SHEET ZINC — Still selling at \$5.75 to \$6.

ANTIMONY—Quiet at 10c.

ZINC SPELTER—Steady at 5c.

SOLDER—We quote: Bar solder, 18c.; wire solder, 20c.

GLASS.

The demand is quite brisk at unchanged prices. We quote as follows: First break, 50 feet, \$2.10; second, \$2.20 for 50 feet; first break, 100 feet, \$4; second break, \$1.20; third break, \$1.70, and fourth break, \$1.95.

PAINTS AND OILS.

General business in paints and oils is quite brisk. Linseed oil is quite scarce on spot and no concessions are allowed. The movement in white lead is improved. Turpentine is 2c. per gallon higher. We quote:

WHITE LEAD—Best brands, Government standard, 86; No. 1, \$5.62½; No. 2, \$5.25; No. 3, \$4.87½, and No. 4, \$4.50 all f.o.b. Montreal. Terms, 3 per cent. cash or four months.

DRY WHITE LEAD—\$5.25 in casks; kegs, \$5.50.

DRY WHITE ZINC—Pure dry, 6½c.; No. 1, 5½c.; in oil, pure, 7½c.; No. 1, 6½c.; No. 2, 5½c.

PUTTY—We quote: Bulk, in bbls., \$1.90 per 100 lb.; bulk, in less quantity, \$2.05; bladders, in bbls., \$2.25; bladders, in 100 or 200 lb. kegs or boxes, \$2.10; in tins, \$2.55 to \$2.65; in less than 100 lb. lots, \$3 f.o.b. Montreal, Ottawa, Toronto, Hamilton, London and Guelph. Maritime Provinces, 10c. higher, f.o.b. St. John and Halifax.

RED LEAD—Genuine red lead in casks, \$4.50; in 100-lb. kegs, \$4.75; less quantities, \$5.75 per 100 lb. No. 1 red lead, casks, \$4.25; kegs, \$4.50, and smaller quantities, \$5.50.

ORANGE MINERAL—Casks, 7c.; 100 lb. kegs, 7½c.; smaller quantities, 8½c.

LITHARGE—Ground, casks, 5c.; less, 5½c.; flake litharge, casks, \$5.25; smalls, \$5.75 per 100 lb.

LINSEED OIL—Raw, 79c.; boiled, 82c. in 5 to 9 bbls., 1c. less, 10 to 20 bbl. lots open, net cash, plus 2c. for four months. Delivered anywhere in Ontario between Montreal and Oshawa at 2c. per gal. advance and freight allowed.

TURPENTINE—Single bbls., 55c.; 2 to 4 bbls., 57c.; 5 bbls. and over, open terms, the same terms as linseed oil.

MIXED PAINTS—\$1.20 to \$1.45 per gal.

CASTOR OIL—8½ to 9½c. in wholesale lots, and ¼c. additional for small lots.

SEAL OIL—47½ to 49c.

COD OIL—32½ to 35c.

NAVAL STORES—We quote: Resins, \$2.75 to \$1.50, as to brand; coal tar, \$3.25 to \$3.75; cotton waste, 4½ to 5½c. for colored, and 6 to 7½c. for white; oakum, 5½ to 6½c., and cotton oakum, 10 to 11c.

SCRAP METALS.

A fair business continues to be done without any especial feature. Dealers are paying the following prices in the country: Heavy copper and wire, 13½ to 14c. per lb.; light copper, 12 to 12½c.; heavy brass, 12 to 12½c.; heavy yellow, 9½c.; light brass, 6½c.; lead, 2½ to 2¾c. per lb.; zinc, 2½ to 2¾c.; iron, No. 1, wrought, \$10 to \$15 per gross ton f.o.b. Montreal; stove plate, \$8 to \$9; machinery scrap, \$11; light iron, No. 2, \$5 a ton; malleable and steel, \$1; rags, country, 60 to 70c. per 100 lb.; old rubbers, 7 to 7½c. per lb.

HIDES.

The hide market continues strong and active. Higher prices are looked for on calfskins. We quote: Light hides, 8c. for No. 1; 7c. for No. 2; 6c. for No. 3. Lambskins, 50c.

MONTREAL NOTES.

Turpentine is 2c. higher.

Manila and hemp cordage are reported higher and advancing.

Mica Boiler Covering Co., Limited, Montreal, have lately been appointed sole agents for Canada for the sale of Straus boiler compound "Boilerine."

ONTARIO MARKETS.

TORONTO, November 8, 1901.

HARDWARE.

BUSINESS has opened up well this month, and is more active than at the close of the preceding one. There have not been many changes since our last review. The most important is in rope, sisal being marked up ¼c. per lb. and Manila 1c. per lb. The demand for small lots of wire nails continues good and for cut nails dull. Bolts and rivets and burrs continue in active request. A good business is still the feature of horse shoes and horse nails. A good many orders continue to be booked for harvest tools. Seasonable lines of tinware are going well. The demand for stoves and furnaces is still active and supplies light.

BARB WIRE—There is a little doing, but it is only of a small sorting up character. We quote: \$3.05 per 100 lb. from stock Toronto; and \$2.82½ f.o.b. Cleveland for less than carlots, and \$2.70 for carlots.

GALVANIZED WIRE—Very little business is being done this week. We quote: Nos. 6, 7 and 8, \$3.50 to \$3.85 per 100 lb., according to quantity; No. 9, \$2.85 to \$3.15; No. 10, \$3.60 to \$3.95; No. 11, \$3.70 to \$4.10; No. 12, \$3 to \$3.30; No. 13, \$3.10 to \$3.40; No. 14, \$4.10 to \$4.50; No. 15, \$4.60 to \$5.05; No. 16, \$4.85 to \$5.35. Nos. 6 to 9 base f.o.b. Cleveland are quoted at \$2.57½ in less than carlots and 12c. less for carlots of 15 tons.

SMOOTH STEEL WIRE—Hay-baling wire still occupies the chief attention in this line. Scarcely anything is being done in oiled and annealed. We quote the net selling prices: Nos. 6 to 8, \$2.90; 9, \$2.80; 10, \$2.87; 11, \$2.90; 12, \$2.95; 13, \$3.15; 14, \$3.37; 15, \$3.50; 16, \$3.65. Delivery points, Toronto, Hamilton, London and Montreal, with freights equalized on those points.

WIRE NAILS—The demand for small lots is still good. It is not expected that business will be as brisk this month as it was during October. The base price is \$2.85 for less than carlots, and \$2.77½ for carlots. Delivery points, Toronto, Hamilton, London, Gananoque and Montreal.

CUT NAILS—Only a very few are moving. Base price \$2.55 per keg with 10c. allowance on carlots.

HORSE NAILS—The movement keeps fairly good. Discounts on "C" brand, oval head, 50 and 7½ per cent. off new list, and on "M" and other brands, 50, 10 and 5 per cent. off the old list. Countersunk head, 60 per cent.

HORSESHOES—The volume of business is fairly good, but the profits are not as satisfactory as the trade would like. We quote f.o.b. Toronto, as follows: Iron



Corrugated Iron

For Sidings, Roofings, Ceilings, Etc.

Absolutely free from defects—made from very finest sheets.
Each sheet is accurately squared, and the corrugations pressed one at a time, not rolled, giving an exact fit without waste.
Any desired size or gauge—galvanized or painted—straight or curved.
Send us your specifications.

The Metallic Roofing Co.
WHOLESALE MANFRS. LIMITED
TORONTO, CANADA.

shoes, No. 2 and larger, light, medium and heavy, \$3.60; snow shoes, \$3.85; light steel shoes, \$3.70; featherweight (all sizes), \$4.95; iron shoes, No. 1 and smaller, light, medium and heavy (all sizes), \$3.85; snow shoes, \$4; light steel shoes, \$3.95; featherweight (all sizes), \$4.95.

SCREWS—A nice, steady trade is still to be noted. Discounts are as follows: Flat head bright, 87½ and 10 per cent.; round head bright, 82½ and 10 per cent.; flat head brass, 80 and 10 per cent.; round head brass, 75 and 10 per cent.; round head bronze, 65 per cent.; and flat head bronze at 70 per cent.

RIVETS AND BURRS—Quite an active demand is reported this week in rivets. We quote: Iron rivets, 60 and 10 per cent.; iron burrs, 55 per cent.; copper rivets and burrs 25 and 5 per cent.

BOLTS AND NUTS—There does not yet appear to be any decrease in the demand for bolts, good quantities still being wanted. We quote: Carriage bolts, common (84 list), 55 and 5 per cent.; carriage bolts, full square (\$2.40 list), 60 and 5 per cent.; carriage bolts, Norway iron (82 list), 60 and 5 per cent.; machine bolts, all sizes, 55 and 5 per cent.; coach screws, 70 per cent.

POULTRY NETTING—Deliveries from stock are small, but quite a few orders are being taken for future delivery. Discount on English netting, 60 per cent., and on Canadian, 55 and 5 per cent.

ROPE—Sisal is ¼c. and Manila 1c. higher. Rather more rope is selling than appears to be usual at this time of the year. Base price, pure Manila, 15½c. British Manila, 12½c.; sisal 11½c.

WHIPS—The manufacturers have decided to put no more whip on the market that sell at less than \$1, while the price of better grades are still 8½c. higher.

SPORTING GOODS—A fair trade is being done.

BUILDING PAPER—The demand keeps good. We quote as follows: Tarned roofing, \$1.70; building paper, 30c.; tarred paper, 40c.

LEADERS. These are still going out well. We quote 5 and 6 inch common at \$1.20 and 7 inch at \$1.35, polished, 15c per dozen extra.

STOVES AND FURNACES. There is still a scarcity of both furnaces and stoves, while the demand keeps good. The bulk of the orders, however, have been filled.

HARVEST TOOLS. Quite a number of orders are still being booked on future account. Discount 70 per cent.

SPADES AND SHOVELS. Business is not large. Discount 40 and 5 per cent.

TINWARE AND ENAMELLED WARE. A nice business is being done in such lines of tinware as stoveboards, oil cans and lumber camp supplies. In enamelled ware the demand is just moderate.

CEMENT. The prices in cement are firm and the demand is now only beginning to fall off slightly. The manufacturers are busy and have a fair number of orders ahead of them, far this time of year. Canadian Portland, Rathbun's "Star," \$2.25 to \$2.65; "Beaver," \$2.10 to \$2.50; "Ensign," \$1.90 to \$2.30; German, \$3.15; English, \$3; Belgian, \$2.50 to \$2.75. Canadian hydraulic, \$1.25 to \$1.50 per bbl.

METALS.

Business is, on the whole, fairly good in metals, and for seasonable goods the demand is brisk.

PIG IRON.—The position of the pig iron market continues strong with the demand good. We quote Canadian pig iron at \$18 on track Toronto.

BAR IRON.—The demand continues good. The ruling quotations are \$1.95 to \$2.05, and although some of the mills are still away behind with their orders there have been some offers at prices below the fixed figures.

STEEL.—The demand continues good and prices firm. We quote as follows: Merchantable cast steel, 9 to 15c. per lb.; drill steel, 8 to 10c. per lb.; "BC" and "Black Diamond" tool steel, 10 to 11c.; Jessop's, Morton's and Firth's tool steel, 14c.; toe calk steel, \$2.85 to \$3; tire steel, \$2.30 to \$2.50; sleighshoe steel; \$2.10 to \$2.25; reeled machinery steel, \$3, hoop steel, \$3.10.

BLACK SHEETS.—Business continues good. We quote: Common, \$3 15 for 28 gauge; and dead flat at \$2.50 for 26 gauge.

CANADA PLATES.—Business is active, Although shipments are arriving more freely, stocks here are still light. We quote: All dull, \$3.15; half polished, \$3.25; and all bright, \$3.75.

GALVANIZED SHEETS.—Trade continues brisk and the supply is still on the light side. One wholesale house reports that its stock is lower than it has been at any time during the past 10 years. The ruling idea as to price is still \$4.60 for English brands in case lots and \$4.75 in less quantities.

TIN.—Local quotations are 1c. lower, at 29 to 30c., and business is confined to small lots. The outside markets are dull and languid, with prices lower.

TINPLATES.—The demand, while chiefly for small lots, is good. We still quote I C at \$4.75.

TINNED SHEETS.—A fair volume of business is being done at 8½c. per lb. for 28 gauge.

TERNE PLATES.—These are rather quiet at \$9 for I C.

COPPER.—Business is quiet in ingot copper, and good in sheet copper. The idea as to price is 17¾c. per lb. for ingot, and 23 to 25c. for sheet. The outside copper market rules firm.

BRASS.—A fair amount of business is being done at a discount of 10 per cent. on rod and sheet.

SOLDER.—A fair business has been done during the past week. We quote: Half-and-half, guaranteed, 19½c.; do., commercial, 19c.; refined, 18½c.; wiping, 18c.

IRON PIPE.—Trade is fair. The ruling price is \$5 for 1 inch black and \$7.36 for 1-inch galvanized.

LEAD.—A good trade is being done. Prices are rather lower in England, but they are unchanged here at 4 to 4½c. per lb.

SPELTER.—Business is active at 5½ to 6c. Prices are rather lower in London but firm in New York.

ZINC SHEET.—The demand is fair at 5¾ to 6c. for cask lots and 6 to 6¼c. for part casks.

ANTIMONY.—Business is a little more active than it was a week ago. We quote 10½ to 11c. per lb.

PAINTS AND OILS.

This week the trade in paints and oils has slightly fallen off, but it is still active. Mixed paints are in good demand, and on account of the great activity of the furniture factories varnishes are in good demand. Putty is also very active. Raw and boiled linseed oil and turpentine have advanced in price 2c. per gal. Linseed oil is very firm in England. The manufacturers there are now selling their oil in large quantities for export at about the same prices as single barrels bring in Toronto. Gum shellac is very high in New York, and is very likely to be so for some time on account of shortage in Indian crop. The price of this article here in Toronto has advanced 3c. per lb. in case lots. The other prices remain unchanged. We quote:

WHITE LEAD.—Ex Toronto, pure white lead, \$6.12½; No. 1, \$5.75; No. 2, \$5.37½; No. 3, \$5.00; No. 4, \$4.62½; genuine dry white lead in casks, \$5.12½.

RED LEAD.—Genuine, in casks of 560 lb. \$5.12½; ditto, in kegs of 100 lb., \$5.50; No. 1, in casks of 560 lb., \$4; ditto, kegs of 100 lb., \$4.50.

LITHARGE.—Genuine, 6 to 6½c.

Oakey's

The original and only Genuine Preparation for Cleaning Cutlery. 6d. and 1s. Canisters.

'WELLINGTON'

KNIFE POLISH

JOHN OAKEY & SONS, LIMITED

MANUFACTURERS OF

Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.
Wellington Mills, London, England.

Agent:

JOHN FORMAN, 644 Craig Street
MONTREAL



COVERT MFG. CO.

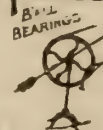
West Troy, N.Y.

Steel Carriage and Wagon Jacks,

Harness Snaps, Chain, Rope and Web Goods, etc.

FOR SALE BY JOBBERS AT MFRS. PRICES.

PRIEST'S CLIPPERS



Largest Variety, Toilet, Hand, Electric Power ARE THE BEST. Highest Quality Grooming and Shear Shearing Machines WE MAKE THEM. SEND FOR CATALOGUE TO American Shear & Mfg. Co., Nashua, N.H., U.S.A.

NEWMAN'S PATENT INVINCIBLE FLOOR SPRINGS

Combine all the qualities desirable in a Door Closer. They work silently and effectually, and never get out of order. In use in many of the public buildings throughout Great Britain and the Colonies. MADE SOLELY BY

W. NEWMAN & SONS, Birmingham.

Oneida Community Goods

HALTERS, COW TIES, SNAPS, etc., etc.,

in all sizes and styles. May be had of all jobbers throughout Canada.

Factory—NIAGARA FALLS, ONT.

MACKENZIE BROS.

HARDWARE

MANUFACTURERS' AGENTS,

Travelers covering Manitoba, Northwest Territories and British Columbia. ; WINNIPEG MAN.

CORRESPONDENCE SOLICITED.

"PULLMAN"

TROUSER or SKIRT HANGER

TWO

SIZES



PULLMAN SASH BALANCE CO.,
ROCHESTER, N.Y., U.S.A.

ORANGE MINERAL—Genuine, 7½ to 8c.
WHITE ZINC—Genuine, French V.M., in
casks, \$6 to \$6.25; Lehigh, in casks, \$6.

BENZINE—In barrel lots, 18 to 20c. per
gal.; less quantities, 25c. per gal.

PARIS WHITE—90c. to \$1 per 100 lb.

WHITING—65c. per 100 lb.; Gilders
whiting, 80c.

GUM SHELLAC—In cases, 28c.; in less
than cases, 35c.

PUTTY—Bladders, in bbls., \$2.25; blad-
ders, in 100 lb. kegs, \$2.40; bulk in bbls.,
\$1.90; bulk, less than bbls. and up to 100
lb., \$2.05; bladders, bulk or tins, less than
100 lb., \$2.90.

PLASTER PARIS—New Brunswick, \$1.90
per bbl.

PUMICE STONE—Powdered, \$2.50 per
cwt. in bbls., and 4 to 5c. per lb. in less
quantity; lump, 10c. in small lots, and 8c.
in bbls.

LIQUID PAINTS—Pure, \$1.20 to \$1.30 per
gal.

CASTOR OIL—English, in cases, 9½ to
10c. per lb. and 10 to 10½c. for single tins.

LINSEED OIL—Raw, 1 to 4 barrels, 81c.;
boiled, 84c.; 5 to 9 barrels, raw, 80c.;
boiled, 83c., delivered. To Toronto,
Hamilton and London, 2c. less.

TURPENTINE—Single barrels, 59c.; 2
to 4 barrels, 58c., delivered. Toronto,
Hamilton and London 1c. less. For less
quantities than barrels, 5c. per gallon extra
will be added, and for 5-gallon packages,
50c., and 10-gallon packages, 80c. will be
charged.

GLASS.

There is a great demand for glass, and
dealers are cleaned out of a number of
sizes. Owing to the high prices for import
orders from Belgium, the dealers here have
advanced the price of glass 10c. for the first
break of star, and the other breaks in pro-
portion. We quote: Under 26 in., \$4.25; 26
to 40 in., \$4.65; 41 to 50 in., \$5.10; 51 to
60 in., \$5.35; 61 to 70 in., \$5.75;
71 to 80, \$6.25; 81 to 85, \$7; 86 to 90,
\$7.75; Toronto, Hamilton and London.
Terms, 4 months, or 3 per cent. 30 days.

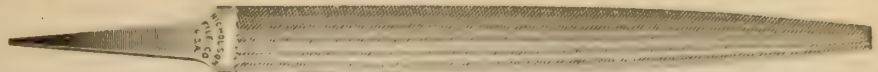
OLD MATERIAL.

The demand is poor and business is dull.
Things in this line have a tendency to drop
in price. Country rags are 15c. lower
this week. We now quote jobbers'
prices as follows: Agricultural 60c.
per cwt.; machinery cast, 60c. scrap,
per cwt.; stove cast, 40c.; No. 1
brought 50c. per 100 lb.; new light
scrap copper, 12c. per lb.; bottoms, 11c.;
heavy copper, 13c.; coil wire scrap,
12½c.; light brass, 7c.; heavy yellow brass,
10c. heavy red brass, 10½c.; scrap lead,
2½c.; zinc, 2c.; scrap rubber, 6½c.; good
country mixed rags, 50 to 60c.; clean dry
bones, 40 to 50c. per 100 lb.

FILES

7 FACTORIES
10 BRANDS

RASPS



NICHOLSON FILE CO., Providence, R.I., U.S.A.

FILES.

WE ARE NOT IN THE TRUST.

Quality of our goods guaranteed and our discounts very
liberal. A trial order solicited. Write for discounts.

99 Niagara St.,

TORONTO FILE CO.

RASPS.

CANADIAN GOODS FOR CANADIANS.

HIDES, SKINS AND WOOL.

There is a steady demand, and prices are
firm. Note the rise in sheepskins. This
rise is due more to the increased size and
better quality of the sheepskins offered than
to a falling off in the supplies. The season
for deerskins is just opening. There have
been no receipts in this line however. The
price offered for green deerskins is 12½c.
Wool is quiet.

HIDES—We quote: No. 1, green, 8c.;
No. 2 green, 7c.; No. 1 green, steers, 8½c.;
No. 2 green, steers, 7½c.; cured, 8¼ to
8¾c.

SKINS—We quote: No. 1 calfskins, 9c.;
and No. 2, 7c.; deacons (dairies) 55 to 60c.
each; sheepskins, 60 to 65c.

WOOL—We quote: Fleece, 13c., and
unwashed, 8c.

SEEDS.

There has been a very free offering of
red clover during the past week. Prices
are unchanged. We quote as follows:
\$4.25 to \$4.75. Alsike is scarcer at \$6 to
\$7. Owing to their scarcity, little more
than the above prices are paid for extra fine
lots. On the other hand, there are a good
many samples of inferior and low-grade
clover, which have to be bought consider-
ably below the lowest of the above prices.
Timothy ranges in value from \$2 to \$2.25
for choice machinery-threshed seed, but
only small occasional samples are shown.

PETROLEUM.

Demand has increased and business is
booming in this line. Photogene and
Sarnia water white have advanced ½c.
per gal. in barrel lots, and remain
firm at that price. We quote: Pratt's
Astral, 16½ to 17c. in bulk (barrels, \$1
extra); American water white, 17 to
17½c. in barrels; Photogene, 16½ to 17c.;
Sarnia water white, 16 to 16½c. in barrels;
Sarnia prime white, 14½ to 15c. in barrels.

COAL.

There is a great dearth of soft coal owing
to scarcity of cars. The demand is good.
We quote at international bridges: Grate,
\$4.75 per gross ton; egg, stove and nut, \$5
per gross ton.

MARKET NOTES.

Pig iron is 1c. lower.

Sisal rope is ¼c. and manila rope 1c.
lower.

Raw and boiled linseed oil and turpen-
tine have advanced 2c. per gal. in Toronto.

The box price of glass has advanced 10c.
for first break of star, and the other breaks
have advanced in proportion.

The whip manufacturers have advanced
their prices on the better grades, and dis-
continued the making of the cheaper grade.

The demand for varnishes is large for
this time of the year, owing to the exces-
sive activity of the furniture factories.
Owing to the scarcity of raw materials prices
are firm.

Shellac is very firm on the New York
market; shellac that brought 18c. is now
bringing 30c. per lb. in case lots. The
present unusual conditions are likely to
continue for four or six months longer on
account of the deficiency in the gathering
of the raw material in India.

TO TEST THE TRADING-STAMP LAW

The Attorney-General of Ontario has sub-
mitted a case to the Court of Appeal for
consideration and decision in regard to the
status of trading-stamp companies. Under
a provision of the Municipal Amendment
Act of 1901 of the Legislature the councils
of cities, towns and villages are empowered
to pass by-laws prohibiting the sale or any
transactions in trading stamps by any indi-
vidual, firm or company, provided always
that no such by-law shall apply to any mer-
chant or manufacturer who issues coupons
or tickets which he himself redeems in
money or merchandise. It is objected that
the Act may be construed to give power to
municipalities to pass by-laws prohibiting
the Dominion Trading Stamp Company,
Limited, or other companies of the same
nature from doing business, and the Court
of Appeal is asked to declare whether the
legislation was within the powers of the
Ontario Assembly.

MANITOBA MARKETS.

WINNIPEG, November 4, 1901.

THERE has been a good volume of business all week, particularly in the line of building hardware. Prices in almost all lines are very steady. In contrast there has been a sharp decline in barb wire, for which no good reason can be assigned beyond the fact that dealers seem very anxious to get spring orders placed. The feeling seems general that this decline is a temporary matter, and that in sympathy with prices in the South wire will go back to its old figure, if not beyond it. The competition of building is helping to increase the demand for paints and glass, and the market is firm for all these goods. There is a good demand for sleighs, and dealers are getting these goods forward as fast as possible. Implement men are busy closing up settlements for the past year's business and making contracts for next season. All implement men seen so far report an excellent year's business.

Quotations for the week are as follows:

Barbed wire, 100 lb.	\$3 30
Plain twist	3 40
Staples	3 95
Oiled annealed wire	10 3 95
"	11 4 00
"	12 4 05
"	13 4 20
"	14 4 35
"	15 4 45
Wire nails, 30 to 60 dy, keg	3 50
" 16 and 20	3 60
" 10	3 60
" 8	3 70
" 6	3 75
" 4	3 90
" 3	4 15
Cut nails, 30 to 60 dy.	3 20
" 20 to 40	3 25
" 10 to 16	3 30
" 8	3 35
" 6	3 40
" 4	3 50
" 3	3 85
Horsenails, 45 per cent. discount.	
Horseshoes, iron, No. 0 to No. 1	4 65
No. 2 and larger	4 40
Snow shoes, No. 0 to No. 1	4 90
No. 2 and larger	4 40
Steel, No. 0 to No. 1	4 95
No. 2 and larger	4 70
Bar iron, \$2.60 basis.	
Swedish iron, \$5.00 basis.	
Sleigh shoe steel	3 25
Spring steel	3 25
Machinery steel	3 75
Tool steel, Black Diamond, 100 lb.	8 50
Jessop	13 00

Sheet iron, black, 10 to 20 gauge, 100 lb.	3 50
20 to 26 gauge	3 75
28 gauge	4 00
Galvanized American, 10 gauge	2 79
18 to 22 gauge	4 75
24 gauge	5 00
26 gauge	5 25
28 gauge	5 50
Genuine Russian, lb.	12
Imitation	8
Tinned, 24 gauge, 100 lb.	7 75
26 gauge	8 00
28 gauge	8 50
Tinplate, IC charcoal, 20 x 28, box	11 00
" IX	13 00
" IXX	15 00
Ingot tin	33
Canada plate, 18 x 21 and 18 x 24	3 75
Sheet zinc, cask lots, 100 lb	7 00
Broken lots	7 50
Pig lead, 100 lb.	6 00
Wrought pipe, black up to 2 inch	50 an 10 p.c.
Over 2 inch	50 p.c.
Rope, sisal, 7-16 and larger	\$12 50
" 3/4	13 00
" 1/2 and 5-16	13 25
Manila, 7-16 and larger	15 00
" 3/4	15 50
" 1/2 and 5-16	16 00
Solder	20
Cotton Rope, all sizes, lb.	17
Axes, chopping	\$ 7 50 to 12 00
" double bitts	12 00 to 18 00
Screws, flat head, iron, bright	87 1/2
Round "	82 1/2
Flat " brass	80
Round "	75
Coach	57 1/2 p.c.
Bolts, carriage	50 p.c.
Machine	50 p.c.
Tire	60 p.c.
Sleigh shoe	65 p.c.
Plough	40 p.c.
Rivets, iron	50 p.c.
Copper, No. 8	35
Spades and shovels	40 p.c.
Harvest tools	50, and 10 p.c.
Axe handles, turned, s. g. hickory, doz.	\$2 50
No. 1	1 50
No. 2	1 25
Octagon extra	1 75
No. 1	1 25
Files common	70, and 10 p.c.
Diamond	60
Ammunition, cartridges, Dominion R.F.	50 p.c.
Dominion, C.F., pistol	30 p.c.
" military	15 p.c.
American R.F.	30 p.c.
C.F. pistol	5 p.c.
C.F. military	10 p.c. advance.
Loaded shells:	
Eley's soft, 12 gauge black	16 50
chilled, 12 gauge	18 00
soft, 10 gauge	21 00
chilled, 10 gauge	23 00
Shot, Ordinary, per 100 lb	6 25
Chilled	6 75
Powder, F.F., keg	4 75
F.F.G.	5 00
Tinware, pressed, retinned	75 and 2 1/2 p.c.
plain	70 and 15 p.c.
Graniteware, according to quality	50 p.c.

PETROLEUM.

Water white American	25 1/2 c.
Prime white American	24 c.
Water white Canadian	22 c.
Prime white Canadian	21 c.

PAINTS, OILS AND GLASS.

Turpentine, pure, in barrels	\$ 60
Less than barrel lots	65
Linseed oil, raw	84
Boiled	87
Lubricating oils, Eldorado castor	27 1/2
Eldorado engine	26 1/2
Atlantic red	29 1/2
Renown engine	41
Black oil	19 1/2
Cylinder oil (according to grade)	55 to 1 1/4
Harness oil	61
Neatsfoot oil	\$ 1 00
Steam refined oil	85
Sperm oil	1 50
Castor oil	11 1/2
Glass, single glass, first break, 16 to 25	
united inches	2 50
26 to 40	2 75
41 to 50	6 00
51 to 60	6 50
61 to 70	7 00
Putty, in bladders, barrel lots	per lb. 2 1/2
kegs	2 1/2
White lead, pure	per cwt. 7 00
No. 1	6 50
Prepared paints, pure liquid colors, according to shade and color, per gal.	\$1.30 to \$1.90

NOTES.

Mr. W. McFarlane, Winnipeg, manager for Marshall, Wells & Co., is now convalescing from typhoid fever.

Mr. C. H. Waterous, president of the engine works of that name, is at present a visitor in the city.

The Kelsey Warm Air Heaters appear to be meeting with considerable success on this market. A number of the new hotels are putting them in and many that have had hot air heating are now substituting the Kelsey Warm Air Heaters.

Mr. William Scott, of the Dairy Goods Supply Co., who is agent for the Improved United States Cream Separator that took the gold medal at the Pan-American Exposition, Buffalo, is in receipt of an official letter from Edward Van Alstyne, superintendent of the model dairy, to the effect that this separator skimmed down to .02 of one per cent., and the cream was very smooth and free from froth.

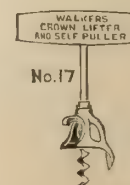
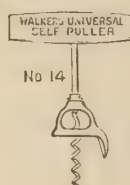
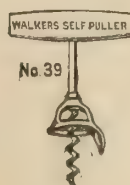
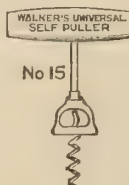
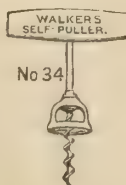
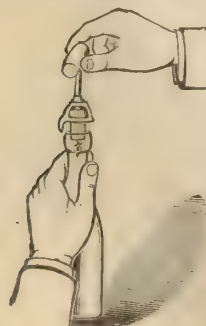
SITUATION VACANT.

WANTED—YOUNG MAN AS CLERK IN hardware store, with some knowledge of office work. Apply, W. S. PIPER, Fort William. (45)

SITUATION WANTED.

AS MANAGER OF RETAIL HARDWARE, LONG experience, best of references. Open for engagement January 1st. Would take an interest in good live business. Box No. 68, HARDWARE AND METAL. (47)

See! You Don't
Have to Pull.
A Child Can Do It.



Walker's Self-Pulling Cork Screws

Made of Crucible Steel, Nickel Plated, Polished Apple Wood Handles.

EVERY ONE TESTED AND GUARANTEED. Several imitations on the market, but none as good.

Mfrd. only by ERIE SPECIALTY CO., Erie, Pa., U.S.A.

Window Glass

Window Glass

We are receiving large consignments of Window Glass by the following Steamers, viz. :

**Belgian, Mexican,
Boliviana, Cebriana—**

and will be able to fill all orders promptly.

**THE JOHN BOWMAN
HARDWARE & COAL CO.,
LONDON, ONT.**

ESTABLISHED 1860.



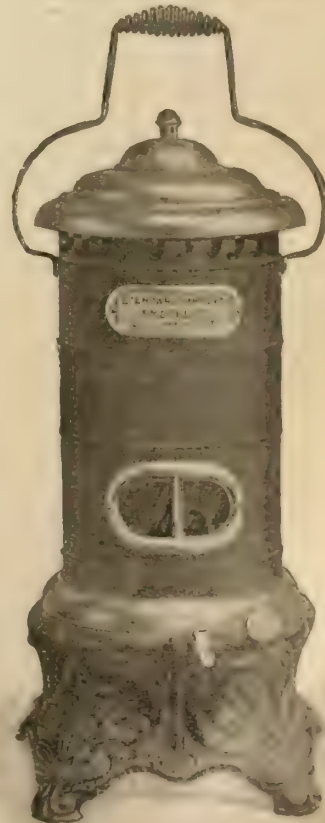
IMPROVED NEW PROCESS.

The THOS. DAVIDSON MFG. CO., Limited,

Smokeless Oil Heaters

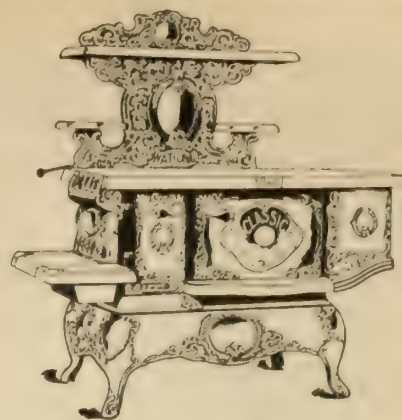
These are the Oil Heaters that have made a good many **warm** friends during the past five years, and kept our competitors **hot** trying to equal them.

Absolutely smokeless. The Wick cannot be raised enough to smoke. They have Automatic Extinguishers.



IMPROVED STANDARD.

MONTREAL.



CLASSIC NATIONAL

6-Hole Range.

Notice the clean cut, handsome carving, which harmonizes exactly with the plain surfaces, beautifully finished castings, Breton stretched patent leveled steel oven, which will neither warp or crack and responds quickly to a small fire. Nothing made in Canada like it.

**THE MOFFAT STOVE CO., Limited,
WESTON, ONT.**

A PAINT FIRM'S NEW PREMISES.

THE demand for the "Ark" brand of paints, manufactured by the Francis-Frost Co., Limited, 120 Richmond street east, Toronto, has increased so rapidly that the present premises of the firm have become altogether too small for them to cope with their increased trade, thus making it necessary for them to seek new quarters. In consequence, they have secured premises at 223 Queen street east, which they have fitted up with offices, and in which they have placed the most up-to-date machinery used in the manufacture of paint. This building will be occupied by them inside of two weeks.

The new quarters which they have secured consist of a large three-storey brick building with a basement, fronting on Queen street and extending back to Brittain street, thus giving them over 10,000 square feet of floor space. Hot water will heat the building throughout. Amongst other new machinery they have placed a base mixer, several paste mixers, and a 36 inch lead mill, which will, when run to their full capacity, about double the present output.

Their staff is to be greatly increased, and they have already opened up new agencies in Quebec and also in British Columbia, with headquarters for the West in Vancouver. Geo. H. Grant is in charge of the Vancouver agency, and, although he has only been recently appointed, has secured sufficient orders for a carload of their "Ark" brand paint to be shipped during the present week.

With their new premises the company express themselves as being well able to cope with the coming trade, and as they carry a full line of oils, turpentine, and dry colors, besides their "Ark" brand paints, they intend to make a strong bid for a large share of next season's business, as they are in a position to supply anything in the paint trade.

Their advertisement appears on another page of **HARDWARE AND METAL**.

IMPORTANT CHANGES IN A FIRM.

Several important changes have recently been made in the management of The Mossberg & Granville Manufacturing Co., Providence. At the recent election the following, who have not heretofore been associated in the management, were made directors: W. W. Orr, V. I. Cumnock, E. C. Moen, A. R. Whitney, Jr. and Joseph W. Harriman, all of New York, and Elisha H. Howard, of Providence. The board of directors organized by electing Howard C. Smith, of New York, president, Elisha H. Howard, vice-president, and E.

C. Moen, secretary and treasurer. V. I. Cumnock was made chairman of the executive committee. The resignation of W. W. Gibbs, for some time past general manager, was accepted and in his place George A. Clark, formerly of Lowell, Mass. has been appointed. The business of the company at the present time is in a flourishing condition and various new patterns of tools and machines have been added to its already very extensive catalogue. The New York office of the company (secretary and treasurer) is at 100 William street.

MAKE FILES BY HIGH-CLASS LABOR

The Toronto File Co. is a manufactory which has enjoyed a good measure of success during the past few years. The firm manufacture files and rasps of every kind and their goods have come to be recognized by the trade as first-class in every respect. The firm is not a member of any combination. Mr. J. H. Staines, the manager of the company, has had considerable experience in the manufacture of this class of goods, and all their files are made by high-class labor. In an advertisement on page 23 they are respectfully soliciting a share of public patronage. If good goods at liberal discount prices, together with prompt and courteous attention to all orders and inquiries, go for anything, the Toronto File Co. bid fair to enjoy a still further increase of business.

DEATH OF MR. G. LANGWELL.

Mr. George Langwell, sr., of the firm of George Langwell & Son, metal and glass manufacturers, Montreal, died last Friday evening at his son's residence, 14 Dorchester street, from an attack of erysipelas. He was 78 years of age and until a week before his death took an active interest in business affairs.

Mr. Langwell established the first plant for the smelting and refining of metal drosses in Canada, and was an expert glass manufacturer. Born in Ayrshire, Scotland, he went to England in early youth, and there learned the smelting and refining business, and afterwards established an industry in that country. He came to this continent in 1865, and was identified with large glass plants in various parts of the United States before coming to Canada. Langwell's babbitt has lately been the chief product of the concern.

His son, George H., who has been a partner in the firm, and upon whom the active management of the business has fallen for some years, will continue.

FROM BOER SYMPATHIZERS.

The Syracuse Smelting Works have secured a large order for babbitt metal to be shipped to Holland. "It seems amusing," said a member of the firm, "that the Boer sympathizers are being quite loyal to the Canadians."

American Sheet Steel Company

Battery Park Building
New York

Manufacturers of all varieties of
Iron and Steel Sheets
Black and Galvanized
Plain and Painted
Flat, Corrugated and
"V" Crimped

Apollo Best Bloom Galvanized
W. Dewees Wood Company's
Patent Planished Iron
W. Dewees. Wood Company's
Refined Smooth Sheets
Wellsville Polished Steel Sheets

Representatives for Canada
B. & S. H. Thompson & Company
26 St. Sulpice Street
Montreal

TRADE IN COUNTRIES OTHER THAN OUR OWN.

PIG IRON IN THE UNITED STATES.

THE strongest department of the whole iron trade is pig iron, and it is estimated that the entire stocks in the whole country do not represent a 10 days' supply. Bessemer iron is very strong and a good deal is changing hands. The United States Steel Corporation are reported to be figuring on the purchase of a round lot of Bessemer iron, say 50,000 tons, for December shipment. There is only a fair inquiry for forge iron. Foundry iron is extremely active and there have been heavy sales for deliveries running through the first half of next year. The buying is general and small foundries that usually buy only a few tons at a time are placing orders for 300 to 500 ton lots. It is estimated from 40,000 to 50,000 tons of foundry iron have been sold for delivery in this district in the next six to eight months. Prices have advanced sharply and No. 2 is \$15 minimum, with sales reported as high as \$15.25 to \$15.50. Iron Age.

WIRE NAILS IRREGULAR IN THE U. S.

The country is still requiring a large volume of wire nails to supply demands, but these are being usually met by orders for comparatively small lots. The trade generally are of the opinion that nails will be no higher in the immediate future, while competition points to lower prices. Concessions are being made, owing to competition, of from 5 to 10 cents per keg in some cases, although no change has been made in the regular quotations. Irregularities extend to prices made by jobbers to the smaller merchants, as differentials between jobbers' and retailers' prices are not usually maintained. Iron Age.

RESTARTING TINPLATE MILLS IN WALES.

A notable feature in the tinplate industry of South Wales recently has been the restarting of so many works, some of them after years of idleness. At the end of September there were 377 tinplate mills at work, as compared with 349 mills working at the end of August. Thus, there has been an increase of 28 mills in the course of one month. These 28 mills would have a producing capacity of about 15,500 boxes per week. As compared with a year ago, however, the increase has only been 18 mills, the figures being 377 and 359 respectively. There are at present 60 idle mills. In September the total exports of tinplates and black plates amounted to 29,745 tons, and in August they were 25,684 tons, or an increase for September of 1,061 tons. Iron and Coal Trades' Review.

PIG IRON IN GREAT BRITAIN.

The pig iron market has been a trifle quieter during the past week, but there is no quotable change in the general level of prices to report. Here and there, indeed, a weaker tendency is noticeable, as in the Cleveland district, where No. 3 is a shade weaker. There is nothing alarming or abnormal about this, however, this being about the dullest season of the year for this quality, and, indeed, under the circumstances it is surprising that there is not a more pronounced downward tendency. The other qualities in the Cleveland district, however, are not affected, the supply being shorter than

that of No. 3, and the demand being affected in a much lesser degree by the approaching close of the ordinary navigation season. The over-sea shipments from Middlesbrough have been very poor during the past month, but the improvement in coastwise deliveries more than balances the decline in foreign exports. There is a keen demand for hematite, which remains in short supply both on the west and the northeast coasts, and under these circumstances prices are firmly maintained.

The following is a statement of the stocks of pig iron in public stores.

	Tons
Connell's at Glasgow	57,776
Connell's at Middlesbrough	134,224
Railway Stores Middlesbrough	4,406
Connell's at Middlesbrough, hematite	355
Cumberland & Barrow Stores	12,547

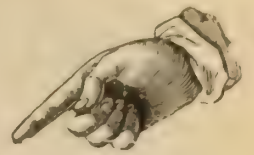
In Middlesbrough stocks of ordinary pig iron have increased during the week ended October 22, by 1,097 tons, but hematite shows a decrease of 950 tons, while the Barrow and Glasgow figures also exhibit a decrease of 136 and 109 tons respectively. So far, this year, the stocks in Middlesbrough have increased about 79,189 tons, while at Glasgow and Barrow there have been decreases of 13,253 and 10,063 tons respectively. Hematite at Middlesbrough has decreased 290 tons. On the week the total decrease in stocks throughout the country is 398 tons; on the year the increase is 55,972 tons. Iron and Coal Trades' Review.

UNITED STATES IMPORTING SHEET BARS.

A despatch from Pittsburg to The American Metal Market, New York, says: "The very high price of sheet bars in this country has led to figuring on importing from Germany, and several lots of basic Bessemer bars will probably be imported shortly. The Germans roll seven and eight-inch bars, but cannot get weights nearly as close as American bar mills, but in view of the scarcity American sheet and tin mills will try to use them. Total imports first nine months this year: billets, bars, wire, etc., less than 6,000 tons."

IRON TRADE CONDITIONS IN SHEFFIELD.

The reports from the heavy steelworks have been somewhat conflicting in character, but it is to be feared that no general revival of business is in progress. The demand for high-carbon billets for local consumption falls far short of the normal. In several other departments consumers have reverted to the hand-to-mouth policy in buying. British railway companies' orders for ties, springs, and axles are most unsatisfactory, but it is fortunate that the colonial railways are fairly good customers. Business in steel wire rods and wire is not so good as was the case earlier in the year. Several firms have substantial orders on hand for marine castings and forgings, and locomotive steel is in demand. Firms which supply foundry requisites are fairly busy, but the reverse is the case with the purveyors of engineers' requisites. Many workmen are on short time, and employment is unevenly divided. There are signs that the confidence in the position and prospects of British trade which revived a few months ago is waning again, and many manufacturers lay their troubles wholly at the doors of the South African War. Ironmonger, October 26.



THE PAINTERS PERFECT WHITE LEAD

Is beautifully soft and fine in the grain. It mixes well with Linseed Oil, forming a creamy smooth paint of great covering power and undoubted durability. Every atom is paint — perfect paint — and there is no loss or residue of any kind. The Painters Perfect White Lead has become very popular everywhere.



THE CANADA PAINT COMPANY LIMITED

Montreal and Toronto.

HEATING AND PLUMBING

ACETYLENE GAS IN EUROPE.

THE United States Treasury Department some time ago instructed their consular officers in Germany and Sweden to report on the uses of acetylene gas. An advance sheet, just issued by the Treasury Department at Washington, contains a number of these reports.

Owing to an awful explosion which occurred in Berlin in 1896, the result mainly of ignorance and improperly constructed machinery, numerous, almost prohibitive restrictions were placed on its use, liquid acetylene being strictly forbidden to be prepared. As a result, only safe and meritorious machinery was constructed, and now Germany has about 235 factories, the most important being the "Allgemeine Carbid und Acetylen Gesellschaft," Berlin, which latter manufactures everything in the line of acetylene producing machinery, and the different gas-consuming articles.

In Sweden, acetylene gas has been in use for about 10 years. There are in Gothenburg, two concerns which manufacture the apparatus, but few have been exported; and in Sweden, besides these, apparatus for the production of this gas, are manufactured by about 10 firms.

Calcium carbide—used for the production of acetylene gas—is manufactured in Sweden. The largest factory in that country is probably the one at Trollhattan, some 50 miles from Gothenburg. I am told that calcium carbide is exported chiefly to Hamburg, but also to Japan and adjoining countries. At present, the price of calcium carbide is 20 kroner per 100 kilograms (about \$2.43 per 100 lb. at the factory).

The German Imperial testing station for marine lights, situated close to Stettin, has officially tested the lighthouse burner manufactured by The Allgemeine Carbid und Acetylen Gesellschaft, Berlin. The Altenbruch lighthouse, on the Elbe, has also tested it and found that by a consumption of 102 litres per hour, 302 candle power was produced, and by 175 litres per hour, 135 candle power.

A small village, in West Prussia, Schönewe, is illuminated with acetylene; and Radenz Castle, at Koschmin, is lighted throughout with this gas. Besides these, many other places use this gas for illuminating purposes.

In Sweden experiments have been made with the gas in lighthouses, lancers, buoys, etc., but the results have not yet been reported. It has recently come into use at several railroad stations, and favorable reports have been made. The gas is furthermore used in carriage and bicycle lamps, and hand lantern in factories, and for small cooking and laundry stoves. It is considered that acetylene would also be adapted for lighting large country estates, churches, hotels, etc.

The price of carbide is 200 crowns (\$53.60) per ton f.o.b. Stockholm or Gothenburg.

The advantages claimed for acetylene gas are many. It is the nearest approach

to sunlight, with a power said to be fifteen to twenty times as great as ordinary coal gas, and with six times less heat when used for illuminating purposes.

According to calculations made by the manufacturers of acetylene works, the use of the gas is economical, especially in this country, where petroleum and coal are considerably more expensive than in the United States. It is calculated that a factory using 50 lamps at 16 normal candle power each, burning 720 hours per year, would have the following yearly expenses for lighting:

Using petroleum, refined, at present price	\$149.97
Using coal gas in common burners.....	291.85
Using electric incandescent lamps	236.88
Using acetylene gas	125.53

These calculations are based on the average price of gas and electricity and counting calcium carbide at 27 kronor per 100 kilograms.

BUILDING IN TORONTO FOR OCTOBER.

The amount of the building permits in Toronto issued last October for this time of year were unusually heavy, being \$199,608. In October, 1900, the amount of the building permits issued was \$170,504, so that October of this year exceeds October of last year by nearly \$30,000.

During the first 10 months of this year the building operations here amounted to \$1,964,218. As the total amount of the building permits issued during the first 10 months of 1900 was \$1,633,756, the first 10 months of this year exceed the building amounts of the first 10 months of last year by \$330,000, and the whole of last year by about \$60,000.

From the Toronto City Commissioner's Office during the past week building permits have been issued to W. S. Burrows, for a two storey dwelling to cost \$2,000; to Thomas and Maggie Whitesides, for a row of three one storey mansard-roofed cottages to cost \$2,900; to C. A. Denick, Rosedale, for a two and half-storey brick and stone dwelling to cost \$9,000; to Chas. Parker, for a two storey brick and stone dwelling, with attic, to cost \$3,600; to Jno. O. Roberts to brick-front a dwelling for \$50; to W. Langlois for a \$1,500 brick and stone dwelling; to E. Burrows, for a \$1,600 brick dwelling; to Simpson Avenue Methodist Church, for repairs and brick and roughcast addition to cost \$850; to The Grant-Hamilton Oil Co., Limited, for a brick oil warehouse to cost \$3,000; to Joseph Collet for a brick and roughcast addition to dwelling for \$150; to Chas. Norris for a \$3,500 brick and stone dwelling; to A. McNordie for a \$2,000 brick and stone dwelling, and to J. C. Reed for a \$3,000 brick and roughcast dwelling.

BUILDING IN KAMLOOPS, B. C.

In private buildings, public works, and improvements to existing structures there has been over \$150,000 expended in Kamloops, B.C., this season. The chief items of expenditure are the new Thompson

River bridge, to cost, when completed, \$15,000; a new \$35,000 power house and reservoir, and a new post office, for the building of which Robert McKay has the contract.

SOME BUILDING NOTES.

A new brass foundry is being built at New Hamburg, Ont.

Angus Campbell, Tidville, N.S., is building a new house.

The new Presbyterian Church, Manitou, will soon be completed.

H. Beaugrand is building a cottage at North Hatley, near Montreal.

G. J. Nicholls, millowner, Omamee, Ont., is going to build a new residence.

Work on the tailor shop of A. E. Mitchell, Brandon, Man., has been commenced.

John Henderson has just about completed his new residence at Dover Centre, Ont.

The lathers and plasterers are busy at work on John Batten's house, at Monkton, Ont.

D. Henigan, Vankleek Hill, Ont., is putting up a new residence on Jay street, of that town.

Stephen Amy, Ernestown, Ont., is building a new house to replace the one destroyed by fire last spring.

Wm. Welsh, Brockville, Ont., has just completed his commodious new residence, situated near the electric light works.

The new Anglican Church at Caledon East, Ont., is almost completed, the tower being now in course of erection.

Alexander McLaren, Buckingham, Que., is erecting, for the use of his gardener, a handsome two-storey brick veneered house.

Everything is ready for the plasterers to commence on the five houses of Hancock Terrace, Galt, Ont., the contract for which has just been completed by Rosegen & Lockston, contractors.

B. C. Beech, of Winchester, Ont., whose foundry was burned down recently, has already commenced building a new foundry to take its place. He has a force of masons at work and expects to have it covered in three or four weeks.

G. A. Blackstock, Preston, Ont., has masons and carpenters at work converting the Blackstone building, formerly used as a barber shop, into an extensive brick-built block, to be used as a printing office, store and dwelling.

Mrs. Melville's new brick residence on Williams street, Killarney, Man., is receiving its finishing touches at the hands of the painters, and, when completed, will be one of the most handsome in that district, and will be three storeys in height.

At Owen Sound, Ont., during the past few weeks J. Hamill's new brick house has been about completed; P. Desjardin's house on Bay street has been veneered with brick, and Taylor & Pringle, soda water manufacturers, have added a new third storey to their factory.

THE EDINBURGH ROPERIE & SAILCLOTH CO., LIMITED

LEITH, SCOTLAND

Manufacturers of

Cordage of all kinds, Flax Sailcloths, Tarpaulins and Water-Proof Cloths, Sewing Twines, Fishing Twines, Fishing Lines, Tying Twines, Etc., Etc.

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May
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A Steam Trap—
One that pays
for its cost by
saving steam.
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and be posted.

The Jas. Morrison Brass Mfg. Co.
Toronto. Limited



WINDOW GLASS

We are receiving now daily large and fresh stocks of Window Glass, single and double; also Diamond Picture Glass, Enamelled, Rolled, Cathedral Muffled, stamped and all fancy patterns. We solicit your specification.

A. RAMSAY & SON

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Limited,

NIAGARA FALLS, CANADA.

Manufacturers of FLATWARE, CUTLERY and
ELECTRO PLATE.

Ask for our Catalogue and Quotations.



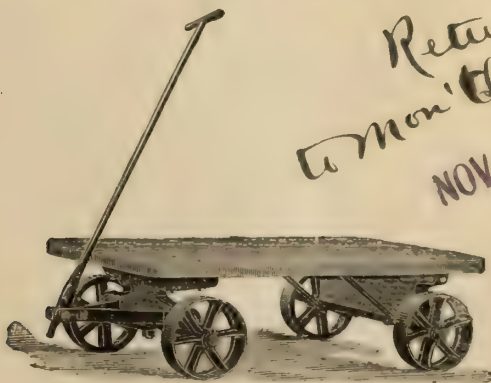
Ontario Nut Works, Paris
BROWN & CO.

Manufacturers of

All sizes of Hot Pressed
Nuts, Square and Hexagon.

A Bargain in Platform Trucks.

Wheels
11 inches
in diameter.



Weight,
244 lbs.
each.

*Returned
to Mon' Office
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We have 36 Trucks similar to the above cut
with platform 3 feet wide and 5 feet long.

We will clear these at less than Cost.

Write us how many you can use, and we will quote to clear them out.

THE FAIRBANKS COMPANY, 749 Craig St., MONTREAL

TROUBLE WITH ACETYLENE APPARATUS.

FROM D. M. W., San Antonio, Texas.—We desire a little information in reference to a troublesome acetylene gas plant in this vicinity. Some time since a 20 light machine was installed in a church not far from us. The church building is 15 x 51 feet, having 14 foot side walls, and the ceiling is arched so that it measures 25 feet high in the centre. Twelve lights were placed in the building in six drops equally distributed, so that the lights are about nine feet above the floor, and are said to carry a 21 candle power burner each, with ordinary street gas globes around them. The lights do not give satisfaction for the following reasons: The room is full of shadows, although a person can read fairly well, and occasionally one of the burners sputters and smokes. But the most objectionable feature is that one or more of the burners are continually hissing, making a sound like the escape of steam. The noise comes from different burners alternately.

Knowing a little about gas fitting, after serving a full apprenticeship time in a European country, we think the capacity of generators in use there in cubic feet of space in the gasometer is exactly 50 per cent. larger for a given number of lights than most of the generators used in this country, including the generator used in the church mentioned. We have made it a rule in everything that we make to provide ample capacity, making it rather too large than too small, and to use the very best fittings obtainable. The result has been always satisfactory to all concerned. The main feed pipe in this church lighting apparatus is only $\frac{1}{2}$ inch, while we claim that it should have been at least $\frac{3}{4}$ inch. In our opinion the trouble at the church is due, first, to the generator being too small; second, the main feed pipe is too small; third, the burners and globes are of a cheap grade. This makes the lights dull and is the cause of the shadows. The hissing noise and the sputtering of the burners, we believe, is caused by the generators being worked to the fullest capacity, thereby making hot gas, which will carbonize and clog up the pipe.

The generator used is of the kind with a basket for carbide fastened inside the bell of the gasometer, the gasometer itself for 20 lights being only 27 inches by 30 inches deep. The basket takes up a space of 7 inches by 18 inches deep. The machines that we use have the generators separate from the gasometer, and the gasometer has 50 per cent. more capacity for the same number of lights. The plant was installed by a friend whom we believe to be an expert, having had 15 years' experience as superintendent of the city gas works, and who has put in a number of acetylene plants with good results. He is of the opinion that the job will work satisfactorily within a few weeks. What we wish to learn for our own benefit is what causes the trouble mentioned, and if our theory of the case is correct. We are very anxious always to be certain of success before entering upon any piece of work. Being connected

with this particular church, the job was offered us. We did not accept it, as we do not desire to do any work where we have to follow non-mechanical instructions, as was necessary in this case.

ANSWER. The problem of our correspondent has been submitted to Augustine Davis, an expert on acetylene lighting and apparatus, who has prepared the following explanation of the causes of the poor service rendered by the system described:

The first trouble is due to this type of generator being antiquated and out of date. No progressive generator maker now constructs a machine in which the carbide is carried by the bell, as it has inherent deficiencies which are impossible to overcome. In the next place, the amount of light is insufficient even were it produced under the most favorable conditions. The rule in store lighting is to place one $\frac{1}{2}$ -foot burner for every 1 square foot of area. Under this rule the church would require 24 burners, with no higher ceiling than a mercantile room. But the average height of the church ceiling is about double that of the business place, so that the amount of light should be increased. Shades or deflectors that would throw the light downward would undoubtedly obviate the trouble to some extent.

The hissing noise is undoubtedly caused by irregularity of pressure in the machine, caused by the gas holder not moving smoothly, or possibly from air mixture. The sputtering is caused by condensation occurring in the burners, a condition which does not exist when the gas is properly condensed and purified. A continuous snapping and popping in the burner is caused by little leaks in the burner itself.

The $\frac{1}{2}$ -inch pipe is ample to supply the amount of acetylene gas consumed. Poor globes and burners are unquestionably a detriment, but even the best burners would in all probability quickly clog and smoke with the method of generation employed. Generators are constructed with gas holders only 17 x 24 inches, which supply 25 lights perfectly, but they are built in accordance with the latest ideas and are the result of long and continuous experience. It is not stated how the generator in question is charged. If the recharging admits a considerable amount of air, this would for some time have a tendency to produce dullness of light and reduce the amount. The piping is about the only thing in connection with the whole plant which is conducive to good illumination. Larger burners, would, of course, increase the light. Metal Worker.

BUILDING IN VICTORIA, B.C.

Although this season in Victoria, B.C., is not fully equal to last season in the amount of large business blocks, yet, especially in the residential portions and suburbs, building operations have been brisk. There is a dearth of houses to rent, although a large number of houses have been erected, chiefly by residents for their own use though. The list of the buildings being erected shows the aggregate value to be \$125,000. Among the most important we note a new two-storey brick and stone High School, to cost \$30,000; a three-storey brick and stone building, by F. J. Schofield, worth \$16,500; a \$15,000 brick and stone building with two large sheds adjoining, by

The British Columbia Tramway Co.; a \$12,500 two-storey residence for Dr. Fraser; a two-storey brick building for Lee Chong & Lee Way, costing \$9,000, with a one-storey brick building in rear; alterations and repairs to the agricultural buildings with 200 feet more sheds, to cost \$4,600, and a \$5,500 two-storey brick and stone building for Rithet & Co.

LEAD WATER-PIPES OF ST. PAUL'S CATHEDRAL.

SOME interesting work was recently carried out at St. Paul's Cathedral, in London, in taking down one of the huge leaden water pipes, repairing it, and replacing it in its former position. In connection with this subject The Ironmonger calls attention to the fact that there are no rain water pipes visible either outside or inside the cathedral, whereas at most other ecclesiastical edifices—Westminster Abbey, for instance—the down pipes are rather a prominent feature of the external structure. The reason of this is that when Wren designed his masterpiece, having a considerable area to cover, he availed himself wherever he could of hollow construction, partly to save the cost of solid masonry and partly to reduce the weight of the massive building. Consequently, instead of disfiguring the outside of his building with numbers of rain water pipes, he left in the outer walls shafts, usually 3 feet by 2 feet in sectional area, inside which the pipes in question are safely and secretly housed. These shafts are fitted throughout with step irons, so that the workmen can readily pass up and down and keep the pipes under constant inspection without once entering the interior of the cathedral. The pipes as already mentioned, are of lead, and being 8 inches square with the sides 3-16-inch thick, the work of taking down and replacing an entire length from top to bottom is no trivial task. Not the least remarkable point about the matter is that the pipes are those originally fixed up by Wren, and it speaks well for the quality of the metal selected by him that they should have remained serviceable so long. The authorities have not been able to identify the source from which the lead was obtained, but it is undoubtedly English, and though very hard in appearance, it casts and rolls to perfection. Many tons of this lead pipe are used in and about the cathedral.

BUILDING IN VANCOUVER, B.C.

Extensive building operations in Vancouver, B.C., which have been going on all spring and summer, are still in full blast. For two days, Tuesday and Wednesday, of last week, building permits totalling some \$32,000 were issued. The permit granted to John Fleming, for an \$18,000 row of terraces on Hornby street, made up the greater portion of this. Besides this, Fewara & Canary obtained a permit to erect a large building to be used as a restaurant, on the corner of Grenville and Pender streets.

BUILDING PERMITS IN OTTAWA.

In Ottawa during the past week building permits amounting to over \$26,000 have been taken out. Of these, J. O'Connor has taken out permits for six brick dwelling houses and two brick shops, the whole to cost \$8,800.

ROYAL

"Good Cheer" Range

Four Holes.
Sheet Steel Oven.
For Coal or Wood.

A deviation from the ordinary every-day four-hole Range. Being cast upon a Deep Base it has a solid, substantial, "well-to-do" appearance; at once creating the impression that it belongs to the "best families"—and this impression is lasting.

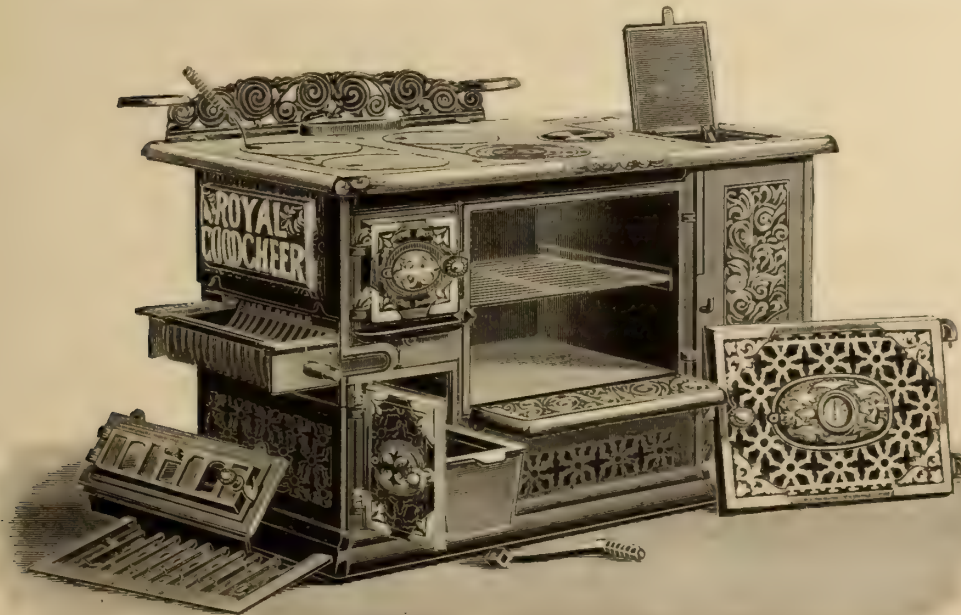
Possibly a little higher in price, **but a great deal higher in standard** than the generality of so-called "first class" four hole Ranges.

Although only introduced in June of this year we have had many repeat orders.

Among the many advantages claimed for this Range we mention only the following:—



NO. 9-20—20 X 20 X 13½.



The Grates can be removed or changed **without disturbing linings or water front.**

All heavy cast iron linings for coal or wood.

A sliding damper on top completely and easily regulates and controls the fire.

Extra large sheet steel oven **thoroughly ventilated.**

Thermometer in door indicating at all times exact temperature of oven.

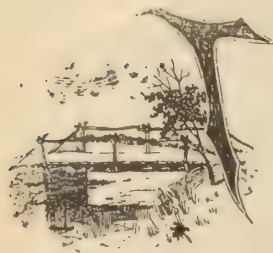
MADE ONLY BY

The Jas. Stewart Mfg. Co., Limited

WOODSTOCK, ONT.

JAS. H. ASHDOWN, WHOLESALE REPRESENTATIVE, MANITOBA AND N.W.T., WINNIPEG, MAN.

THE MAKING OF SULPHUR MATCHES.



THE match-making industry affords a striking instance of the great economy in time and labor which has been accom-

plished, particularly of late years, by the development of labor-saving machinery. Of the many articles that are necessary to the comfort of our domestic life, there are few that are produced and sold so cheaply as the common, tipped match. Were it not for the very ingenious machinery which has been specially devised for their manufacture it would be impossible to produce matches in such enormous numbers, and place them on the market at the astonishingly low price which prevails at the present time. The rapidity of manufacture may be judged from the fact that the machine used in one of the leading factories in the United States, described in a recent issue of *Scientific American*, from which this article is taken, is turning out 18,000,000 matches per day of 20 working hours.

MANUFACTURE OF SPLINTS.

The raw material for the manufacture of "splints," as the diminutive sticks of wood which carry the igniting material are called, usually consists of a special grade of sawn lumber, the wood being chosen for the straightness of its grain and its freedom from notches. This lumber costs from \$26 to as high as \$50 per 1,000, board measure. In cutting the splints it is necessary that the grain should run parallel with the splint, otherwise the latter will snap in two when the match is struck. The impossibility of securing sawn lumber in which the grain is everywhere parallel with the board results in a considerable percentage of waste. To avoid this waste and to render it possible to use a cheaper grade of lumber, The Federal Match Company manufacture their splints from white-pine cordwood. The rough lumber, as soon as it is delivered at the works, is peeled, split, and stacked to dry. The split wood is then sawn crosswise of the grain into 2-inch lengths, and the splints are cut from these blocks in the specially designed planing machine. The planing tool of this machine consists of a double row of circular knives superimposed above one another, there being 32 of these little knives in each row. As the knife makes 250 strokes per minute, the capacity of each machine, allowing for time lost in picking up a fresh block, is nearly a million splints per hour. The splints

are first dried by hot air, and then gathered up by boys and placed in the hopper of a cleaning machine, where all slivers or broken fragments are separated out. The cleaner consists of a hopper which delivers the matches onto the upper end of a sloping oscillating table, whose surface contains a number of parallel grooves, running in the direction of the oscillation. At intervals of a few inches transverse slots are cut entirely through the table. The match splints travel down the table and fall into a receptacle below, while the slivers and broken fragments fall through the slots. From the cleaning machine the splints are taken to a straightening machine, where they are shaken down until they arrange themselves side by side in long parallel rows, just as cordwood is arranged and stacked by the woodcutter. The machine is then stopped and the slats drawn away, leaving the matches straightened out ready for further handling. They are picked up and put in "holders," little boxes 4 inches deep, 2 inches wide, and 15 inches in length.

THE MATCH-MAKING MACHINE.

The match-making machine finishes the match in one continuous operation, dipping it in paraffine wax, tipping it with phosphorus, drying it out, and delivering it ready for shipment, the whole operation taking just 32 minutes, and the matches being turned out at the rate of 18,000,000 per day of 20 hours. Generally speaking, this machine may be described as an endless belt, 600 feet in length, known as the carrier, which extends up and down the length of the room, passing at each turn over end-sprockets. The belt travels with an intermittent motion at the rate of 9 inches a stroke and 30 strokes a minute. Each link of the belt consists of a set of transverse slats, known as a "block," and in each block are placed 400 splints. After the splints have been inserted no further handling is necessary, each block being successively dipped in wax, dried, tipped with phosphorus and again dried, and finally delivered as finished matches ready for packing.

The special improvement in the machine under consideration, as distinguished from all others, lies in the great rapidity with which the splints can be charged into the endless carrier. In the ordinary type, the splints are fed a few at a time from a single hopper located at the charging station, a single row of matches being fed at each forward movement. In the machine used in the particular factory referred to by *Scientific American*, the hopper is replaced by a vertical loop, called the charging station, which is arranged above the endless carrier and

has an intermittent motion corresponding in speed and frequency with the movements of the carrier. In the vertical sides of this charging station are eight assembling stations, each of which performs functions corresponding to those of the single hopper in the old type of match-making machine, by charging in this case a row of 50 splints into special perforated brass holders. Each of these holders has a capacity of 8 rows of splints; and by the time a holder has made the circuit of the eight charging stations and passed entirely around the loop, it is loaded with its full quota of 400 splints. The loaded holder is now automatically brought into position over the carrier, and its load discharged directly into the frame or "block" beneath it, 400 splints being delivered at each intermittent stroke of the machine. It will thus be seen that, by the provision of a separate multiple-unit charging station in place of the single hopper, the capacity has been increased 10-fold.

Each frame is made up of 9 parallel slats of wood, which extend across the full width of the carrier. As each frame is successfully brought forward beneath the brass plates the load of 400 splints is pushed down from the plates into the frames. The slats are then closed up tightly, and the splints locked in, by means of a circular cam.

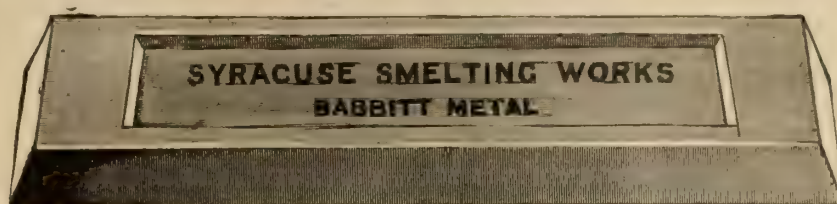
THE ENDLESS CARRIER,

as we have said, has an intermittent motion in one direction, and the insertion of the matches in the block is accomplished at the moment the carrier is stopped—the cam opening the frames, the matches being transferred from the brass holder, and the slats closed up and locked before the carrier makes its next advance. The frames, with the matches in place, next travel over a steam-heated drying table, at the end of which a beater strikes a blow upon each frame and levels the matches out evenly, ready for their passage over the phosphorous roller. The lower ends of the splints then travel through a bath of melted paraffine wax, the paraffine being necessary to make the splint burn easily after the match is struck. The matches next travel over a roller, the lower part of which is immersed in a steam-heated bath of melted phosphorus. As each frame, with its 400 matches, travels across the upper portion of this roller the proper amount of phosphorus is deposited. By the time the matches have travelled in the carrier through the whole circuit of the machine the composition has become thoroughly dried out. The matches are ultimately brought back to the receiving station end of the system, where the circular cam descends between the slats and releases the matches, and they are pushed out of the carrier frame automatically by means of a discharger comb which descends from above the slats for this purpose. The matches are then carried down over an inclined, oscillating table, where they are automatically arranged in parallel piles for convenience of handling. They are then gathered up and taken to the packing tables, where they are put into match boxes of various sizes, and packed in boxes and in crates for shipment.

USE PHOSPHORINE BABBITT METAL

It is the new discovery. Ask for particulars.

It is the only Anti-Friction Metal known to be chemically pure.



For Paper and Pulp Mills, Saw and Wood Working Machinery, Cotton and Silk Mills, Dynamos, Marine Engines, and all kinds of Machinery Bearings.

Wire, Triangular and Bar Solder, Pig Tin, Lead, Ingot Copper, Ingot Brass, Antimony, Aluminum, Bismuth, Zinc Spelter, Phosphor Tin, Phosphor Bronze, Nickel, etc., always in stock.

CANADIAN WORKS, MONTREAL, P.Q.
AMERICAN " SYRACUSE, N.Y.

Syracuse Smelting Works

Wire.
Hat and Coat, discount 45 per cent.
Belt, per 1,000..... 0 60
Screw, bright, dis. 55 per cent.
HORSE NAILS.
"O" brand 50 and 7½ p.c. off new list } Oval-
"M" brand 50, 10 and 5 per cent. } head
Countersunk, 60 per cent.

HORSESHOES
F.O.B. Montreal.
No. 2 No. 1.
and larger smaller.
Iron Shoes.
Light, medium, and heavy... 3 50 3 75
Snow shoes..... 3 75 4 00
Steel Shoes.
Light..... 3 60 3 85
Featherweight (all sizes).... 4 85 4 85
F.O.B. Toronto, Hamilton, London and
Guelph, 10c. per keg additional.
Toe weight steel shoes..... 6 70

JAPANNED WARE.
Discount, 45 and 5 p.c. off list, June 1899

ICE PICKS.
Star per doz..... 3 00 3 25
KETTLES.
Brass spun, 7½ p.c. dis. off new list.
Copper, per lb..... 0 30
American, 60 and 10 to 65 and 5 p.c.

KEYS.
Lock, Can., dis. 45 p.c.
Cabinet, trunk, and padlock,
Am. per gross..... 60

KNOBS.
Door, japanned and N.P., per
doz..... 1 50 2 50
Bronze, Berlin, per doz..... 2 75 3 25
Bronze Genuine, per doz..... 6 00 9 00
Shutter, porcelain, F. & L.
grows, per gross..... 1 30 4 00
White door knobs—per doz..... 1 25

HAY KNIVES.
Discount, 50 and 10 per cent.
LAMP WICKS.
Discount, 60 per cent.

LANTERNS.
Cold Blast, per doz..... 7 00
No. 3 "Wright's"..... 8 50
Ordinary, with O burner..... 4 00
Dashboard, cold blast..... 9 00
No. 0..... 5 75
Japanning, 50c. per doz. extra.

LEMON SQUEEZERS.
Porcelain lined,..... per doz. 2 20 5 60
Galvanized..... 1 87 3 85
King, wood..... 2 75 2 90
King, glass..... 4 00 4 50
All glass..... 1 20 1 30

LINE.
Fish, per gross..... 1 05 2 50
Chalk..... 1 90 7 40

LOCKS.
Canadian, dis. 45 p.c.
Russell & Erwin, per doz.... 3 00 3 25
Cabinet.
Eagle, dis 30 p.c.
Padlock..... 50 6 00
English and Am. per doz.... 1 00 2 40
Scandinavian,
Eagle, dis. 30 to 25 p.c.

MACHINE SCREWS. Iron and Brass.
Flat head discount 25 p.c.
Round Head discount 20 p.c.
MALLETS.
Tinmiths' per doz..... 1 25 1 50
Carpenters' hickory, per doz 1 25 3 75
Lignum Vitae, per doz..... 3 85 5 00
Caulking each..... 60 2 00

MATTOCKS.
Canadian, per doz..... 5 50 6 50

MEAT CUTTERS.
American, dis. 25 to 30 p.c.
German, 15 per cent.

MILK CAN TRIMMINGS.
Discount, 25 per cent.

NAILS.
Quotations are:
2 d and 3 d..... \$3 55 \$3 85
3 d..... 3 20 3 52
4 and 5 d..... 2 85 3 35
6 and 7 d..... 2 85 3 20
8 and 9 d..... 2 70 3 05
10 and 12 d..... 2 65 2 85
16 and 20 d..... 2 60 2 90
30, 40, 50 and 60 d. (base)..... 2 55 2 85

Wire nails in carlots are \$2.77½
Galvanizing 2c. per lb. net extra.
Steel Cut Nails 10c. extra.
Miscellaneous wire nails, dis. 70 and 10 p.c.
Coopers' nails, dis. 30 per cent.
Flour barrel nails, dis. 25 per cent.

NAIL PULLERS.
German and American..... 1 85 3 50
NAIL SETS
Square, round, and octagon
per gross..... 3 38 4 00
Diamond..... 12 00 15 00

NETTING.
Poultry, 55 per cent. for McMullen's
OAKUM. Per 100 lb.
Navy..... 6 00
U. S. Navy..... 7 25

OIL.
Water White (U.S.)..... 0 16½
Prime White (U.S.)..... 0 15½
Water White (Can.)..... 0 15
Prime White (Can.)..... 0 14

OILERS.
McClary's Model galvan. oil
can, with pump, 5 gal.,
per doz..... 10 00
Zinc and tin, dis. 50, 50 and 10.
Copper, per doz..... 1 25 3 50
Brass..... 1 50 3 50
Malleable, dis. 25 per cent.

GALVANIZED PAIRS.
Dufferin pattern pairs, dis. 45 p.c.
Flaring pattern, discount 45 per cent.
Galvanized wash tubs discount 45 per cent.

PIECED WARE.
Discount 40 per cent. off list, June, 1899.
10-qt. flaring sap buckets, dis. 40 p.c.
8, 10 and 14-qt. flaring pails, dis. 40 p.c.
Creamer cans, dis. 40 p.c.

PICKS.
Per doz..... 6 00 9 00
PICTURE NAILS.
Porcelain head, per gross..... 1 75 3 00
Brass head..... 0 40 1 00

PICTURE WIRE.
Tin and gilt, discount 75 p.c.

PLANES.
Wood, bench, Canadian dis. 40 per cent.
American dis. 50.
Wood, fancy Canadian or American 7½
to 40 per cent.

PLANE IRONS.
English, per doz..... 2 00 5 00

PLIERS AND NIPPERS.
Button's Genuine per doz pairs, dis. 37½
40 p.c.
Button's Imitation, per doz.... 5 00 9 00
German, per doz..... 0 60 2 60

PLUMBERS BRASS GOODS.
Compression work, discount, 60 per cent.
Fuller's work, discount 65 per cent.
Rough stops and stop and waste cocks, discount, 60 per cent.

Jenkins disk globe and angle valves, discount, 55 per cent.
Standard valves, discount, 60 per cent.
Jenkins radiator valves discount 55 per cent.
standard, dis., 60 p.c.

Quick opening valves discount, 60 p.c.
No. 1 compression bath cock..... 2 00
No. 4..... 2 00
No. 7, Fuller's..... 2 50
No 4½, "..... 3 00

POWDER.
Velox Smokeless Shotgun Powder.
100 lb. or less..... 0 85
1,000 lb. or more..... 0 80
Net 30 days.

PRESSED SPIKES.
Discount 22½ per cent.

RULLEYS.
Hothouse, per doz..... 0 55 1 00
Arie..... 0 22 0 33
Screw..... 0 27 1 00
Awning..... 0 35 2 50

PUMPS.
Canadian cistern..... 1 80 3 60
Canadian pitcher spout..... 1 40 3 10

PUNCHES.
Saddlers', per doz..... 1 00 1 85
Conductors'..... 9 00 15 00
Tinners' solid, per set..... 0 00 0 72
" hollow, per nob..... 0 00 1 00

RANGE BOILERS.
Galvanized, 3 gallons..... 7 00
" 35 "..... 8 25
" 40 "..... 9 50
Copper, 30 "..... 22 00
" 35 "..... 26 00
" 40 "..... 30 00
Discount off Copper Boilers 10 per cent.

RAKES.
Cast steel and malleable, 70 p.c.
Wood, 10 per cent.

RAZORS.
per doz.
Elliot's..... 4 00 18 00
Geo. Butler & Co.'s..... 4 00 18 00
Boker's..... 7 50 11 00
" King Cutter..... 12 50 50 00
Wade & Butcher's..... 3 60 10 00
Theile & Quack's..... 7 00 12 00

REAPING HOOKS.
Discount, 70 per cent.

REGISTERS.
Discount..... 40 per cent.

RIVETS AND BURRS.
Iron Rivets, black and tinned, discount 60
and 10 per cent.
Iron Burrs, discount 55 per cent.
Extras on Iron Rivets in 1-lb. cartons, ½ c.
per lb.

Extras on Iron Rivets in ½-lb. cartons, 1c.
per lb.
Copper Rivets & Burrs, 35 and 5 p.c. dis.
and cartons, 1c. per lb. extra, net.
Extras on Tinned or Coppered Rivets
½-lb. cartons, 1c. per lb.

RIVET SETS.
Canadian dis. 35 to 37½ per cent.

ROPE ETC.
Signal. Manila.
7-16 in. and larger, per lb. 11½ 15½
Cotton, 3-16 inch and larger
" 5-32 inch..... 16 16
" ½ inch..... 21 21
Russia Deep Sea..... 15½ 15½
Jute..... 5 5
Lath Yarn..... 10½ 10½

RULES.
Boxwood, dis. 75 and 10 p.c.
Ivory, dis. 37½ to 40 p.c.

SAD IRONS. per set.
Mrs. Potts, No. 55, polished..... 62½
" No. 50, nickel-plated..... 67½

SAND AND EMERY PAPER.
Dominion Flint Paper, 47½ p.c. cent.
B & A sand, 40 and 5 per cent.
Emery, 40 per cent.

Garnet (Rutten), 5 to 10 p.c. advance on list.
SAP SPOUTS.
Bronzed iron with hooks, per doz... 9 50

SAWS.
Hand Disston's, dis. 12½ p.c.
S. & D., 40 per cent.

Croscut, Disston's, per ft.... 35 0 55
S. & D., dis. 35 p.c. on Nos. 2 and 3.
Hack, complete, each..... 0 75 2 75
" frame only..... 0 75

SASH WEIGHTS.
Sectional, per 100 lb..... 2 25 2 50
Solid..... 1 75 2 00

SASH CORD.
Per lb..... 0 23 0 30

SAWS.
" Lincoln" and 1 Whitig, per doz... 6 60
Hand Set, No. 1 Woodcut (Morrill) 4 25
X-cut sets, No. 3 Woodcut (Morrill) 9 50

SALES.
Standard, 45 p.c.
Champion, 65 p.c.
Spring Balances, 10 p.c.

Fairbanks Standard, 35 p.c.
" Dominion, 55 p.c.
" Richelieu, 55 p.c.
Warren's new Standard 45 p.c.
" Champion 55 p.c.

SCREW DRIVERS.
Sargent's per doz..... 0 65 1 00

SCREWS.
Wood, F. H., bright and steel, 87½ and 10 p.c.
Wood R. H., " dis. 82½ and 10 p.c.
" F. H., brass dis. 80 and 10 p.c.

Wood, R. H., " dis. 75 and 10 p.c.
" F. H., bronze, dis. 75 p.c.
" R. H., " 70 p.c.
Drive Screws, 87½ and 10 per cent.
Bench, wood, per doz..... 3 25 4 00
" iron..... 4 25 5 75
Set, Case hardened, 60 per cent.
Square Cap, 50 and 5 per cent.
Hexagon Cap, 45 per cent.

SCYTHES.
Per doz, net..... 9 01

SCYTHE SNATHS.
Canadian, dis. 45 p.c.

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Seymour's, dis. 50 and 10 p.c.

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Lock, Andrews..... 4 50 11 50

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1, 1½ lb., per lb..... 0 37
2 lb. or over, per lb..... 0 34

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Iron, No. 493, per doz..... 2 40 2 55
" No. 494, "..... 3 25 3 40
Steel, dis. 60, 10 and 5 p.c.
Try and beryl, dis. 50 to 52½ p.c.

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Plain, dis. 75 and 12½ p.c. off revised list
Retinned, dis. 75 p.c. off revised list.

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Galvanized..... 3 50 4 00
Plain..... 3 25 3 75
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American dis. 25 p.c.

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Washita..... 0 28 0 60
Hindostan..... 0 06 0 07
" slip,..... 0 09 0 09
Labrador..... 0 13
Turkey..... 0 15
Arkansas..... 0 50
Water-of-Ayr..... 0 00 1 50
Scythe, per gross 3 50 5 00
Grind 2 in. 40 to 200 lb. per ton..... 25 00
Grind. under 2 in. thick "..... 28 00
"..... 29 00

STOVE PIPES.
5 and 6 inch Per 100 lengths..... 7 00
7 inch "..... 7 50

ENAMELINE STOVE POLISH.
No. 4-3 dozen in case, net cash..... \$4 80
No. 6-3 dozen in case, "..... 8 40

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Cheese-box tacks, blued..... 80 & 12½
Trunk tacks, black and tinned..... 85
Carpet tacks, blued..... 80 & 15
" tinned..... 80 & 20
" (in kegs)..... 40
Out tacks, blued, in dozens only..... 80
In bulk..... 75
In dozens..... 85, 12½ & 12½
Swedes, upholsterers', bulk..... 85, 12½ & 12½
" brush, blued & tinned, bulk..... 70
" gimp, blued, tinned and
japanned..... 75 & 12½

Zinc tacks..... 35
Leather carpet tacks..... 55
Copper tacks..... 50
Copper nails..... 51½

Trunk nails, black..... 65 and 5
Trunk nails, tinned..... 65 and 10
Clout nails, blued..... 65 and 5
Chair nails..... 35

Patent brads..... 40
Fine finishing..... 40
Lining tacks, in papers..... 10

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For Provinces of Ontario and Quebec.

For other Provinces.

Lining tacks, in bulk	15
" solid heads, in bulk	75
Saddle nails in papers	10
" in bulk	15
Tufting buttons, 22 line, in dozens only	60
Tin capped trunk nails	25
Zinc glazier's points	5
Double pointed tacks, papers	90 and 10
" bulk	40

TAPE LINES.

English, ass skin, per doz	2 75	5 00
English, Patent Leather	5 50	9 75
Chesterman's each	0 90	2 85
steel, each	0 80	8 00

THERMOMETERS.

Tin case and dairy, dis. 75 to 75 and 10 p.c.

TRAPS. (Steel.)

Game, Newhouse, dis. 25 p.c.	
Game, H. & N., P. S. & W., 65 p.c.	
Game, steel, 72 1/2, 75 p.c.	

TROWELS.

Disston's discount 10 per cent.	
German, per doz	4 75 6 00
S. & D., discount 35 per cent.	

TWINES.

Bag, Russian, per lb.	0 27
Wrapping, cotton, 3-ply	0 18 1/2
" 4-ply	0 23 1/2
Mattress, per lb.	0 33 0 45
Staging, "	0 27 0 35

VISES.	
Wright's	0 13 1/2
Brook's	0 12 1/2
Pipe Vise, Hinge, No. 1	3 51
" No. 2	5 50
Saw Vise	4 51 9 00

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White, Princess, Turquoise, Blue and White, discount 50 per cent.
Diamond, Famous, Premier, 50 and 10 p.c.
Granite or Pearl, Imperial, Crescent, 50, 10 and 10 per cent.

WIRE.

Brass wire, 50 to 50 and 2 1/2 per cent. off the list.
Copper wire, 45 and 10 per cent. net cash 30 days, f.o.b. factory.

Smooth Steel Wire, is quoted at the following net selling prices:

No. 6 to 8 gauge	\$2 90
" 9	2 80
" 10	2 87
" 11	2 90
" 12	2 95
" 13	3 15
" 14	3 37
" 15	3 50
" 16	3 65

Other sizes of plain wire outside of Nos. 9, 10, 11, 12 and 13, and other varieties of plain wire remain at \$2.81 base with extras as before. The prices for Nos. 9,

to 13 include the charge of 1 c. for oiling. Extras net per 100 lb.: Coppered wire, 60c.—tinned wire, \$2—oiling, 10c.—special hay-baling wire, 30c.—spring wire, \$1—best steel wire, 75c.—bright soft drawn, 15c.—in 50 and 100-lb. bundles net, 10c.—in 25-lb. bundles net 15c.—packed in casks or cases, 15c.—bagging or papering, 10c.

Fine Steel Wire, dis. 17 1/2 per cent.

List of extras: In 100-lb. lots: No. 17, \$5—No. 18, \$5.50—No. 19, \$6—No. 20, \$6.65—No. 21, \$7—No. 22, \$7.30—No. 23, \$7.65—No. 24, \$8—No. 25, \$9—No. 26, \$9.50—No. 27, \$10—No. 28, \$11—No. 29, \$12—No. 30, \$13—No. 31, \$14—No. 32, \$15—No. 33, \$16—No. 34, \$17. Extras net—tinned wire, Nos. 17-25, \$2—Nos. 26-31, \$4—Nos. 32-34, \$6. Coppered, 5c.—oiling, 10c.—in 25-lb. bundles, 15c.—in 50 and 10-lb. bundles, 25c.—in 1-lb. hanks, 50c.—in 1/2-lb. hanks, 75c.—in 1/4-lb. hanks, \$1—packed in casks or cases, 15c.—bagging or papering, 10c.

Galvanized Wire, per 100 lb.—Nos. 6, 7, 8, \$3.50 to \$3.8—No. 9, \$2.85 to \$3.15—No. 10, \$3.60 to \$3.95—No. 11, \$3.70 to \$4.10—No. 12, \$3 to \$3.30—No. 13, \$3.10 to \$3.45—No. 14, \$4.1—No. 15, \$4.60 to \$5.05—No. 16, \$4.85 to \$5.35. Base sizes, Nos. 6 to 9, \$2.57 1/2 f.o.b. Cleveland. Clothes Line Wire, regular 7 strand No. 17, \$4.65; No. 18, \$2.9; No. 19, \$2.69. Ho

low 6 str nd, No. 17, \$4.30; No. 18, \$2.70; No. 19, \$1.35; No. 20, \$2.30, f.o.b. Hamilton, Toronto, Montreal.

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Galvanized barb	3 65
Galvanized, plain twist	3 65
Galvanized barb, f.o.b. Cleveland, \$2.82 1/2 in less than carlots, and \$2.70 in carlots	

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Painted Screen, per 100 sq. ft., net.. 1 35

WASTE COTTON.

Colored	per lb. 6
White	8

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Agricultural, 60 p.c.	
Coe's Genuine, dis. 20 to 25 p.c.	
Towers' Engineer, each	2 00 7 00
" S., per doz	5 80 6 00
G. & K's Pipe, per doz	3 40
Burrell's Pipe, each	3 00
Pocket, per doz	0 25 2 90

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Leader	per doz. \$30 0	33 00
Royal Canadian	"	24 00
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Terms 4 months, or 3 p.c. 30 days.
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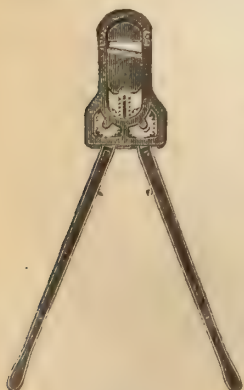
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--The "Candaper" leads—strong,
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The "Chicago" costs a little less
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DIAMOND EXTENSION STOVE BACK

They are easily
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by any one.

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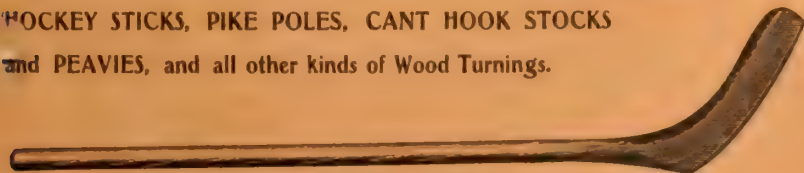
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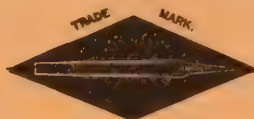


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For Steam, Hot or Cold Water, and Air.

Packs equally well for all. There is no packing made that will last as long or withstand as well the action of steam heat. Carried in stock in rolls about 36-in. wide, and the following thicknesses: 1/32, 1/16, 3/32 and 1/8.

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The Weekly Organ of the Hardware, Metal, Heating, Plumbing and Contracting Trades in Canada.

VOL. XIII.

MONTREAL AND TORONTO, NOVEMBER 16, 1901.

NO. 46

POCKET **H. BOKER & Co's** KNIVES
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TREE BRAND
TRADE MARK
RAZORS **CUTLERY** SCISSORS

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"Queen's Head"—Best quality, best galvanizing.

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Other Tools are very
good Tools, but

"YANKEE TOOLS" ARE BETTER



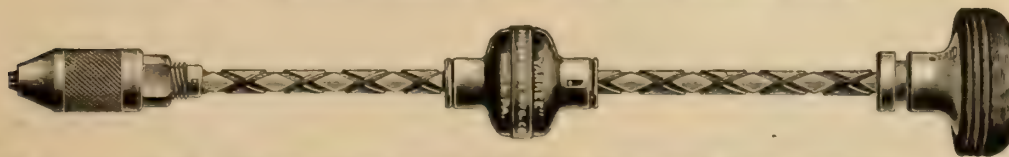
No. 15. "Yankee" Ratchet Screw Driver, with Finger Turn on Blade.



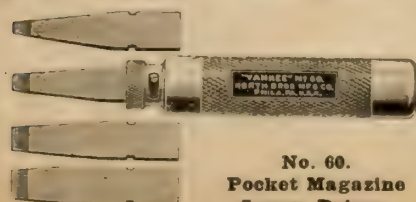
No. 30. "Yankee" Spiral-Ratchet Screw Driver, Right and Left Hand.



No. 41. "Yankee" Automatic Drill, Eight Drill Points in Handle.



No. 50. "Yankee" Reciprocating Drill, for Iron, Steel, Brass, Wood, etc.



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They are hot forged from the best Swedish Charcoal Steel Nail Rods, combining the best process and the best material known for making a horse nail.

They will wear longest, as they are the toughest, and drive easier than any other, by reason of their faultless design and perfect hardened points.

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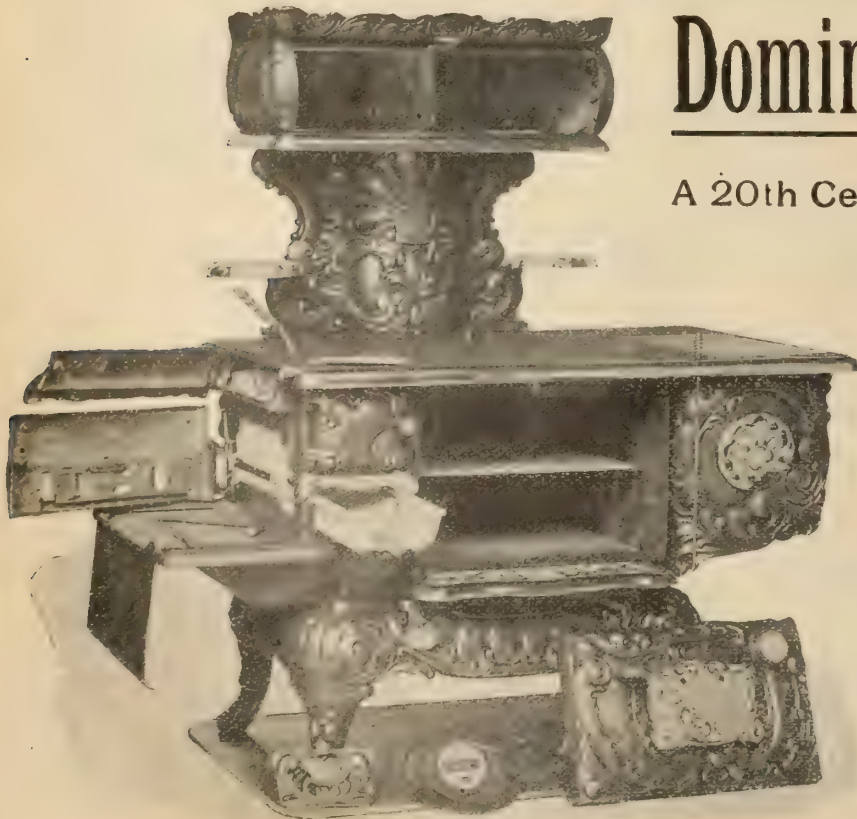
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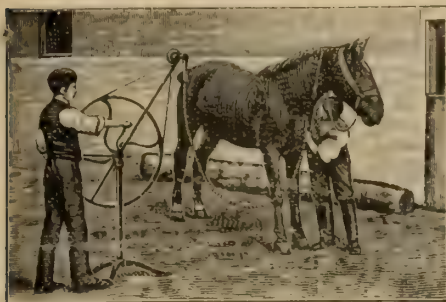
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Cuts over three teeth.

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and some of the products of same.With this Trade Mark you have a
Guarantee of Quality.Wire
Nails.Wood
Screws.Jack
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BED, BLIND AND FENCE STAPLES,
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COSMOPOLITAN.

This name is wide in its meaning, for it
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are well named, for they
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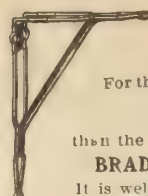


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Will Hold Up a Shelf!

That's what a shelf bracket is for.

For this purpose there can be

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BRADLEY STEEL SHELF BRACKET

It is well **Japanned, Strong and Light.**
The saving in freight is a good profit, aside from the **lower price** at which the goods are sold.
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IMPROVED CARPENTERS' TOOLS

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H. & R. Automatic Ejecting Single Gun.

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Descriptive Catalogue on request.

London Fence Machines have no equal in the world.

Our new reversible crank machines are perfect, will work easily over any ground. The "London" saves money for the farmer and makes it for the dealer.

Kincardine, Oct. 4th 1901.

The London Fence Machine Co.,
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Yours, very truly,

MASON BROS., Hardware Merchants.

Send us your order for a sample pair of our "Safety" Tackle Blocks at wholesale price.
All kinds of Fence Supplies and Wire wholesale.

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DISSTONS ALUMINUM STEEL **FILES**

MANUFACTURED FROM CRUCIBLE STEEL
CAREFULLY FORGED AND HARDENED

THEY ARE NOT ONLY THE BEST SELLERS,
BUT AFTER YOUR CUSTOMER HAS ONCE
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"LITTLE OX" Furnaces for Wood

Are the best in the market
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They are immensely powerful—nothing to equal them in their class—the different sizes covering a range of capacities to suit all necessities.

We make them with either double or triple return flue radiators, giving an immense fire travel. Supplied in portable form as shown, or stationary for brick setting.

Perfected in every detail, smoke and dust proof, easily run, taking 3 ft. rough wood, with guaranteed capacities up to 50,000 cubic feet—you will find them in most popular demand whenever a genuinely good wood furnace is needed.

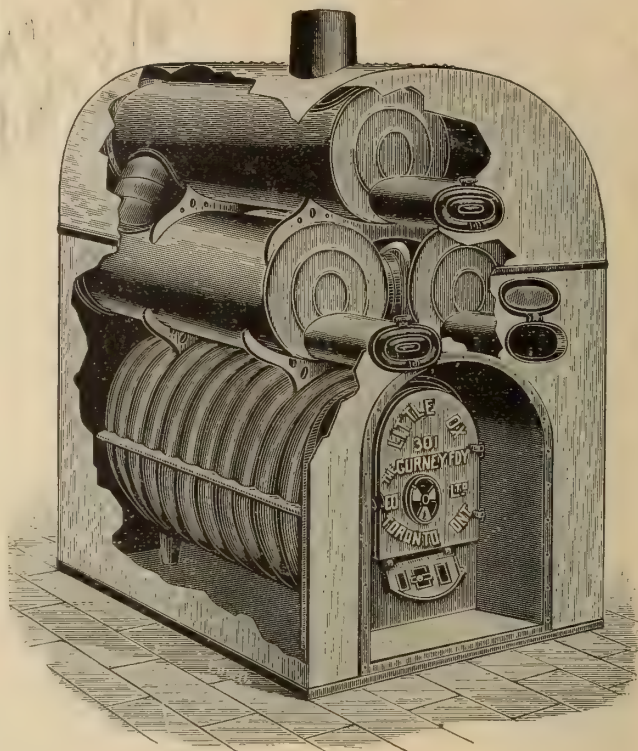
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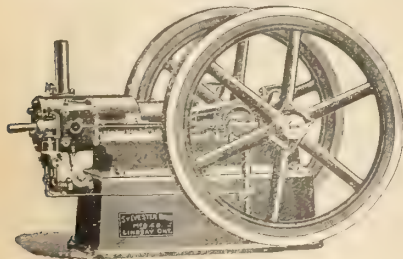
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SYLVESTER Gas and Gasoline ENGINES



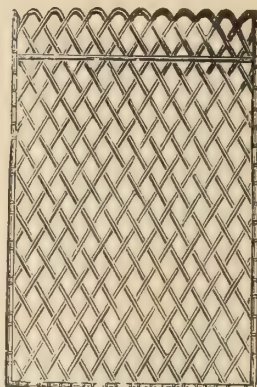
are, beyond doubt, the most complete and economical engines on the market. They are compact and perfectly under control, easily managed, get up speed immediately, thoroughly reliable, and, where intermittent power is required, they are just the thing.

They are built in sizes from 1 to 20 horse power, upright and horizontal, for pleasure yachts, boats, shops, farm work, and any purpose where light power is required.

Tell us to what use you want to put the engine and what power you require, and we will name you prices.

THE SYLVESTER BROS. MFG. CO.,

LINDSAY, ONT.



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FOR

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Improved Quality and Cheaper Prices for 1901

THE B. GREENING WIRE CO., LIMITED
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Dundas Axes

One customer writes: "We have found your Axes the best we have ever handled." Another writes: "Duplicate the shipment made us July 4th." Another says: "We sell the 'Crown Jewel' at \$1.00 and it goes every time."

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Celebrated Scythes

PRICES NO HIGHER THAN CANADIAN—QUALITY BETTER.

If you want them and your Jobber has not got them write to us.

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Have you
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They are the nicest set of samples ever shown to Canadian trade. They are right in every respect.

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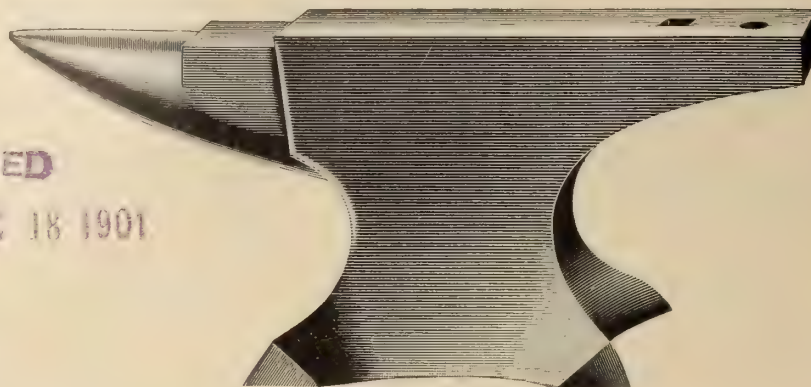
**Don't wait
too long**

if our travellers do not
call on you drop us a card.

THE DURHAM RUBBER CO., LIMITED

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ANVILS for PROSPECTORS or FARMERS.



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(Cut Half Size of No. 5.)

CAST FROM A SPECIAL GRADE OF EXTRA TOUGH IRON.

FACE CHILLED AND POLISHED. BODY JAPANNED.

Made in eight sizes—5, 10, 15, 20, 25, 30, 40, 50 lbs. each.

HUNDREDS HAVE BEEN SOLD — EVERY ONE HAS GIVEN SATISFACTION.

Manufactured by **A. R. WOODYATT & CO., Guelph, Canada.**

SOLD ONLY THROUGH THE WHOLESALE TRADE.

Leaders For the Fall Trade.

IT WILL PAY YOU TO HANDLE THESE LINES.

Kemp's "Royal" Tea Kettles.

Made with Pit and Body in one piece. A strong and durable Kettle, supplied in all copper or all copper heavily nickel plated.



Kemp's "Climax" Hot Water Kettles.

For Base Burners or table use. All copper, nickel plated, with embossed ornamental snowshoe band around bodies; also supplied with plain bodies.

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AN OBJECT LESSON FOR BUSINESS MEN.

ONE thing about the recent elections in New York that is most significant is the fact that public opinion has been aroused.

Communities that are neither hot nor cold in regard to the matters of public administration can no more have good government than can a stream whose source is foul furnish pure water. New York may not be as corrupt as some of the opponents of Tammany maintain it is, but that it is corrupt, and that to an alarming extent, is true beyond all question. Had public opinion been active instead of passive such a condition of affairs as now exists in New York would not have been possible.

Tammany has become a despot, but it is a despot by the votes of the people. In these days when every man has a vote the

people themselves have no one to blame but themselves if they are governed by corrupt or incapable men. The recent event in New York has proved this. It was not that a new class of citizens was brought in to turn Tammany out. It was the old citizens who had been aroused that did it.

And in the work of cleaning out the Augean stalls none took a more active part in the work than the business men of New York. Seth Low, the man who led the forces of reform, is a successful business man, and we may look for his administration to be a businesslike one.

The experience of the business men in New York should be an incentive to the business men in Canada. In no city or town in this country are affairs probably so corruptly administered as in New York, but we know that in many of them incapacity at least abounds. And it is an effect of which apathy is the cause.

Six or seven weeks hence the electors in the different municipalities in Ontario will be called upon to elect their councillors or aldermen, and it is to be hoped the business men will arouse themselves and select men of integrity and of businesslike ability.

EXTRAS ON BAR IRON CUT TO LENGTHS.

An important change is announced by the rolling mills in the extras applying upon bar iron and steel cut to lengths. Heretofore, extras of 10c. have only been charged on lengths cut under 2 feet, but under the new order the extras are as follows when rolling: 2 ft. and over, 10c. per 100 lb.; 1 ft. and under 2 ft., 15c. per 100 lb.; under 1 ft., 20c. per 100 lb.; over 20 ft., by special agreement, according to length and size.

THE ROPE SITUATION.

THE further advance in the price of rope chronicled in last week's issue is entitled to rather more than the passing reference which was then given to it.

During the last two months the aggregate advance in manila rope is 2c., and in sisal 1c. per lb. The advance in lathyrarn from the lowest point is ¾c. per lb.

The base price of pure manila rope is now 15½c. per lb., on British manila rope 12½c., and on sisal 11½c. per lb. Lathyrarn is quoted at 10¼c.

The price of manila rope was advanced 1c. per lb. in the United States last week, but no change was made in other descriptions.

It was early in September that the upward tendency in the price of rope began, and its cause was the strength of the hemp market. During September the transactions in manila hemp were unprecedented in the annals of the trade.

A London, England, fibre firm recently issued an interesting circular in regard to the hemp market. It dealt with the trade of the past four years. Since the Philippine Islands came into the possession of the United States and the Spaniards have been driven out, the native laborer, conceiving a more exalted idea of his position, obtains a wage fully ten times greater than under the old regime. This naturally has had its effect on the cost of hemp. Furthermore, the production of hemp has fallen off considerably, while buyers, hoping for a more settled state of the country, have been buying sparingly. The world's minimum consumption of manila hemp is placed at 800,000 bales per annum, but the shipments from Manila during the last four years were, on an average, only 750,000 bales, as follows: 1897, 907,000 bales; 1898, 794,000 bales; 1899, 607,000 bales; 1900, 692,000 bales.

A CLASSIFICATION THAT DOES NOT CLASSIFY.

IN his annual address at Montreal last week, President Ellis gave some attention to the classification of the exports of manufactured products in The Trade and Navigation Returns. Under the classification in those Returns the total exports of manufactured products were \$16,012,502, or about 10 per cent. of the total export trade of the country. Referring to this, Mr. Ellis said: "I emphasize the fact that our exports of manufactured goods comprise not merely 10 per cent., but approximately 40 per cent. of the total."

It is evident to everyone who has taken the trouble to analyze the statistics appertaining to manufactured products that the present classification in The Trade and Navigation Returns by no means gives justice to the export trade in that particular branch of industry. The articles which come under the official classification of "manufactures" are as follows:

Agricultural implements.	Hardware.
Books, pamphlets, maps, etc.	Manufactures of iron and steel.
Biscuits and bread.	Jewellers' sweepings.
Bricks.	Junk.
Buttons.	Lamps and lanterns.
Candles.	Leather.
Carriages.	Boots and shoes.
Carriages, parts of.	Harness and saddlery.
Carts.	Lime.
Wagons.	Liquors of various kinds.
Bicycles.	Molasses.
Bicycle parts.	Musical instruments.
Other vehicles.	Oakum.
Charcoal.	Oilcake.
Cement.	Oil.
Cinders.	Photographs.
Clay, manufactures of.	Plumbago.
Clothing and wearing apparel.	Rags.
Coke.	Sails.
Cordage, rope and twine.	Ships sold to other countries.
Cotton fabrics.	Soap.
Cottons, other.	Starch.
Cotton waste.	Stone, ornamental and building.
Drugs, chemicals and medicine.	Sugar.
Dye stuffs.	Sugarhouse syrup.
Electrotypes.	Tar.
Extract of hemlock bark.	Manufactures of tin.
Explosives and fulminates of all kinds.	Tobaccos, Cigars and cigarettes.
Felt.	Tow.
Fertilizers.	Vinegar.
Fur manufactures.	Wall paper.
Glass and glassware.	Barrels.
Grindstones, manufactured.	Household furniture.
Gypsum or plaster, ground.	Doors, sashes and blinds.
Hats and caps.	Matches and match splints.
Household effects.	Mouldings, trimmings and other house furnishings.
Ice.	Pails, tubs, churns and other hollow and woodenware.
India rubber manufactures.	Spool wood and spools.
Stoves.	Wood pulp.
Castings.	Woollens.
Pig iron.	
Machinery and machines.	
Scrap iron or steel.	

"manufactures" is much more comprehensive. For example, ashes, treenails, staves, headings, shingles, box shooks and sawn lumber of all kinds are classified under "manufactures," while in The Trade and Navigation Returns they are defined as "products of the forest." This naturally causes a great difference (and one calculated to perplex those not familiar with the method employed in the compilation of the statistics in the two books) in the figures in The Trade and Navigation Returns and those in The Statistical Year Book. For example, in The Statistical Year Book of 1890, the exports of manufactured products for that year were given as \$39,397,277, while in The Trade and Navigation Returns the figures were \$14,224,287, a difference of 178 per cent. in the returns issued by two different Departments under the same Government! To put it mildly, such a difference is ridiculous.

The fact of the matter is that the whole system of classification should be reorganized, for there are articles now found under nearly every other classification that, strictly speaking, are manufactured products. Take, for example, canned fish. It is now under the fishery classification. Then there are canned vegetables, canned fruits, and cheese, all of which are under the "agricultural products," while canned meats, bacon and hams are to be found under "animals and their products."

As we have already pointed out, the exports of manufactures during the last fiscal year ending June 30, 1901, were \$16,012,502. Now, take the articles we have just enumerated, in addition to others, but which, while strictly speaking are manufactured products, are at present under different classifications, and we find that the value of each exported during the fiscal year 1901 was as follows:

	Value.
Canned lobster	\$ 2,283,930
" salmon	2,889,480
" mackerel	240
" herring	818
Butter	3,295,528
Cheese	20,696,951
Lard	58,602
Bacon	11,493,868
Hams	284,578
Canned meats	419,959
Flour	1,111,130
Oatmeal	467,807
Vegetables, canned or preserved	43,489
Fruits, canned or preserved	130,202
Total	\$43,176,582

Here is a total of \$43,176,582, which, added to the \$16,012,502, credited in the official returns as "manufactures," gives an aggregate of \$59,189,084. And then we have not taken into consideration ashes, tree nails, staves, headings, shingles, box shooks and sawn lumber, which are accounted manufactured products in the Statistical Year Book.

"Manufacture," according to Webster, "is the process of reducing raw materials to a form suitable for use by the hand, by art, or machinery." In the above table we have placed nothing that will not bear that definition, for everything therein is the product of a factory. And a factory is defined by Webster as a "place where workmen are engaged fabricating goods, wares, or utensils."

Mr. Ellis has done good service in pointing out the inequalities in the present classification of manufactures. It would be infinitely better were there no such classification than that which now does duty for it should be continued. It is to be hoped the Canadian Manufacturers' Association will press the matter upon the authorities at Ottawa until an improvement in the classification is secured.

THE NEW PRESIDENT.

Mr. Robert Munro, who has just been unanimously elected president of the Canadian Manufacturers' Association, is managing director of The Canada Paint Co., Limited, Montreal and Toronto. But it is his personality as much as his industrial importance that has won for him the responsible position offered only to the best men of our best class. He is intensely patriotic, and in the discussion of all public matters, as in the conduct of his own business, evinces a breadth of mind that one does not often meet. He is, moreover, possessed of a fund of information that stamps his opinion on any industrial matter as one not to be taken lightly. His knowledge of Canada, her men and her needs is thorough, and under his guidance we look for a continued period of energy and zeal within the Manufacturers' Executive.

Mr. Munro has for some time been on the Council of the Montreal Board of Trade, and it is partly owing to his cheerful optimism that this important body will be provided with a new home. He takes a deep interest in the Montreal Y. M. C. A., and at present is vice-president of that organization.

Anyone who carefully glances over the above list will readily conclude that there are articles of merchandise which do not appear there that are more properly manufactured products than some of those that are thus classified. In The Statistical Year Book, issued under the authority of the Department of Agriculture, the list of articles included under the classification of



The Canadian Manufacturers in Convention

A Notable Gathering at Montreal, Where Important Subjects were Discussed and Significant Speeches by Public Men Delivered.



THE thirtieth annual convention of The Canadian Manufacturers' Association was held in Montreal on Tuesday and Wednesday, November 5 and 6. This was the first time in its history that the association has met outside of Toronto. About 150 delegates were present from all parts of the Dominion and it was doubtless as representative an industrial gathering as Canada has ever seen. The Montreal confreres attended the meetings in large num-

bers and the two evening sessions saw an attendance of over 400 of Canada's wealthiest citizens.

The first item on the programme was of a character to make the visiting delegates feel thoroughly at home. It was a civic reception at the City Hall at which his worship Mayor Prefontaine, in the name of the citizens of Montreal, extended a hearty welcome to the association. The City Hall presented a busy scene about 10 o'clock Tuesday morning as the delegates arrived. They were met by a number of aldermen and Hon. Mr. Rolland, who, by the way, took a warm interest in the entertainment of the visitors

throughout their stay, and escorted them to the council chamber which was pretty well filled. Mayor Prefontaine then read the following

ADDRESS OF WELCOME.

"Mr. President and Gentlemen,—It gives me the greatest pleasure to address a few words of welcome to your association and to express the satisfaction of our citizens at being privileged to entertain your association in a city which owes so much, and which will owe much more to the manufacturing industry of Canada before Montreal's destiny is attained.

"I am one of those who believe that this

GOOD CITY OF MONTREAL,

at present by far the largest, most wealthy and most influential community in the Dominion of Canada—is destined to be one of the three principal cities of the American continent. And in arriving at this conclusion, I have been influenced, among other things, by a recognition of the sterling character and indomitable enterprise of her manufacturers, and a firm belief in a vast development of her manufacturing industry. Of course, I take into account Montreal's unrivalled position as a great seaport in the very heart of the most productive of the continents, and I anticipate the steady improvement of all of her unrivalled

natural trade facilities. I do not fail to recognize the importance of advancing our educational methods, and of perfecting our municipal system of government, and I admit the value of the proverbial energy, industry and skill of our mentally strong, northern-bred working classes—the bone and sinew—yes, and the wholesome heart—of our community. I am perfectly aware, too, of

THE ESSENTIAL IMPORTANCE

of maintaining the soundness—the reputation for scrupulous integrity of our great financial and commercial institutions; but I firmly believe that none of the other interests working for the future greatness of the city in which you are to-day, is of greater importance than the one with which your association is so intimately and so profitably connected.

“And, as Mayor of Montreal, I am proud to say that this good city is almost as much interested in the development of the industrial institutions throughout the length and breadth of this Canada of ours, as it is in those located within our own municipal boundaries.

“Our harbor is the national port. Montreal is, as the metropolis, the

HANDMAID OF THE WHOLE COUNTRY.

Every extra bushel of grain raised in Canada means that much more export trade for Montreal, or will, when our terminal facilities are put on the footing they ought to rest on; every factory established or enlarged means increased trade. So our interests are identical, whether we live here under the shadow of Mount Royal, or are engaged in the development of industrial activity along the busy shores of the great lakes or in the prairie towns of the Far West. It is to your advantage, as well as to ours, that the manufacturing industries of Canada should flourish and that Montreal should prosper and succeed in that gigantic work of perfecting the terminal facilities in the harbor, to which she has set her hands.

“Perhaps I may be permitted to say here that I hope the time has about come when we good Canahians from every hamlet, every village, every town, every city, every Province, of Canada, will regard the interests of our most remote fellow-countrymen as identical with our own. Montreal, I hope, and really believe, has got far beyond that foolish stage when it regards the progress of a sister community with an eye of jealousy, and of all the things which make me proud of the city which has been so generous to me, that is one I especially admire. With our

MARVELLOUS UNDEVELOPED RESOURCES

before us, we have plenty to demand our attention besides squabbling and the cultivation of little sectional jealousies. We are all Canadians, whether by accident of birth we speak French or English, let us do our duty as such in the special sphere of operations in which we happen to be thrown, feeling that while doing our duty by our own district we owe a duty to Canada as a whole, and have a share in the progress and happiness of the whole Dominion. The future of the country depends upon the friendly cooperation of all sections of its widely-spread population, and it is because The Manufacturers' Association is devised with the noble object of securing this very cooperation within one of the most important interests in the country that I take special pride in welcoming you here to-day.

“As I am told that I am to have the privilege of addressing some further remarks to you upon another occasion, I will content myself now with assuring you that you are

THOROUGHLY WELCOME

and that the citizens of Montreal trust that your visit will be productive of much practical benefit and of personal pleasure.”

Mr. P. W. Ellis, president of the association, in reply, thanked, on behalf of the members, the Mayor for his kind reception. He said that 300 years ago Montreal was the principal trading post in Canada, and it was still so to-day; it was the gateway of the Dominion. The association was one of great importance; and, no doubt, this convention in Montreal would lead to the forming of plans which would greatly advance the interests of the manufacturers in the Dominion, for none of the members of the association were more enthusiastic than those of Montreal.

Mr. J. D. Rolland, Chairman of the Reception Committee, spoke a few words of welcome, and referred to the growth of manufacturing interests in the city and country.

The delegates then proceeded outside, where cabs and hacks were awaiting them, for a drive through the city and around the mountain. In the vehicle with Mayor Prefontaine were Ald. Sadler, Mr. R. Munro and Mr. P. W. Ellis.

WOOLLEN BRANCH MEETS.

But while the majority of the members were being entertained, a section of the association was already getting down to work. Forty-two members of the woollen branch met in the ladies' ordinary at the Windsor Hotel where they held a private meeting. A plan of operations was outlined after a full discussion of the existing grievances of the woollen industry, and a resolution was framed to be brought before the general meeting. The following officers were elected for the year. They are:

Chairman—Mr. J. B. Henderson, Paris, Ont.

First vice-chairman—Mr. S. T. Willett, Chambly Canton.

Second vice-chairman—Mr. E. T. Dufton, Stratford, Ont.

Secretary—Mr. T. A. Russell. •

Committee—Messrs. R. R. Stevenson, J. Turnbull, Montreal; J. P. Murray, Toronto; J. Kendry, Peterboro', Ont.; G. Forbes, Hespeler, Ont.; G. Pattinson Preston, Ont.; J. Dick, Toronto; J. F. Morley, M. Boas, St. Hyacinthe, Que.

The first business session of the association was held in the afternoon in the ladies' ordinary of the Windsor, the president, Mr. P. W. Ellis, Toronto, occupying the chair. After expressing pleasure at the large attendance, he asked the members to be terse and concise in their remarks to facilitate the transaction of business. He appointed a committee on resolutions, composed of Messrs. Hees, Roden, Murray, McNaught, Munro, MacMaster, and others, who had resolutions to bring before the meeting.

A letter was read from Vice-President C. C. Ballantyne regretting his enforced absence from the city and his inability to attend the convention. He trusted that the meetings and banquet would be eminently successful, expressed thanks to Messrs. Wm. MacMaster and Frank Paul for their cooperation during the past year and concluded with his warmest wishes for the future.

IRON AND STEEL INDUSTRY.

Mr. George E. Drummond then rose to ask if the association would take in consideration the iron and steel and chemical industries. He pointed out how gratifying it was to Canadians to have seen the immense expansion in the iron and steel industry of the past year. Steel has been carried to a higher point than ever and he considered it would be necessary to afford parallel protection to the industry. A committee was later appointed to look into the matter.

REPORT OF THE TARIFF COMMITTEE.

The report of the Tariff Committee was read by Mr. Hees as follows:

Your Tariff Committee begs leave to submit the following report covering the work of the past year, during which time we have held several meetings to discuss tariff matters, brought to our attention by our members:

DRAWBACK FOR EXPORT.

The first was in the form of a resolution from the Executive Committee asking whether the drawback of duty paid on articles entering into goods for export should be allowed when these articles were manufactured in Canada. The matter was carefully discussed by representatives here on both sides. It was finally resolved, however, that the Committee could not support the request asking that the drawback be not allowed on these classes of goods.

WOOLLENS.

The second matter under consideration was the request of the woollen manufacturers to have the duty increased on woollen goods entering into Canada. This matter has been fully placed before the Committee and before the Association in general. We have voiced the sentiments of our members in strongly submitting to the Government the request last year for protection, and instructed our secretary to assist the woollen deputations in every way possible. So far no concession has

been made, and we have to commend the matter to the attention of the assembled convention again this year.

IRON TUBING.

The third matter under consideration related to the duty on iron tubing and angle iron for the manufacture of spring beds. A request was made for the admission of it free for this purpose as well as for the manufacture of iron bedsteads. This request was recommended to the Government, and we hope that it will yet be adopted.

OATMEAL.

The fourth matter related to the duty on oatmeal. The oatmeal millers asked that the Association endorse their request for such alteration of the tariff as to prevent the duty on raw material exceeding that on the finished product, as is often the case under the working of the Customs tariff, where the duty on the raw material is on a specific basis, while that on the finished article is on an ad valorem basis.

LUMBER.

A request was made by the lumber manufacturers of British Columbia that the Association endorse their request for a duty of \$2 per thousand on lumber. Your committee consisted of representatives of the Ontario lumber interests, and also those of the furniture interests involved, but was unable to do further than recommend to the Government the position of the duty on such lumber as is not manufactured in Canada. We have, therefore, submitted the matter for your attention at this meeting.

BABBITT METAL.

Certain manufacturers of babbitt metal, which at present carries a duty of 10 per cent., while the raw material entering into it carries a duty of 15 per cent., have asked that this duty be increased to 25 per cent. We corresponded with a number of members of the Association interested in this material, but have not yet been able to get strong enough support to present it fairly to the Government.

LEAD.

The question of the duty on lead and lead products was brought to our attention by correspondents during the year. As this is an important question affecting many interests, we have held it over to be considered also to-day.

GOVERNMENT IMPORTATIONS.

One of our members urged that the Association should express itself against the Government importing articles without paying duty. Your committee had not, however, before it sufficient information to enable it to act in this matter, and it was felt that the Government would in all cases give the preference to Canadian products where these were obtainable.

One of our members drew attention to the desire of securing a higher duty on paper boxes entering Canada. We were not able, however, to get any support on this from other paper-box manufacturers, so the matter has been allowed to rest.

BET-ROOT SUGAR MACHINERY.

The announcement of the Government to allow the entrance of machinery for the manufacture of beet-root sugar into Canada free of duty for one year was brought to our attention by some of our members interested. While we felt that this was not the proper manner for the Government to take up the encouragement of an important industry looking to the beet-root sugar manufacture, still we felt that as the concession was granted only for one year with a view to starting the industry in Canada, it should not be strenuously opposed by manufacturers.

OIL.

The question of the tariff on oil was raised by one of the members of the Association that we support the somewhat general petition that had been presented to the Government asking that the duty should be removed. The Tariff Committee, after considering this question, had the matter fully discussed before the Executive of the Association, the result being the passing of a resolution in which the committee of the Association declined to support the request for the removal of duties on oil products.

At this meeting several matters have been brought to our attention, viz., the tariff on the following items:

- (a) Woollen goods.
- (b) Oatmeal.
- (c) Lumber.
- (d) Folding boxes.
- (e) Coal.
- (f) Agricultural implements.
- (g) Flour.
- (h) Shirts and collars.
- (i) White lead and resulting products.
- (j) Spades and shovels.

It is the recommendation of your Tariff Committee that one or two names of persons who may be interested in these be added to the representatives of the particular interests involved, that they report to the committee of the whole at the meeting to-morrow morning and discuss the tariff items referred to and then report to the general meeting of the Association. We commend this policy for your adoption.

There are also a number of other tariff items to which attention has been drawn since this circular has been sent out, and it is for the meeting to decide whether you will have any of these discussed or not. It was the opinion of the Tariff Committee that this could not well be done. If, however, you wish to make provision for recommendation to the general meeting, on tariff items other than those mentioned in the circular, we would recommend that you decide upon it at once.

All of which is submitted, on behalf of the committee for the year.

GEO. H. HEES, Chairman.

Investigations into other tariff matters were also asked for, notably, on granite, on reeds and rattan, for the proper appraising of goods (with considerable applause).

and on finished licorice for confection purposes. The following committees were appointed to draft resolutions in regard to the different matters, which resolutions were to come before the general convention for final approval.

PERSONNEL OF COMMITTEES

WOOLLEN.—Messrs. J. B. Henderson, Forbes, Dick, Pattinson, Warner, J. R. Shaw.

OATMEAL.—Messrs. Thomas Martin, J. D. Flavelle, W. Thompson.

LUMBER.—Messrs. W. K. MacNaught, W. B. Tyndall, J. R. Shaw, E. J. Koyse, D. W. Karn, Newcombe, Saunders, Curry (Amherst, N.S.), Craig (Firstbrook Box Co.), Mason and Frost.

FOLDING BOX.—Messrs. A. Jephcott, D. F. Brown, J. Wilson, Geo. A. Mace, Millar, Ritchie, John M. Laae, Wm. Stone.

AGRICULTURAL IMPLEMENT.—Messrs. James Maxwell, Cockshutt, Verity, representative of Massey-Harris Co.; Frost, Cox, and representative of Whitman & Barnes.

SHIRT AND COLLAR.—Messrs. Tooke, Skelton, Gor



President Robert Munro, Montreal.

don, Wilkins, Sims, Morrice, Greene, Kendry, Winniett, Hudon and Beaudry.

PROPER APPRAISING.—Messrs. Brainard, Travers, Verity, Greene, Cockshutt, Rosamond and Gill.

IRON AND STEEL.—Messrs. G. E. Drummond, A. J. Moxham, J. M. Taylor, Hobson, Cockshutt, Verity, Bertram, J. O. Thorn, Peters, Gill, Moffatt, Birge and Travers.

CHEMICALS.—Messrs. George, James McCall, Smallman, J. P. Murray.

REPORT OF RECEPTION COMMITTEE.

The report of the Reception Committee was then read by the chairman, Mr. Thos. Roden, after which it was adopted:

MR. PRESIDENT AND GENTLEMEN,—

Your Reception Committee begs leave to report that we have followed in part the suggestions made at our last year's general meeting re. the planning of a series of dinners, associated with discussion of interest and import to the manufacturing industries of Canada.

January 25 a banquet was held after which a lecture was given by Mr. Harvey on the Metric System of Weights, Measures and Currency, associated with general discussion.

In February a lecture was given by Mr. Kennedy on the development of the steel and iron industries in Canada.

On March 22 a lecture was given by the National Cash Register Co., under the auspices of the Association. The meeting was well attended

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and was the means of suggesting many reforms in our manufacturing establishments.

April 25 a dinner was held, followed by addresses on Chemistry as applied to the Arts and Manufactures, by Professor Lang and Dr. Ellis. An evening of enjoyment and profit was spent, from which influence the college theorist and practical business man were brought into closer sympathy in the solution of the problems of the day.

October 20 a luncheon was tendered to the foreign and Canadian correspondents associated with the Duke of York's visit.

We are pleased to report that all of these meetings were very successful, and we take this opportunity of thanking the officers and members of the Association for their generous sympathy and support in making them so. It will also be gratifying to you to know that in every case but one the receipts exceeded the expenditures, and that, as shown, your committee has a balance to its credit.

We are strongly of opinion that it will be advisable to continue this form of entertainment, and we trust that the same hearty support accorded in the past will be given in the future.

The arrangements for the present convention have been carried on by this committee, through the secretary, Mr. T. A. Russell, working in conjunction with the Montreal branch, reports of which cannot be given until its conclusion.

We regret that it has not been possible to arrange for meetings in the different cities as suggested in last year's report. The membership in most localities not being sufficiently large to warrant the expense, we felt it advisable to await improved conditions.

We take this opportunity of expressing our sincere appreciation of the work of our secretary, Mr. T. A. Russell, in rendering such hearty and invaluable assistance in bringing our efforts to such a successful issue.

Respectfully submitted,
THOS. RODEN.

Some discussion took place upon the advisability of adopting the metric system. Mr. Mason, of Mason & Risch, thought that the association ought to urge the Government to take it up without regard to the action of other countries. "We ought to take an initial step in this important matter, and our own Government's action would be an object lesson to other Governments. Thus the metric system would soon come into general use." Mr. Mason also referred to Mr. Hardy's able address upon the metric system, delivered in Toronto.

INDUSTRY AND MEMBERSHIP.

Mr. James P. Murray, the chairman, read the report of the Industry and Membership Committee, as follows:

Your Industry and Membership Committee begs leave to submit its report of work done during the past year.

In connection with the membership portion of our work, attention was first directed to the possibility of securing an increased representation of members in our Association from the city of Montreal. Through the active cooperation of our first vice-president, Mr. C. C. Ballantyne, arrangements were completed for a meeting to be held jointly of the Montreal members of the Canadian Manufacturers' Association and the members of the Montreal Manufacturers' Association with a view to amalgamating the two. At this meeting, which took place at Montreal, it was resolved that the Montreal Association unite with the Canadian Manufacturers' Association, and that a local branch be also established in connection therewith for the city of Montreal. From that time our membership in Montreal has rapidly increased, until it numbers at the present time some 125, although even this number should be doubled during the coming Association year.

We have also had formed during the year local branches at Halifax, for the Province of Nova Scotia; Vancouver, for the Province of British Columbia; Winnipeg, for the Province of Manitoba, and one in the city of Toronto. During that time the membership has also grown at a satisfactory rate.

The other matters which we have entered upon and carried out have been the securing of the formation as sections of the Canadian Manufacturers' Association, the Woollen Manufacturers' Section, the Agricultural Implement Manufacturers' Section, the Oatmeal Section and the Piano Section, all being members of the general Association, having a special committee for their own section, and with our secretary as their secretary.

At our last annual meeting we reported with some considerable enthusiasm that our membership had increased to 342. We are able to report to-day that we have 825 members in good standing and 28 applications pending acceptance at the first meeting of our new Executive Committee—certainly a growth that must be satisfying to the members of the Association, for we must recognize that a strong membership is the first requisite for a good association. Unless we have a sufficiently numerous membership we shall lack funds to carry on our work; shall not have the men on our committees that we require, nor will our deliberations receive the attention that they require. The Membership Committee has therefore always most important work to do in connection with the progress of the Association. In addition, however, to the work done by the committee, we have to notice the special efforts put forth by some of our members. What these are, and who deserve the praise, may be seen from the following list of proposals for membership by different members:

NEW MEMBERS PROPOSED BY

Membership Committee, 225; J. O. Thorn, 87; C. C. Ballantyne, 39; J. P. Murray, 25; Wm. Stone, 10; W. K. George, 9; P. W. Ellis, 9; Jas. Davidson, 8; C. H. Riches, 7; F. H. Wright, 6; W. K. McNaught,

6; John McFarlane, 6; Thomas Roden, 4; F. B. Featherstonhaugh, 3; Geo. H. Hees, 3; J. J. McGill, 3; Lang Tanning Co., 3; Geo. Evans, 2; Geo. Booth, 2; R. E. Menzie, 2; J. J. Cassidey, 2; Wm. McMaster, 2; J. F. Ellis, 2; Robt. Munro, 2; N. A. Bent Chair Co., 2; J. D. Rolland, 2; W. E. Harris, 2.

INDUSTRY.

In connection with the Industry Section of the work of your committee, it is not necessary for us to report in any considerable detail. Several of the matters that are referred to in the report of other committees were first brought up in our committee, which was regarded as the pioneer in the work of the Executive Committee, and matters were then referred to the separate proper committees for final report.

We have to note, however, the increased interest that was taken through our efforts in the Metric System. On the recommendation of your committee this subject was made the basis of one evening's discussion at the first monthly dinner held under the auspices of the Reception Committee. Col. Jeffrey Burland was to have introduced the subject, but in his absence it was ably dealt with by Mr. Arthur Harvey, Toronto, Prof. Ellis and Principal Galbraith, of the School of Practical Science, and others. The result was the adoption of a resolution at that meeting recommending to the Executive Committee that it place itself on record as in favor of a conference between representatives of the English-speaking nations with a view to securing a uniform system of weights and measures, etc., on a decimal basis. The result of this discussion has already been made public, and has led to a considerable revival of interest in the subject in Canada.

MUSEUM OF PRODUCTS.

We have been able to arrange at the offices of our Association for a very considerable display of the products of several countries, notably, the West Indies, having received representative exhibits of their products with a view of encouraging trade with that sister colony. In the same way we have also received samples of Karui Gum, and other articles from Australia; some of the products of their own manufacture, and we hope gradually to add to our collection so that it will become one of the valuable assets of the Association.

Under the heading of work of this committee has also been grouped the work attaching to the proper furnishing of our head offices. These are now very adequately supplied with the necessary machinery for an up-to-date mercantile office, and we believe a credit to the Association. We cordially invite any members when in Toronto to visit the offices of the Association and there become acquainted with the different parts of its work.

In conclusion, your committee recommend that, as the work of the Reception Committee and the Industry and Membership were so identical in many respects, it would be well to amalgamate these two, making a committee to be known as "The Reception and Membership Committee," which would be able to adequately look after the work of the Association in these two important particulars.

All of which is submitted on behalf of the Industry and Membership report.

JAMES P. MURRAY, Chairman.
T. A. RUSSELL, Secretary.

REPORT OF PARLIAMENTARY COMMITTEE.

The secretary then read the report of the Parliamentary Committee, as follows:

Your Parliamentary Committee begs leave to submit herewith its report covering work for the past year. This work falls naturally under two headings: First, those matters of Dominion legislation that received attention; and, second, legislative matters in the Province of Ontario. Any matters affecting the interests of manufacturers in the Province of Quebec were looked after by the local section in Montreal.

The matters that have received the attention of your committee in the field of Dominion legislation may be outlined as follows:

First.—The Alien Labor Bill.—During the last session of Parliament, a Bill was introduced by the Premier amending the Alien Labor Act in several important particulars. Your committee carefully investigated the terms of the Bill proposed, and, while not in sympathy with this class of legislation, decided not to oppose the Act, but to seek for such amendments as would prevent some of the most serious hardships to manufacturers. We, therefore, secured the insertion in the Bill of a clause providing that the Act should not apply in the case of the importation of skilled labor not obtainable in Canada and required for the development of any of our manufacturing industries.

TRADE MARK ACT.

Another Bill was that introduced to amend the Trade Mark and Design Act by making the Union Label rank as a Trade Mark. This Bill had passed the Commons at the previous session of Parliament, and was last year introduced in the Senate. Your committee held special meetings to consider its opposition, and acting with the Montreal branch, sent a representative to Ottawa to oppose this Bill before the Banking and Commerce Committee of the Senate. Despite the support of it there by representatives of all the labor organizations, the efforts of your repre-

representative were successful in having the Bill reported on unfavorably by a unanimous vote.

PATENT ACT.

Patent Act. A Bill was introduced seeking to extend the life of a patent that had not been used or developed by the holder during its natural term. This was considered as injurious to the interests of manufacturers, and on our opposition to it laid before the Minister of Agriculture, the Bill was withdrawn.

The other matters receiving the most careful attention of your committee were the Patent Act and the working of the Patent Office. At the annual meeting a year ago instructions were given to your committee to investigate this subject and place its views before the Government with a view to securing an improvement in the facilities afforded by the Patent Office.

Our work in this department divides itself under two heads: First, recommendations affecting the working of the Patent Office, on which our views were set forth as follows:

"It was resolved that the secretary prepare and forward to the Department of Agriculture at Ottawa a resolution dealing with this subject and embodying the following points:

"1st.—That the entire revenue derived from the Patent Office should be expended on the office in order that the work might be as efficiently done as possible.

"2nd.—That the services of an official thoroughly skilled in the work of a modern patent office should be secured for the purpose of directing the examiners in the Canadian Patent Office.

"3rd.—To print copies of patents so that they may be obtained at a reasonable price.

"4th.—To make it incumbent on examiners to take up applications as far as possible in the order of filing.

"5th.—To provide a sufficient number of examiners to expedite the business of the office.

"In presenting this resolution the attention of the Government was also to be directed to the following points:

"In support of suggestion No. 5 it was pointed out that the number of patents applied for during the year ending June 30, 1900, in the United States, was 39,515; that the number of examiners was 200; that, therefore, the number of applications to be considered by each examiner was approximately 200.

"On the other hand, the number of applications that have been received in Canada for the year ending September 30, 1900, was 4,576, and the number of examiners at present employed is seven, making a total of 663 applications to be considered by each examiner. Consequently an examiner in the Canadian Patent Office is required to look into at least three times as many patents as it is considered he is able to do in the United States Patent Office."

In this connection we have to note that during the year a substantial improvement has taken place in the working of the Patent Office; that the number of examiners has been increased, and that other facilities have been provided to expedite the work of the office. Other suggestions, however, covering the printing of patents, etc., have not yet been provided for. We commend our recommendations once more to your support.

The nature and scope of the amendments to the Patent Act proposed could not be better set forth than in the following statement, prepared for the committee by Mr. J. E. Maybee:

The Deputy Commissioner of Patents should not necessarily be the Deputy of the Minister of Agriculture (as now required), as the association has already suggested that a specially qualified person be employed to take charge of the Patent Office, and such a person should bear the rank of Deputy Commissioner of Patents.

Very important changes are suggested in section 7. We advocate amending the section so as to avoid the possibility of having a Canadian patent voided through a use of the invention by another party in some other country or by its description in a printed publication which has not reached Canada.

In this we will follow British precedent.

Of at least equal importance is the change suggested to section 8.

The committee strongly approves the amendment set out in Mr. Fisher's Bill of last session, which struck out that part of the section which limits a Canadian patent to expire on the date of expiration of the first expiring prior foreign patent for the same invention.

Much hardship has been caused Canadian patentees by this proviso, which in 1898 was struck out of the United States statutes. It is felt that a patentee in Canada who tries to protect his invention in foreign countries should not be placed in a worse position than the patentee who leaves his invention absolutely open to the inhabitants of foreign countries and contents himself with only a Canadian patent.

A very radical departure is suggested in regard to patent fees.

Fees are now payable in three instalments of \$20 each, \$20 payable on filing the application, \$20 before the expiration of the first six years of the life of the patent and \$20 before the end of 12 years. This arrangement is troublesome to all parties and many have lost their patents through carelessness or inadvertence in failing to pay their renewal fees. It is suggested that the filing fee be made \$15, and that a further fee of \$15 be made payable after the allowance of the application. The patent when issued is to remain in force for the full term of 18 years without requiring further attention from the patentee in regard to fees, but, subject, of course, to any other requirements of the Act.

The office revenue would not suffer by this, and Acts of Parliament (expensive and troublesome to obtain), would no longer be required to revive forfeited patents.

A complete change is suggested also in regard to the procedure relating to "Interferences," that is in those cases when two or more persons have applied for patents for substantially the same invention and which are pending in the office at the same time. At present the dispute may be settled either by arbitrators or by the Exchequer Court. Arbitration is expensive and uncertain, and it is suggested that interferences be settled by the Patent Office, primarily by an official to be known as the Examiner of Interferences, and, if an appeal is desired, by a Board of Appeal.

This Board of Appeal is to be composed of the Deputy Commissioner and two examiners, and its formation was considered desirable, primarily, as providing a court of appeal from the decision of a primary examiner who may have rejected any or all of the claims of a pending application; the extension of its powers to interference cases naturally followed.

In interference proceedings the commissioner has full power to make all necessary rules and regulations, but the United States rules of procedure are recommended as a guide.

Section 37 on manufacture and importation was left alone, but the secretary is desired to find out, either from Ottawa or England, what is the cause of the delay in Canada becoming a member of the Berne Convention as to industrial property. If the delay is caused by the necessity of changing this section, the committee recommend that circulars should be prepared setting forth any arguments that may be advanced both for and against the changes, and asking the opinion of the members whether, in view of such required changes, Canada should become a member of the Convention.

An important discussion arose over sections 25 and 26, relating to joint ownership of patents. As these sections now stand no intimation is given that an assignee of any undivided interest in a patent, no matter how small, is entitled to work the invention independently of the other owners and to pocket all the proceeds, unless a special agreement to the contrary is entered into. It is suggested that a clause be added to section 26 notifying the public that an assignment of an interest in a patent creates a tenancy-in-common between the joint owners, so that assignors will be warned to have special agreements prepared, when assigning, defining the rights of the joint owners.

It is also deemed advisable that a clause should be added to section 26 providing that assignments must be registered within three months of their date of execution.

In section 39 it is advised that the item relating to reissue fees be changed to read, "On every application for reissue of a patent after surrender the fee shall be \$20."

Owing to the loose wording of the present item it has been the practice to charge \$1 per year for every unexpired year of the 18-year term, making \$72 if a patent were reissued during the first year of its life.

In section 55 a change was made making it an offence to advertise articles as patented which were not so patented, as some manufacturers have sustained injury to their trade by this particular deception.

The words "for the purpose of deceiving the public" were dropped, as it is deemed the act of falsely marking

goods as patented should be sufficient proof of wrong intent.

A number of other changes were suggested, but the above are the most important, and for further detailed information the annexed schedule, showing the Act as it stands, and also as we have amended it, or have suggested it should be amended, may be consulted:

Section 5, to read: "There shall be a Deputy Commissioner of Patents, and the Governor-in-Council may, from time to time, appoint such officers and clerks under the Deputy Commissioner as are necessary for the purpose of this Act, and such officers and clerks shall hold office during pleasure."

Section 7, to read: "Any person who has invented any new and useful art, machine, manufacture, or composition of matter, or any new and useful improvement in any art, machine, manufacture, or composition of matter, which was not used or described in any printed publication, in Canada, by any other person before his invention thereof, and which has not been in public use or on sale, in Canada, with the consent or allowance of the inventor thereof for more than one year previous to his application for patent thereof in Canada, may, on a petition to that effect presented to the commissioner, and on compliance with the other regulations of this Act, obtain a patent granting to such person the exclusive property in such invention."

Section 8.—In line 1: Change "person" for "inventor"; in line 2, "any other" for "a foreign"; in line 7, strike out "foreign," and add after "patent" the words "in any other country."

The committee approves of the amendment of this section adopted during the recent session of Parliament, dropping the last clause of the section which reads "and under any circumstances if a foreign patent exists the Canadian patent shall expire at the earliest date on which any foreign patent for the same invention expires."

Section 16.—The first clause to read: "The commissioner on the recommendation of an examiner shall object to grant a petition in any of the following cases."

Section 16: "Recommendation is made that an additional clause be added to this section provided that the action of the commissioner in granting or refusing a patent shall be subject to revision by any court of competent jurisdiction."

Section 16, part e, to read: "When it appears to him that the invention has already been patented in Canada or elsewhere to another person, unless the commissioner has doubts as to whether the patentee or the applicant is the first inventor."

Section 19: This whole clause should be struck out, the policy of appointment of arbitrators being condemned.

In its place substitute: "In case of conflicting applications for any patent, the matter shall be referred for decision to a skilled person in the employ of the Patent Office, to be known as the 'Examiner of Interferences.'"

2. "The Examiner of Interferences shall be appointed by the commissioner to hold office during his pleasure."

3. "An appeal may be taken from the decision of the Examiner of Interferences to the Board of Appeal, provided same be entered within six months from the date of the decision of the Examiner of Interferences."

4. "The commissioner may, from time to time, frame such rules as he may deem necessary to govern the procedure before the Examiner of Interferences, the taking of the necessary evidence and the procedure of appeal."

It is deemed desirable that the rules of the United States Patent Office relating to interferences be followed in the main, particularly as to the filing of the preliminary statements of the opposing parties.

Section 22, clause 1: Strike out all the words after "18 years" in line 2, beginning "but at the time of the application." The clause is to read: "The term limit for the duration of every patent of invention issued by the Patent Office shall be 18 years."

Section 22: Clause 2 to be struck out.

Section 22: Clause 3 to be struck out.

In section 23: "Whenever any patent is deemed defective or inoperative by reason of insufficient description or specification, or by reason of the patentee claiming more or less than he had a right to claim as new, etc."

Section 23: That a clause be added to this section, providing that the date for application of reissue of a patent shall be limited to two years.

Section 24, clause 4, to read: "In case of death of the original patentee, or of his having assigned the patent, a

like right shall vest in his legal representatives or assigns, any of whom may make disclaimer."

Section 26: Recommend that the words "and such an assignment shall create a tenancy-in-common between the joint owners of the patent unless a special agreement to the contrary is entered into between the parties" be added after "in writing" in the third line.

Section 26—line 3: "Any instrument" should be "an instrument." Further, an addition should be made to this section providing that an assignment must be recorded within three months after the date of the execution of the assignment.

Section 29: Add in line 2, after the word "patentee," "or his legal representatives," so that it would read, "Every person who, without the consent in writing of the patentee or his legal representatives, makes, constructs, etc."

Section 37: In connection with this section, recommendation is made that the secretary ascertain from the Department in Canada, or, if necessary, in England, what changes in the present Patent Act are necessary if Canada is to become signatory to the Berne Convention; and then a circular letter should be prepared setting forth briefly both sides of the question, and this should be sent to all members of the association to ascertain their views as to whether Canada should adopt these changes, and become a party to this convention or not; and, also, that we ask the Department not to make any changes in the Patent Act which may be necessary for adherence to the Berne Convention until the views of the manufacturers on the changes proposed can be ascertained.

Section 39—Item 1, to read as follows: "The full fee for a patent of 18 years shall be \$30, \$15 of which shall be payable on the filing of the application, and the remaining \$15 within six months after the allowance of the patent."

Strike out the next four items of this section, and amend item No. 11 of this section to read: "On every application for reissue of a patent after surrender the fee shall be \$20."

Section 43: Strike out all after the word "Act" in line 3, so that the section will read, "No person shall be exempt from the payment of any fee or charge payable in respect of any services performed for such person under this Act."

Section 46, to read: "Every person, who, before the issue of a patent has purchased, constructed or acquired with the consent or allowance of the inventor any invention for which a patent is afterwards obtained under this Act, etc."

Section 47, to read: "All specifications, draughts, models, disclaimers, judgments, and other papers except caveats and pending applications for patents shall be open to the inspection of the public at the Patent Office under such regulations as are adopted in that behalf."

Section 55—line 17: Drop the words "For the purpose of deceiving the public," so that this clause will read: "Who advertises or offers for sale as patented any article not patented in Canada is guilty of a misdemeanor."

The following to be added as a section to the Patent Act: "Every applicant for a patent or for the reissue of a patent, any of the claims of which have been finally rejected by the examiner in charge of the application, may, within six months after the date of such rejection, appeal from the decision to a board of appeal composed of the Deputy Commissioner of Patents and two examiners in the employ of the Patent Office to be appointed by him, neither of whom shall be the examiner whose decision is appealed from."

Our recommendations re the amendment of the Act were not taken up by the Minister of Agriculture last year, the reason being given that with the entrance of Canada into the Berne Convention, certain changes might possibly have to be provided for, and that in the meantime the Patent Act should remain as it stood until revision could take place bringing it thoroughly up to date.

TRADE MARKS

Trade Mark Fees:—Recommendation was also made to the Minister of Agriculture that the present trade mark fees be reduced from \$35 for general trade marks, and \$25 for specific trade marks, to \$7.50 and \$5 respectively.

With this was also a couple of recommendations that means be devised to protect illustrations, labels, and novel advertising matter at a slight cost.

The committee also recommend the substitution of the words "Copyright in Canada," in place of the lengthy notification now required, as the long form now in use

often considerably mars the appearance of articles which it is intended to protect.

INSOLVENCY LEGISLATION.

At the annual meeting a year ago a strong resolution was adopted placing on record the opinion of the members present there, that we should have a uniform Insolvency Act for the Dominion of Canada. During the year a special sub-committee was appointed to deal with this question and to investigate the special conditions surrounding same. In doing so, the sub-committee reported that they had discovered difficulties in the way of putting into force a Dominion Insolvency Act, that had not been formerly anticipated, from different conditions in different parts of the Dominion.

After consideration of these, however, your committee desires to place on record our thorough appreciation of the advantages to be derived from the securing of a uniform Insolvency Act for Canada. We believe, however, that it is only possible to secure this by the cooperation of the Government in power, through their taking it up as a Government measure. We would urge, therefore, that our Parliamentary Committee for the coming year endeavor to have the Dominion Government bring in a measure to provide for an Act on the lines suggested.

COMPANY LEGISLATION.

Over a year ago at the time when our association was being reorganized, attention was drawn to an Act introduced in the Ontario Legislature to charge a license on all extra Provincial companies doing business in the Province. At that time attention was given by your committee, who understood that it was only intended to apply to underground insurance companies.

The measure was hastily passed through Legislature, and since that time our manufacturers in every Province have found that it applied to many classes of firms and corporations not previously expected.

The Act has become law, and the time for its disallowance by the Dominion Government has passed. The question again comes up in the form of a Bill respecting outside companies of the Legislature of the Northwest Territories. By this Act, the company has to pay a license fee of \$150 in order to do business in that territory.

This Act has come into force, and can only be affected now by a disallowance of the Dominion Government. It is for you, as manufacturers, to consider whether or not we should take any steps to endeavor to do away with such legislation, and to prevent its enactment in the future. It simply means that the obtaining of a charter to do business in any one Province, or, in fact, in the Dominion itself, no longer carries with it any guarantee as to what rights are actually involved even in the Dominion of Canada.

LEGISLATIVE MEASURES IN THE PROVINCE OF ONTARIO.

ASSESSMENT COMMISSION.

The most important matter receiving the attention of your committee in Ontario legislative measures was the assessment commission appointed to ascertain the views of different bodies as to the most equitable form of assessment.

Your committee after properly formulating its views on the question, corresponded with every member in the Province of Ontario, asking their opinion on the matters under discussion. The result was an expression of opinion from practically all our Ontario members to strengthen our hands in going before the commission.

Acting on the information obtained in this way the committee conferred with the association's solicitor, and prepared a report, which was presented to the commission. Several of our most representative manufacturers were present, and our memorandum was submitted. It has already been printed in Industrial Canada, and is therefore in the hands of our members.

Briefly, the two points strongly urged were, first, that the present system of assessment on personalty was unfair and unjust, and should be abolished; and, second, that if some tax is required to replace it, a business tax based on rental values as determined by assessment would be the most preferable.

We understand that the assessment commission is reporting favorably on the recommendations of The Manufacturers' Association.

FACTORY ACT.

A Bill was introduced to amend the Ontario Factories Act, by requiring the use of the natural drop fire escape. This was successfully opposed.

Another Bill, introduced by Mr. Carpenter, to provide for the use of some special form of fire escape, was also opposed successfully, the committee taking the stand that no one form of fire escape should be required, as conditions vary with different factories.

The Bill introduced by Hon. John Dryden, Minister of Agriculture, to amend the Factories Act, with reference to fire escapes, was discussed, and on advice of your committee an amendment was added, whereby any device for a fire escape might be made satisfactory by order of the Lieutenant-Governor-in-Council.

The Bill to provide for boiler inspection, introduced by Mr. Carscallen, was considered to be onerous in its working out and was opposed. The Bill was withdrawn.

The Ontario Mining Act.—Your committee was also asked to support the request of certain mining interests of the Province of Ontario, asking for a disallowance of the Ontario Mining Act. We believed, however, that we had not sufficient information on the subject, and decided to take no action in the matter.

In conclusion, your committee would strongly recommend that you consider carefully the four questions we have sug-



Vice-President Birge, Hamilton, Ont.

To Can. Mfrs. Assn.
Per Mr. Edmund
NOV 18 1901
M.B.

gested for your consideration—the incorporation of the association; amendments to the Patent Act, and the working of the Patent Office; the question of Insolvency Legislation, and lastly, the question of extra-Provincial company legislation.

INCORPORATION URGED.

Each of the four subjects recommended for action were discussed. The president explained that the time seemed to have arrived when the association should have a legal standing, and that it should apply for incorporation at the earliest possible date after considering carefully what matters the incorporation should cover. It was decided on the motion of Mr. W. K. McNaught, seconded by Mr. D. W. Karn, that the matter be referred to the Executive, with instruction to take the necessary steps for incorporation.

PATENTS.

Mr. Featherstonhaugh objected to the wording of the report in regard to patents. He thought that while the association should press home its recommendations, it should also give the Minister of Agriculture credit for the improvements he had made.

Mr. J. O. Thorn opposed any such change. He claimed that sufficient credit had been given. Beyond the appoint-

ment of more examiners nothing had been done at Ottawa. There was not enough money spent in the Department at Ottawa and the receipts were out of all proportion to the expenditure. It takes 10, 11 or 12 months to get a patent in this country; in the United States similar patents are granted in three months. Printings had not yet been decided upon. He again argued that the Government got all the credit it deserved and that there was plenty of room for improvements.

INSOLVENCY LAW URGED

The question of insolvency legislation was discussed and it was decided that there was still need for a Federal law.

Mr. Robert Munro reminded the association that British Columbia had lately passed a very good Act and that Nova Scotia was considering the same. He thought that, perhaps, the necessity of a Dominion Act would not be needed if all the Provinces adopted suitable legislation.

Mr. J. R. Shaw said he did not think the question of insolvency legislation should be dropped, but that the association ought to pass such a strong resolution as would let the Government see that they would get no rest till an insolvency enactment was granted. He complained that the banks had too much influence on legislation. Mr. Shaw was advised to prepare a resolution and place it before the Resolution Committee.

EXTRA-PROVINCIAL TAXATION.

The subject of incorporated companies being taxed when doing business outside of the Province in which their charters have been granted provoked a good deal of discussion. Mr. Russell impressed the seriousness of the matter upon the convention. Mr. Frost contended that the Northwest Territories did not have the power to pass such legislation as has just been enacted, even though Ontario, as a Province, had.

Mr. Robert Meighen contended the Territories were quite within their powers to pass such an Act but thought the association should advise the Territories that they were asking for too many secrets of the extra-Provincial companies about their balance sheets and by-laws.

Mr. Bertram, of Dundas, thought that a Dominion clause should cover all the Provinces.

Mr. F. Braidwood, Westmount, said that over-legislation was the curse of Canada, and the sooner something was done to check it the better, not only for manufacturers but the country at large. It was high time the whole question was taken up by that association.

Messrs. Frost and Meighen were appointed to draw up a resolution in reference to the matter, to be placed before the Resolution Committee; and on the motion of Mr. D. W. Karn, seconded by Mr. J. O. Thorn, the report was adopted.

INDUSTRIAL EXHIBITION COMMITTEE.

Next came the report of the Industrial Exhibition Committee, which was read by Mr. W. K. McNaught:

Gentlemen:—Your representatives to the Toronto Industrial Exhibition have to report a considerable advance during the past year in so far as the interests of the manufacturers generally are concerned.

Owing to the action taken by this association last year, the number of our representatives to the Toronto Industrial Exhibition Association was increased from five members to 12. Two of your representatives had the honor to be elected on the board of directors, and one of them to the office of 1st vice-president of the association.

As a consequence of this increased representation, the various manufacturing departments of the Exhibition were practically placed under the supervision and control of the members of this association, with the result that an increased interest was manifested by our manufacturers as evidenced by the largest and best exhibit of manufactured goods ever shown at any Canadian exhibition.

It may be of interest here to note the importance of showing machinery in motion and the processes of manufacture were practical. Several fine exhibits of this kind were made at the recent Exhibition, and in every case they proved to be a valuable advertisement for the manufacturer showing them.

Your representatives would recommend that special awards be given for this class of exhibits, and that attention be called to this in the official prize-list and through the press. A sub-committee has been appointed for the purpose of securing exhibits of this character.

Your representatives are sorry to have to report that the money asked last spring was not voted by the citizens of Toronto, and, as a consequence, the products of our workshops had again to be displayed in buildings entirely unsuited to the needs of exhibitors. Not only were they totally inadequate for the effective display of the exhibits, both as to size and arrangement, but the roofs of nearly all of them were so defective as to positively endanger the safety of many of the exhibits during the severe storms that occurred during the first week of the Exhibition.

The responsibility for this state of affairs rests entirely upon the City Council, which, under the terms of the agreement now in force with the Exhibition Company, are bound to maintain all the buildings in a proper state of repair, and to erect such new ones as may be necessary.

While our manufacturers did all they could to make a good showing of their products, even in spite of defective buildings and other drawbacks, in order to impress the many visitors—including those from the United States and other foreign countries—it can hardly be expected that they will again take the risk of placing valuable goods in buildings so unsafe and unsuitable for exhibition purposes.

Indeed, the consensus of opinion amongst the exhibitors of manufactured goods seemed to be that unless new and up-to-date buildings were at once erected to take the place of those that have done duty for the past 23 years, it would be utterly impossible to secure the attendance of many of our leading manufacturers who have hitherto stood by it, and done their best to make it a success. So far as the manufacturers are concerned the Toronto Industrial Exhibition is now at the parting of the ways, and if it is to continue the erection of new buildings is imperative.

Your representatives feel that they cannot bring this report to a close without congratulating the manufacturers of the Dominion in general, and the members of this association in particular, upon the very great advance which they have effected in the quality of design and finish of their products during the past decade, as evidenced at the Toronto Exhibition. In many lines, notably, carriages, pianos, stoves, machinery and furniture, the display was not only notable in variety and extent, but the quality would fairly challenge comparison with similar goods manufactured in any other country in the world. The bringing together of such goods from the various sections of our Dominion not only has a good effect upon the manufacturers themselves, by enabling them to compare their products with those of their chief competitors, but it does much to impress the public with the fact that Canadian manufactures are equal if not superior to similar goods from foreign countries. To visitors from other countries, these exhibitions offer an opportunity of seeing the resources of Canada in such a shape that they are enabled to carry away some idea of our capabilities. This has oftentimes been the means of opening up trade relations with this country in lines that had never been exported before.

Generally speaking, such exhibitions are valuable national educators and should be upheld and encouraged in every legitimate way by our manufacturers. In this connection your representatives recommend that it would be a step in the right direction if our association had representation in the Ottawa, London and Winnipeg industrial exhibitions and any others deemed of sufficient importance, as well as that at Toronto. Our association should be represented on those organizations by members living in the several cities, and we think it would benefit this association as well as the exhibitions named, if they were thus brought into closer touch with the Canadian manufacturers.

ALL CANADIAN EXHIBITION.

This report brought home to manufacturers the utility of exhibitions. Mr. J. O. Thorn, said: "The time seems to me to have arrived when we should have an all-Canadian exhibition where we can show the people of this country what high-class goods are made in their own workshops. At present we are importing \$110,000,000 worth of goods from the United States, much of which should be bought right here (applause). The people of this country do not know what fine goods and what a great variety of manufactures we make in this country. Let us show them in an all-Canadian exhibition."

SIDE-TRACKED AT PARIS

Mr. Cockshutt (Brantford), spoke about Canadian exhibitions in foreign countries. He felt that there was much

in this connection in which the association might interest itself. "At Paris, for instance, our firm was side-tracked, for we were put out eight miles from the Exhibition proper. Our goods were not properly advertised on this account. I feel that the manufacturers ought to be consulted when such things as division of space come up for decision and you might consider it advisable to appoint a committee to look after our representation at foreign exhibitions. At present some companies who do not try to export get the best places; while those that even go to the expense of sending a special representative are granted the poorest positions. That is my experience and it seems to me that the association ought to take some action in the matter."

SIDESHOWS.

Mr. R. Brown, Toronto, thought that too little attention was given to manufacturers at exhibitions, and too much to sideshows and such things.

Mr. Booth, of Toronto, did not agree with Mr. Brown. "The reason for the diminution in the display of manufactures is that the manufacturers have been too busy making money to make exhibitions. Even where space has been held at Toronto for certain manufacturers they have had to decline to take it at the last moment on account of press of business."

EXHIBITIONS AS EDUCATORS.

Speaking of the educative value of an exhibition, Mr. McNaught said: "I went through the Toronto Exhibition with Sir Wilfrid Laurier, and he expressed great surprise at some of the domestic manufactures that he saw. He did not know that such fine goods were made in this country. If the Premier can learn so much from an exhibition, how much more can the rank and file of our population learn? I believe we had a finer exhibit of pianos and furniture at Toronto than they had at Buffalo." He also emphasized the importance of making displays and sending them around to the different shows at Toronto, Ottawa, London, Winnipeg, etc. "Let the men in the same line combine to do this."

EXHIBITIONS AND FURNITURE

Mr. Shaw said his company had made a \$6,000 exhibit of furniture and it was sold six times over at Toronto this year. He believed that it is just as important to have a national exhibition as it is to have a national port. An all-Canadian exhibition would be productive of an immense amount of good to the manufacturers, and he called upon the different sections to drop petty jealousies and have one. "Why, the people of this country have no idea of what is manufactured within their own gates. We make mahogany furniture, yet the retailers have to say it is American Grand Rapids furniture to make it sell. We ought to show our people how excellent domestic goods are, and they can be informed in no better way than by an exhibition that will educate them through the eye."

It was also suggested that the manufacturing section of an exhibition ought to receive as many prizes as the agricultural section.

CANADIAN GOODS AT GLASGOW.

Mr. Cummings, lately returned from South Africa, said: "If the gentleman who sent \$6,000 worth of furniture to Toronto made \$30,000 on the Exhibition, the same display at Glasgow ought to have been worth millions to him. The Canadian agricultural display at Glasgow was first-class, but our manufactures deserved a better exhibit. See that a first-class representation is made at Wolverhampton next year, and I can assure you great results."

The programme of the evening session drew a large gathering, addresses being announced by P. W. Ellis, Jas. Cummings, the Canadian Commissioner to South Africa; Mr. Wm. Whyte, lately returned from Siberia, and C. J. Alexander, a Scotchman, who views Canadian manufactures from a cosmopolitan standpoint. The latter gentleman is a Scotch freetrader by birth, an American protectionist by conviction. The first announcement was a disappointment; Mr. Moxham found it impossible to come.

After the secretary had read letters from Canadian agents at different points, including Mr. Thomas Moffatt, at Cape Town; the Canadian agent at Brussels, Belgium; L. L. Horseford, St. Kitt's, West Indies, Port of Spain, Trinidad and Kingston, Jamaica, Mr. Ellis began his annual address amid loud cheers. He spoke as follows:

PRESIDENT ELLIS' ADDRESS.

In response to the kind invitation of our Montreal members we are assembled here to report respecting the work of the past year, and to formulate the policy for the year we are now entering upon.

The annual meetings of the Association have formerly been held in Toronto, where its officers are located; however, it has been deemed desirable that those important conferences should now be held in different industrial centres, and it is most appropriate that this change of policy should begin with Montreal, for not only is Montreal the most populous city in our Dominion, but also our most important financial and industrial centre. It is the home of many of our largest and most representative manufacturing establishments, and the head of ocean navigation in the east. All Canadians take a pardonable pride in this city, around which cluster so many important events of our early Canadian history.

HISTORICAL PERIOD.

Since we last had the pleasure of meeting in annual session in the city of Toronto, many momentous events have taken place.

The past fifteen months have been especially eventful ones in the history of the world, and of the British Empire, notably: passing the threshold into the twentieth century; the death of our beloved Mother Queen, which has brought the Empire into a closer touch by a greater bond of common sympathy; the accession of a king to the throne of the British Empire, a king of whom we may feel justly proud, for Edward VII. is aptly described as the most popular man in Great Britain to-day; the Boer War, a fight for British liberty, in which the sons of Canada and other parts of the Empire have taken such a creditable part, showing forth better than words their loyal attachment to the British throne; the confederation of Australian Provinces somewhat on the model of our Dominion; the occupation of China by allied troops representing seven different nations, the first occasion that the United States has been represented with European troops to settle an Eastern question; the most important financial and industrial event of the world's history, viz., the formation of the giant Steel Combine in the United States, which in its scope and vast capitalization has been fitly characterized as a challenge to the rest of the world; the tragic and deplorable death of one of the greatest of that country's presidents, President McKinley; the memorable visit to Canada of the Heir Apparent and his popular Consort, their Royal Highnesses, the Duke and Duchess of Cornwall and York.

INDUSTRIAL PROGRESS

But I must not continue to discuss any one of these features that have so marked the political, social and commercial progress during the past year, but must rather devote myself to those matters on which, as President of the Canadian Manufacturers' Association, I have had exceptional opportunity of receiving information first hand, and I consequently turn to say a few words on the industrial and manufacturing progress of our Dominion.

In so doing, I feel that if there is one doctrine that we should emphasize at our annual gathering, it is the absolute oneness of the interests of all the great producing classes of this country.

We have heard of the evils of stirring up Provincial, racial and other divisions, but is it not even more disastrous to stir up divisions on industrial lines? Can the Canadian farmer be prosperous when the mines are closed, when the fish catch is small, or when the factories are idle? Or, again, who feels the loss of a crop in Manitoba more quickly or more keenly than the manufacturer who has made goods for that market, the half of which he cannot dispose of, and on the other half of which he is unable to realize satisfactory payment? Thus, while there may have been times when certain persons have tried to stir up feeling between the different producing classes of Canada, let us hope that in the light of the past and present experience such policy is forever dead, and it devolves upon this Association, as an integral part of the great producing army of Canada, to assist in the education of the Canadian people as to the intimate relation that exists between the welfare of the farming, mining, fishing and manufacturing classes. We must seek by every possible means to obtain from the Canadian people, on whom our industries depend for their support, an intelligent interest in the great factories that employ our workpeople and populate our towns and cities.

How often do we hear that our manufactures are insignificant as compared with the other great industries of this country? How often do we hear that our exports of manufactured goods amount to only \$16,000,000, a paltry 10 per cent. of the exports of the country? How often are we told that our exports require more assistance than those of any other class, and yet are the least important? But I have to-night a new phase of this question to present, when I emphasize the fact that our exports of manufactured goods comprise not merely 10 per cent., but approximately 40 per cent. of the total exports of our country.

We have here an Association, to the membership of which there have been admitted those firms believed to be bona-fide Canadian manufacturing establishments, and I take the export of articles that are made by members of this Association. Thus, are not asbestos, mica and salt manufactured articles? Is not our canned fish a manufactured product? Is not our timber, when sawn into deals, laths, planks, scantlings, box-shooks, barrel staves, etc., an item in the list of manufactured goods?—at least, large factories employing many men, using millions of dollars of machinery, and paying large sums for factory insurance, are involved. Are not our canned meats, bacon, ham, etc., manufactured goods? If not factories what are we to call establishments like that of the Laing Packing and Provision Company, of this city? Are not our flour, oat-meal, etc., manufactured products? If not, how would you class an establishment like The Ogilvie Milling Company, also of this city? Hence, I go through the list of exports, keeping always in mind the difficulty of drawing a hard and fast line between the manufactured article and the raw material. I have not included the output of the mine, when shipped in its crude state, nor of the forest when shipped as logs, poles, etc., nor of our fisheries when exported without further labor than the catching; nor even such products of the farm as butter and cheese, which may, in the broad sense, be regarded as manufactured articles,

and are often made in large factories. In short, I include only those articles made in what we commonly regard as factories, using machinery and motive power.

I have no need to stretch the meaning of the term "manufacture," and yet I find that out of a total export of \$177,241,115 of all classes of goods last year, the exports of manufactured goods amounted to \$67,894,928, or 38.3 per cent. of the whole. Is not this significant? I will endeavor to show now what it means.

By the census of 1901, it is shown that 370,256 hands were employed to produce \$476,258,886 worth of manufactured products; that is, one person for every \$1,286 worth of goods produced. If this same proportion holds to-day, we have 52,874 people in Canadian factories producing manufactured goods for foreign countries. If, then, as is generally supposed, one person in employment supports four others, we have 211,496 people supported in Canada by our export manufacturers alone. But we always recognize that our export manufactures are only a small proportion of our total production. What this is will be shown by our census, the returns of which are now in process of preparation. To-night I can only approximate it.

Our export trade in manufactures has increased since 1891 by 106 per cent. If our home production had only increased half this amount then our total output would now be \$730,000,000. This illustrates to what a large extent Canadian manufacturers have taken possession of the home market. We may emphasize this condition still further by our knowledge of the imports into South Africa prior to the outbreak of the present war. The imports there to supply some 800,000 whites and 3,000,000 Kaffirs were as large as the imports into Canada to supply the numerous wants of over 5,000,000 highly civilized and prosperous inhabitants. What, then, does it represent if our output of manufactured goods last year amounted to \$730,000,000? It means the employment of approximately 575,000, and the support of 2,300,000 people.

Gentlemen, these figures amaze us, and we can only await the announcement of the census returns to verify their correctness. From them it is seen that approximately two-fifths of the people of Canada are supported by our manufacturing industries. What this means, as compared with the export only of raw products, may be gained by a glance at our last census.

The value of the raw materials used by our manufacturers was approximately \$256,000,000, the value of the finished product \$476,000,000. In other words, the industries of the country were responsible for retaining \$220,000,000 of money within our own borders. Taking the figures of growth that we have already referred to, this would mean for the year in which we have already entered, that the manufacturing industries of Canada have been a net source of wealth to the country of approximately \$400,000,000.

IMMIGRATION.

And at this stage I wish to point to a feature connected with the immigration policy of our Government.

The Dominion Government, as well as the various Provincial Administrations, have been giving attention to the possibility of increasing the flow of immigration to our country, and rightly so. But, in so doing, they have pointed out only the value of Canada as an agricultural country, and the expressed opinion of some of the most prominent visitors from Great Britain to Canada during this year has been that we can never expect any great flow of immigration to a country that is represented as purely agricultural. If we ever expect to direct a steady stream of population to Canada from the crowded industrial centres of Great Britain and the Continent of Europe, we must point out that there are wide and varied occupations in which they may find employment, that our industries and our commerce, our mining and fishing also offer varied inducements for varied talents. But I must not dwell longer on this subject.

IMPORTANCE OF MANUFACTURING.

What I have endeavored to emphasize is that the manufacturer in Canada is not a monopolist, robbing the classes whom he employs, or those to whom he sells, but in the great fabric of national greatness that we are weaving, he constitutes a part so important that no one, save the most earnest student of Canadian statistics, can well estimate. In my mind we have a right to expect that our public men, our statesmen, and our press will so far forget party strife in matters that vitally affect the industrial progress of our country, that they will endeavor at all times to support any policy that tends to our commercial advancement.

This may be done in various ways. First, privately, by patronizing, so far as possible, home industries. By this I do not mean any narrow policy of buying only what we make, but the cultivation of national pride and confidence in our own products, and a willingness, other things being equal, to purchase that which is made in our own factories and by our own workpeople. Dictates of self-interest alone should justify this partiality.

ASSISTANCE OF MUNICIPALITIES.

The other method is by the aid of public policy. This is done in two ways. First, by bonus industries by municipalities and towns, and, second, by tariff legislation. I think that there is no more striking testimony to the recognized value of manufacturing establishments to a country than the willingness that appears in almost every town and city in our Dominion to assist by bonuses or the granting of special privileges, the establishment of some industry that will employ workpeople and provide good substantial pay-rolls. In this we cannot too strongly condemn the foolish rivalry of certain towns which prompts them to outbid each other for the establishment of an industry already located in another town. Benefit secured in this is almost always overbalanced by the injury wrought. The policy of creating local well-being at the expense of one's own neighbors is strongly to be deprecated.

TARIFF LEGISLATION.

Still another method of encouraging the development of our industries is the undertaking of it, not as a local question, but as a Dominion and national one through tariff legislation. On this great question I do

not propose to say much. I believe that all the thinking people of Canada, the men who have her national progress at heart, breathe easier to-day when the tariff question is not a main feature of party politics. I believe that I voice the sentiments of the Canadian people in saying that in matters that are so sensitive and so nicely balanced as trade, where so much depends on mutual confidence and good faith, the less that trade questions become the dividing line in party politics the better for our country. Were it not that as a people we are jealous of seeing governmental rights transferred from us, we would gladly place such questions in the hands of a strong and impartial commission for administration.

We have to-day what may, I think, be fairly called a moderate tariff, one to which no section of the community with the well-being of the whole at heart, can take exception, for all must admit that in a new country capital will not invest itself in manufacturing unless it has some assurance that it will not be swamped by the manufactured goods of older countries who produce for a larger market. The situation of Canada is striking in this respect, on account of its geographical position, so contiguous to the great manufacturing Republic to the south of us. Under a practically prohibitive tariff, the manufacturing establishments there have reached a stupendous magnitude. We are so close to them that many of their centres are nearer to consuming points in Canada than our own industrial cities of Montreal and Toronto. Our styles in all lines are identical with theirs, and our market is suitable in every respect for any of their surplus production. These, and other conditions, generally make me feel positive in the statement that even the most ardent free trader must feel that we have now moved just as far in the direction of free trade as is possible until the growth of our population provides a home market sufficient to develop our industries to a competitive level.

RECIPROCITY.

This brings me to the much-talked-of question of reciprocity—I mean much talked of in the United States, for I think that the cry fails to find a responsive chord in Canada at the present time. Without endeavoring to stir up the question, I believe the feeling in Canada to-day to be that, if we begin to talk reciprocity, the United States will reciprocity us out of business. Why this feeling? It is because the people of Canada feel that any substantial advantage to them would be contested, while every effort would be directed towards securing a freer access to our market. The people of Canada are not ignorant, they read and study. They see that our imports last year from the United States were \$119,306,000, while the exports to them of our products, not including precious metals, were less than \$44,000,000. While the United States has large cities that should be a market for our farm produce we find that we imported more than twice as much of their farm produce as they did of ours. Is this satisfactory? No, and gentlemen, I am much mistaken if there is not in Canada to-day a strong feeling in favor of terminating this most unsatisfactory arrangement whereby their goods have an easy access to our market, and ours are practically excluded from theirs. What seems to be the only way open is the adoption of a different kind of reciprocity than that proposed by our friends to the south, viz., a reciprocity tariff, placing ours on a level with theirs. Our farmers see that we purchase some \$60,000,000 of manufactured goods, two-thirds of which could be made in Canada. While this vast volume of the product of United States labor is purchased by us, the producer of food in Canada is practically prohibited from selling food products to the United States laborers who make the goods that he purchases. Some are not slow to reason that, were these goods made in Canada, our farmers would be called on to supply every kind of food product required for a new Canadian city not less in size and numbers than the present city of Toronto.

The manufacturers do not seek to foment trouble, but I am confident that before we can ever hope to gain from the United States any favorable access to their market, we must first assume, not a defiant or hostile attitude, but a determined, manly, national spirit, and show to them that we propose to guard our own interests first, last and always. This makes me feel that before any reciprocal arrangement is possible, we must adopt a scale of duties against their goods that will have the same effect as theirs has at present on ours, and by this means alone I think it possible to have the United States extend to us the reciprocal arrangement that will give us the benefit our people desire.

PREFERENTIAL TARIFF.

But I must turn now to a country with which our trade relations are more pleasant, Great Britain. The original preferential tariff, subsequently increased to 33½ per cent., was a change in our fiscal policy which was much more likely to affect our manufacturers than any one class, and that they accepted the same without any determined protest speaks volumes for their loyalty and attachment to the British Crown. They understood it as a move intended to improve the feeling of the British people towards Canada, a feeling which it was hoped would show itself in larger purchases of our great output of farm products. While many manufacturers felt strongly that sentiment of this kind influenced business only to a slight extent, and while they pointed to the fact that Great Britain never entertained more friendly feelings to the United States than now, when her tariff is as nearly prohibitive as it is possible to make it, still they made no protest, feeling that if this policy assisted in developing a market for our farmers, and at the same time became the means of eventually obtaining some substantial advantage in the markets of the sister colonies and Great Britain, we would have little to regret. At the same time I am sure it is the opinion of Canadian manufacturers that the duty of the Government is to legislate, first for Canada, and for Great Britain afterwards; in other words, that the preference should give the British manufacturer a substantial advantage over his foreign competitor, but not over the Canadian, and, that when any Canadian industry has suffered, attention should be given promptly and fairly. This is only just to the men who have invested their capital in such particular industries. And I am one of those who believe that we render the greatest service to the Empire to which we belong when we take measures to develop our own strength and resources rather than handicap any section of our own people to give a trade advantage to any section of the British trading community. We strongly commend the policy of stability in tariff legislation, but, at the same time, feel that from

time to time attention should be given in a thorough way to this question in order that measures may be taken to meet any new difficulties that may have resulted from changing conditions.

In concluding this reference to tariff matters, it is well to refer to the strong feeling that I believe prevails among the manufacturers of Canada in favor of obtaining, if possible, some reciprocal trade arrangement between our country and the other sister colonies, as well as Great Britain herself. While we recognize the difficulty attending the bringing about of such an important matter, and the diplomatic rules that have to be observed, we would strongly urge our Government to keep this matter ever in mind, and to take every fair opportunity to press forward towards its accomplishment.

GENERAL TRADE CONDITIONS.

As President of this important Association, it is a pleasure to note the gratifying increase in the exports from our country. Last year our total exports amounted to \$177,241,115, the highest ever reached at any time in the history of Canada. Our exports for the three months of July, August and September, just closed, amounted to \$50,134,195 and from these I am pleased to note a satisfactory increase in the export of manufactured goods above those of the corresponding period of last year. This growing export trade strongly confirms me in the view that the unprecedented activity in all lines of manufacture and business generally has been sound and healthy and that so far we have no reason to anticipate any speedy relapse or depression. Our bank returns also indicate the same feature. In the month of September, just closed, for which the banking returns have been issued, we show several new records in banking statistics for Canada. In that month the total net circulation amounted to \$56,000,000, which is within \$11,000,000 of the total circulating power of our Canadian Banks.

ADDITION OF NEWFOUNDLAND.

As manufacturers, too, we have noted with considerable satisfaction the renewed interest in the question of confederating Newfoundland with the Dominion of Canada. While many of us are not in a position to go into all the political aspects of this question, we would, as producers, gladly hail the incorporation of the Island of Newfoundland as a part of the Dominion bringing it under our tariff laws, and opening to us a market which is at present very largely supplied by the United States.

The Association's influence has been largely instrumental in creating a greater interest in industrial life in our universities.

It is technical and commercial education which has placed Germany in the position of a dangerous rival to Great Britain, and there is need for energetic action to face the keen and growing competition of industrial countries, such as Germany and the United States, countries which have given attention to practical, as well as theoretical education.

One proof that our people are eager for a more scientific knowledge of their special trades is that there are 25,000 Canadians receiving instruction by mail through the United States National Correspondence Schools. This indicates that our artisans feel the need of a more practical education.

Capable, well-trained men are as important in business as in professional life. The great majority of students in the past have gone into the so-called learned professions, but, if I can read the tendency of the times aright, a much greater proportion will enter commercial life in the future. Why should not the student, if he chooses, instead of confining himself to theories and economic conditions of days long past, devote himself to the study and solving of the great vital problems of our own time and country? Modern conditions are such that men must be trained to handle large matters, and select the rank and file to attend to smaller details. They must be able to organize, arrange the division of labor, grasp and understand opportunities, and nowhere should the liberal and broadening tendencies of our industrial life be better assisted than in the colleges of our Dominion.

The field of industry will never be fully occupied, but will always offer rewards to the right kind of ability.

It is true our country presents great natural advantages, but, without the inventive skill and its intelligent application, backed up by enterprise and energy, we shall fall in the scale of nations, for the survival of the fittest is a law which never changes.

SKILLED ACCOUNTING.

I wish to emphasize the importance to our manufacturers of having skilled accountants. In our offices we are accustomed to obtain the best help available to keep our accounts, regulate our credits, and attend to our banking: though often—too often—this help is not as skilled and as highly trained as it should be: but, in the factory, where we deal with materials, time, machinery, waste and wear and tear, all representing money, the same regard for skilled help as a rule is not observed, and indeed the services of skilled accountants, capable of following all these items accurately, and of formulating reliable cost accounts, are difficult to obtain. In these days of keen competition it is highly important that the manufacturer should know, to the fraction of a cent, the cost of his goods.

TRADE AND NAVIGATION RETURNS.

At the same time we have given close attention to the securing of reliable information for our members upon the progress of trade in which they are interested. Through representations made to the Government by our Association, it was decided to issue a monthly trade and navigation report, classifying the exports and imports under some 1,400 headings. These reports are issued shortly after the close of each month, and are a credit to the Department of Customs by whom they are issued. I commend this blue book to the study of every member, in order that he may inform himself properly as to what extent his foreign competitors are taking possession of the Canadian market, and at the same time I desire to praise the Government for their prompt action in this matter.

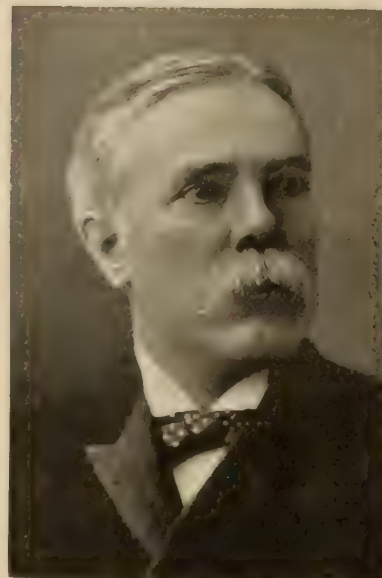
We also hope, in the offices of our own Association, to give special care to the working out of such statistical information as may be of practical advantage to our members.

CHEMICAL INDUSTRY.

In the same line I would point to the success that has recently attended our efforts in the formation of a Canadian section of the Society of Chemical Industry. This important society, with headquarters in Great Britain, publishes a journal full of most valuable information for every class of manufacture into which industrial chemistry enters. The formation of a Canadian section, whose membership is composed both of practical manufacturers and of the teaching chemists of our country, will afford many opportunities of discussing questions that should greatly affect the cost of production in many important lines of Canadian goods, and the utilization of various classes of waste material.

LABOR QUESTION.

Another important topic on which I might be expected to say a few words is the relation of our Association and our members to the Labor Question and the Labor Unions of Canada. At the outset let me say that our Association has never had any connection with labor questions as such, that we have no organization for industrial warfare, and that in the past our relations with labor organizations have been most cordial. We must deplore, however, the occasional strikes that have occurred during the past year, and we believe it to be important that all possible provisions should be made to prevent these ruinous contests, which injure employers and employes and entail heavy loss on the general public as well. The practical question of improving this situation is a most difficult one. We hear much to-day of compulsory arbitration and its operations in New Zealand. While this matter has never been discussed at any of our meetings, I am sure that the members of our Association would view with alarm any hasty experimental legislation along these lines. The great difficulty attending the securing of impartial arbitrators,



Past-President P. W. Ellis, Toronto.

*to Can. Mfg. Assn. 1894
Dr. Mr. Edmond.
M.P.*

who are also competent to judge of the merits of questions at issue, and the still more serious difficulty of enforcing decisions in a country like Canada, so contiguous to the manufacturing republic to the South, should cause hesitation. There are very conflicting opinions expressed as to the working of this system in New Zealand, and it is well to note that even a successful operation in that country would not guarantee any success here. New Zealand is a country at least a week's sail from any neighbor. It is entirely self-contained, and its problems are mixed up in no way with any other country. Here in Canada, however, the case is entirely different. We are so close to the United States, and our questions are so interwoven with theirs, that the adoption of any similar policy here might have serious effects. I feel, therefore, that it would be little short of an industrial misfortune if any aggressive legislative policy were adopted by our Government, while the success would be, to say the least, highly speculative.

There are one or two features in connection with Trade Unionism, however, that we must deplore to-day. One is the policy of some international trade unions, which have declared industrial strife in Canada at the incentive of organizations whose headquarters are situated in the United States, and whose interests are entirely opposed to the furtherance of the industrial progress of Canada. The other is the growing tendency of certain unions to claim privileges relating to the government of businesses which practically mean the handing over of the management of those who have the responsibility to those who have not. It will ever be the aim of this Association to assist in the promotion of the very best feeling between master and man, and to encourage among our members, as much as possible, a policy of liberal treatment of their work-people, but the labor question is at present no part of our work. Should

any occasion arise, however, that might check Canadian industrial development we could not stand aloof.

TRANSPORTATION.

But to turn to a new subject. There is no matter of more vital interest to our manufacturers to-day than the question of transportation, and we commend to the earnest attention of the Government the careful consideration of the best means of extending our transportation facilities. As yet only a very slight proportion of the produce of the farm, the forest, the mine, and the factory find their way to consuming markets abroad through Canadian channels. We commend to the attention of the Government the encouragement of Canadian shipping from Canadian ports, and with it also the encouragement of Canadian shipbuilding. There is no industry that requires the product of so many different classes as shipbuilding, and any aggressive policy in this direction should commend itself at once to the attention of the whole Canadian people.

MEMBERSHIP AND INFLUENCE.

But I must now say a few words about the Association over which I have had the honor of presiding during the past year.

We started the past year with a membership of 342, and I am pleased to announce to-day that we enter the new year with a membership of over 825. This increasing membership is widening the influence of our Association, which is continuing to attract members by the vigorous and aggressive manner in which it applies itself to all matters affecting manufacturers. We may now fairly claim that we represent the widest expression of industrial public opinion.

The serious consideration that has been given to the suggestions of this Association by our legislators will give added strength and influence. Our increased membership supplies us with the funds necessary to continue the work with energy, to employ a competent staff, whose entire time is devoted to the interest of our members, and to provide roomy and well-equipped general offices. I must here testify from personal observation to the large amount of time devoted, and valuable work accomplished by the Executive and other committees of our Association, whose voluntary service speaks volumes for their public spirit, interest in and attachment to the Association. The reports of the various committees, which will be placed before you, will review at some length the work undertaken, and what has been accomplished.

GENERAL OBJECT OF THE ASSOCIATION.

The general object of the Association, first and foremost, is to serve our country faithfully and loyally, and, so far as is consistent with this, to help each other in the promotion of our manufacturing industries, and according to By-Laws 1 and 2:

1. To secure by all legitimate means the aid of both public opinion and Government policy in favor of home industries and the promotion of Canadian manufacturing enterprises.

2. To enable those engaged in all branches of Canadian manufacturing enterprises to act in concert, as a united body, whenever action in behalf of any particular industry or the whole body becomes necessary.

It is also our purpose to bring into harmony the views of our manufacturers from all parts of the Dominion. We must meet together in a spirit of mutual concession that we may aim in obtaining the objects of the Association with oneness of purpose. In all our transactions, we know no party; the Association is absolutely non-political and non-partisan, devoting all its energies to advancing the industrial interests of the Dominion.

ORGANIZATION.

Our Association is now thoroughly organized. We have the Central Executive Committee, on which are representatives of every section of the Dominion, and we have as well local and Provincial branches organized to take up questions of local and municipal interest. We also have various committees who give careful attention to the working out of those matters which relate to the important subjects allotted to them. The Association has nothing to do with prices or combinations to affect prices, but aims only at acting together to show the direction of Canadian industrial opinion, and to advance the manufacturing interests of our country.

PARLIAMENTARY COMMITTEE.

Our Parliamentary Committee also has important work before it. Our large financial, transportation and other cooperate interests are represented at Ottawa by able agents well qualified to place before our representatives the views of those important interests. The manufacturers of Canada should also be represented by one capable of imparting reliable information to the members of Parliament, that they may deal with questions affecting the industrial interests of Canada, and be fully acquainted with our side of the question, which has not been altogether the case heretofore.

COMMERCIAL INTELLIGENCE COMMITTEE.

Our Committee on Commercial Intelligence was organized for the purpose of investigating special questions relating to the interests of manufacturers, the development of our export trade, and other important matters.

EXPORT TRADE AND TRADE INDEX.

I would refer also to the important work undertaken by the Association in connection with export trade. Last year we issued The Canadian Trade Index, which is a classified directory of the membership of our Association, published in English, French and Spanish. 15,000 copies of this work have been distributed, advertising our members and their products to one another, and also to buyers outside of Canada. We cannot well conceive the vast amount of good this will do, for already hundreds of inquiries have poured into the office as a result, and many firms have reported new trade connections obtained through this medium.

We have appointed correspondents in various foreign countries to post us on trade conditions there. We have advertised in foreign journals that we will furnish any information with reference to Canadian

trade, and every foreign mail brings inquiries for different classes of goods. These are at once communicated to our members by special bulletins, and afterwards published in Industrial Canada.

GENERAL INFORMATION.

At the office of the Association there is kept on file as complete lists of foreign tariffs, freight charges, etc., as possible, for the information of our members. We have obtained exhibits from some foreign countries showing the products that can be exported to Canada, and also the class of manufactured goods that they purchase. We have arranged to obtain reliable confidential reports on the standing of foreign firms at the minimum of cost. As a result of this work, I am able to report that over forty firms have arranged for the representation of goods outside of Canada through the direct efforts of the Association.

DEATH OF MEMBERS.

In closing, I must refer to the breaches that have been caused in our membership through death during the past year. These have been not a few, and we have from time to time chronicled the death of members in almost every Province of the Dominion. I note to-day the especially sad circumstances attending the death of one of our esteemed members, who was to have taken an active part in this annual meeting. I refer to Mr. Walter E. H. Massey, President of the Massey-Harris Company in Toronto, one of our best members, and Vice-Chairman of the Agricultural Implement Section of this Association. In Mr. Massey, Canada has lost one of the most enterprising of her sons.

Mr. Ellis sat down midst the prolonged cheers from the attentive audience.

In reply to a vote of thanks, Mr. Ellis said: "I wish every manufacturer in Canada would esteem it his highest ambition to be president of The Canadian Manufacturers' Association, and that he would get every brother manufacturer to become a member of the association. You have guarding your association sincere, thoughtful men; your money is well spent. I feel sure the interest we have in one another will bind all our hearts. This is the proudest day I have passed."

SOUTH-AFRICAN TRADE.

Mr. James Cummings then gave an address on the "South-African Trade." He had been sent out to see why Canadian trade was so slack in that country, and he spent four months looking over the field. After describing the topographical, zoological and other features of the country, he said that the white population did not work, and the dark did not want to work. For 20 years the loyal man's position there was bad. The Dutch sneered at him, and though he stood by his flag it will be long before South Africa becomes much from an agricultural standpoint. But it will be one of the greatest buying countries in the world, as there were between 8,000,000 and 10,000,000 souls, and the working classes were not to be depended upon. The work of the Canadian soldiers had paved the way for Canadian goods. After describing the four points in that country, the speaker referred to its products, which, he said, were principally ostrich feathers, wool, hair, and copper. Johannesburg will soon be a much larger city than Montreal, and will consume twice as much goods as that city. Canada will be able to send agricultural implements, carriages, boots and shoes, canned goods, bacon, and cheese. Now, these products went by way of New York and London. What was needed was a direct line from Canada there. There was also a big demand for Canadian lumber and furniture. Timber should be sent there in a finished condition. The speaker emphasized that goods should not be sent on "spec." or sent extravagantly. A dozen good live Canadians should be sent there, too, to push Canadian goods. Only finished goods should be sent. The speaker concluded by saying that he did not believe in reciprocity, which would only lead to the Canadians being hewers of wood and drawers of water for the Americans.

A hearty vote of thanks was accorded Mr. Cummings for his interesting address.

CHANCES IN ASIATIC RUSSIA.

Mr. William White, of the Canadian Pacific Railway, who recently made a visit there in the interest of his company, followed. Mr. White's interesting and very specific

paper formed part of the report which he made to the president of the road on his return. In Mr. White's absence the paper was read by Mr. T. A. Russell, the secretary of the association.

Mr. White's paper stated that the meat products are shipped to Western Russia, France and Germany. The stock consists chiefly of horses and cattle. Caravan routes run into all the stations on the railway from small settlements in the north and south. The whole of this western region, or rather the whole of Siberia, right through to Vladivostock, is watered by large rivers. The good lands will accommodate many millions of people yet to come.

TARIFF AGAINST UNITED STATES.

During Mr. White's visit a tariff war was on between the United States and Russia, and the trade done by the former in axes, electrical apparatus and other lines was diverted to England and other countries. Implements are admitted free. After the tariff war is over there will be a large increase in imports from the United States, chiefly of implements, portable engines, etc. The ordinary Russian tariff is a heavy one. The duties on woollen goods are absolutely prohibitory, while those on flour, cottons, sheet iron, glassware, woodenware, etc., are very high. The policy of Russia is to encourage home industry. At the same time when Eastern Siberia begins to be peopled and the mines to be worked, the demand for foreign goods will be considerable, because the Russians of Western Russia are backward in manufacturing, and the cost of carrying goods by rail to Siberia will necessarily be very great.

Mr. White was accorded a hearty vote of thanks.

FROM A BRITISH VIEW.

After a vote of thanks had been unanimously passed for this address, Mr. C. J. Alexander gave a brief address on "Canadian Manufactures from a British View." The speaker said that for 40 years he had been a merchant and a manufacturer in Scotland, and had been president of the South of Scotland Chamber of Commerce. Free trade was the general sentiment of the associated chambers of Great Britain and Ireland, and he still believed it to be for the best interests of Great Britain. He came here as a free trader before his eyes were opened by the X-rays of practical demonstration. He was now convinced that a tariff that does really protect is absolutely necessary. Under the reduced Wilson tariff all domestic industries suffered. Foreign importations increased and domestic manufactures were displaced, whilst under the Dingley tariff foreign importations were checked and correspondingly domestic manufactures took their place. The object of protection is not to increase prices, but, by getting our own home market, to reduce them. The development of our home industries is by far the most potent factor in giving us an increase of population. We should see our home industries are kept effectually protected, and that what now goes to the foreigner is kept in our own midst, so as to encourage skilled labor to come to our shores. The speaker went on to say that it made his heart sore to find our young men, well educated and well trained, going over to build up the States instead of remaining here. Prosperous industries afford an opening for the vigorous sons of our farmers, and he knew of no class who would benefit more by thriving industries than the farmers themselves. Of imported woollens, he would ask: Does your farmer get any market or demand for his wool? Not one ounce. Whereas by having woollens manufactured here he can increase his flocks and find a home demand to his hand. Referring to the preferential tariff, the speaker said that England stands pre-eminent the world over in the manufacture of woollens and in conceding this preference it has been granted to our greatest competitor, for which we cannot

point to one particle of reciprocal advantage. Of course, there is the sentiment of loyalty, but Canadian interests are not to be sacrificed to those of the Mother Country, and the speaker did not think Great Britain wished such to be done.

A vote of thanks was accorded the speaker, and it was voted and carried that his address be printed in the organ of the association.

The chairman then called on the audience to sing "God Save the King," and the convention adjourned till the following morning.

Wednesday was a decidedly busy day; in fact, the proceedings developed into a race against time. President Ellis and Secretary Russell worked hard and won out.

RESOLUTIONS REGARDING THE TARIFF.

The morning meeting was devoted to a discussion of the proposed resolutions, and was private. The result was the passing of resolutions pertaining to various trade commodities, from woollens to laths. Other resolutions were considered and passed, but not finally, and will go forward to the Tariff Committee in order that any other interests not yet represented shall have an opportunity to consider them.

The resolution on woollens passed finally, and was as follows: "The request of the Woollen Manufacturers' Committee is that you endorse their request to the Government for a net tariff after the reduction of the preferential tariff of not less than 30 per cent., or its equivalent, upon all classes of finished woollen, worsted, and knitted goods and carpets, and of 20 per cent., or its equivalent, on all classes of woollen and worsted yarns."

The committee on folding boxes urged that the present duty of 35 per cent. ad valorem be changed to a specific duty of 6 cents per pound.

The committee on shirts, collars, cuffs and blouses recommended the ad valorem duty to be at the same rate as paid on their raw material, plus a specific duty of 24 cents per dozen on collars; 48 cents on cuffs; \$1 on shirts, and \$1 on blouses. The specific duties which are strongly recommended being the only protection.

The committee on lumber urged the following tariffs on sawn lumber or timber:—"White pine, red (Norway) pine, hemlock, tamarac, spruce, Douglas fir, cedar, \$2 per 1,000 feet.

"Shingles, 30 cents per 1,000.

"Laths, 20 cents per 1,000."

The committee on oatmeal urged upon the Government the necessity of changing the duty on oatmeal from an ad valorem duty of 20 per cent. to a specific of 60 cents per 100 pounds. And that a duty of six cents per pound be charged upon lithograph covers on all package goods.

The Agricultural Implement Section Committee requested the association to strongly urge the Government to increase the duties on all agricultural implements.

The report of the committee on valuation states that the subject was so important that it did not think it possible in the short time at its disposal to make a full report. It believed that there are several subjects in this connection which deserve the best attention of the association, viz.: "The necessity of the Government's adopting better methods of obtaining information regarding the prices ruling in foreign markets by means of a service similar to that of the United States consular service; also, that there is a great necessity of using our influence to induce the Government to put a check to the present large importation of so-called job or imperfect goods and overplus foreign production at less than standard values. This is a growing evil, and we believe that in no case should such goods enter at a lower value. We also believe that there is room for improvement in the unification of values

at different ports of entry, and would like the association to consider this matter as well.

The committee whose reports regarding tariff were not finally passed upon were those on licorice, bleaching powder, granite (finished), iron and steel, and on reed and rattan furniture, and baby carriages.

REPORT OF THE COMMERCIAL INTELLIGENCE COMMITTEE.

The afternoon session opened half an hour late, with the report of the Commercial Intelligence Committee.

With your indulgence your Commercial Intelligence Committee offers the following brief report of its work during the year. The varied topics discussed by the committee only admit of the most general classification. We will refer first to those bearing on domestic affairs, and then to others more directly concerned with what we may term our "foreign relations," i.e., with export trade.

First, then, with regard to domestic subjects:

(1) Insurance for Registered Mail Matter.—We recommend to the Government that the English system of postal insurance be introduced into Canada. The representative of the Postmaster-General discussed the matter fully with us and informed us that the Government was already considering the partial introduction of the English system. In England the maximum insurance is much higher, viz., \$600. If the present experiment is successful, however, as there is no reason to doubt but that it will, the limit of insurance will be raised to that observed in England.

(2) Fire Insurance.—The heavy increases in fire insurance rates in Canada have drawn protest from many of our members, and the matter was referred to this committee for attention. A sub-committee is now engaged in collecting information. We regret that we are unable to present the result of their deliberations to-day. Whatever it will be, however, will be at the disposal of our members through the columns of Industrial Canada.

(3) Information on the Standing of Foreign Firms.—In order better to answer the many inquiries coming to our office for information on the standing of foreign firms with which trade is to be opened, the following plan has been adopted after careful consideration: We have selected two of the most reputable mercantile houses abroad to furnish us the required confidential reports at a moderate charge. These reports are then furnished to members of the Association at a minimum rate. Once the reports are in our possession they are available for other members than those at whose instance they were originally secured at half the original cost. This arrangement has been of much assistance to many of our members who have been doing an export trade, and will, we are sure, be taken advantage of by others as occasion arises.

(4) Better Import Returns.—Your committee found it necessary to ask the Government for more speedy and better classified returns, particularly of imports. Up to this time unrevised import statistics with a very inadequate classification appeared every three months. The Government recognized the importance of your committee's suggestion, and by centralizing much of the routine work of statistical tabulation was able to realize great improvement at Ottawa.

The Customs Department now issues a monthly statement of imports and exports, fully classified as in the annual tables of Trade and Navigation. We commend this monthly publication to any of our members who are not yet acquainted with it. It is practically our only means of following closely the course of trade.

(5) The Census.—Your committee had specially under its purview the industrial census. In its conference and correspondence with Mr. Blue, the Census Commissioner, many changes in the schedules were suggested and adopted. One of the most important suggestions also adopted was for the appointment of specially qualified enumerators for the census of manufacturers. The cooperation of the Association was also pledged the census officials in the work of harvesting the information sought for. Your committee also urged that the actual as well as the legal population of the country should be taken. The Government responded by preparing to this end a special schedule. What the result of this new schedule has been is not yet made public. The opinion is further held by your committee that the time has arrived for this country to place its census work upon a more satisfactory basis than at present.

(6) Mr. Larke Should Re-visit Canada.—Your committee drew the Government's attention to the fact that Mr. Larke, the Canadian Commercial Agent at Sydney, Australia, has

not revisited his fatherland since his departure for Australia seven years ago, and represented that opportunity should be given him to return and inform himself carefully as to the industrial conditions here. We ask your endorsement of this practical request in order that the matter may be brought again to the attention of the Government.

(7) Canada's Representation at the Inauguration of the Australian Commonwealth.—Your Committee passed a resolution urging that Canada be represented at this ceremony by Sir Wilfrid Laurier, or if not by him, by some other member of the Cabinet. The resolution was presented to Sir Wilfrid by a special deputation to Ottawa. We trust that the worthy representation of the Postmaster-General at this function will be evidenced in future trade negotiations between Canada and Australia.

(8) Information for the Visiting Journalists.—The visit to Canada of their Royal Highnesses and the distinguished journalists accompanying them was considered an opportune time by the Executive of the Association to supply the latter gentlemen with information on the industrial resources of Canada. Your committee accordingly prepared a handsome pamphlet of 23 pages, which was presented to the visiting journalists along with copies of the Dominion Year Book and the Immigration literature published by the Dominion Government. The pamphlet was also sent to all the daily newspapers of the United Kingdom, and to many of the journals of the sister colonies of South Africa and Australia.

(9) A Canadian Consular System.—Repeatedly during the past year your committee has had brought to its attention important questions bearing on the export trade of Canada. Time and again the inestimable value of that trade to the country has been impressed on it and on the Executive, as has the wisdom of any policy tending to assist its development. At the same time it has been forced upon our attention that our shippers are handicapped in various ways through lack of organized commercial communication. There is no use closing our eyes to this fact. In the first place, Canada is not so well known in the world's markets as are her competitors. In the second place, we have no machinery for the securing of reliable and up-to-date information as to the needs of foreign countries such as is supplied bounteously to industrial interests in other lands. How these difficulties are to be met has been the problem before your committee, and to-day we submit to your recommendation, which we trust you will take into your serious consideration as the most important single subject coming before the present convention. Its significance for the country at large cannot well be overstated.

At the outset let us be clear as to our position. We do not believe in relying too much on Government support or Government interference in trade matters. At the same time we feel that in a work of this particular kind success can be secured only through active Government cooperation. The practice of the whole world recognizes the correctness of this attitude, and our own Government does not fail altogether in this respect. The Dominion already expends some \$18,000 on large commercial agencies abroad. It also provides for the distribution of information and the answering of certain inquiries through our Immigration Agencies, such reports being then printed and circulated in the monthly trade and commerce blue books. We do not underestimate these efforts but rather wish to bear tribute to the assistance they have already rendered our exporters. But much remains to be done. For example—some of our commercial agents only receive a trifling fee of \$250 per year, and consequently have most of their time and interest taken up with private business, which may, and too often does, conflict with their impartial representation of Canadian interests.

In the second place, it is notorious that our present system of trade agents is inadequate and disappointing. In London, the heart of the Empire, we have been making use of the High Commissioner's office, though this office is organized for political, rather than for commercial ends.

The Canadian Section of the Imperial Institute has also been of some service, but it is far removed from the business part of the city and is accordingly out of touch with actual business.

Further, as already pointed out, our representative in Australia has not been enabled to return and post himself on Canadian affairs during the past seven years and is not provided with adequate allowance for travel, etc. Our representative in South Africa has also no allowance for travelling expenses and no salary, his total revenue being allowance for office rent. At home, reports on trade and commerce, such as exist, are not issued until some eight weeks after the close of the month to which they refer. While we recognize then that work is begun in the right direction, still we feel that active steps should be taken to make it efficient.

We believe, in short, that the time has now arrived when Canada should be adequately represented in foreign countries, by permanent foreign offices, imitating in some respects, though not in its entirety, what is recognized as the most complete consular system in the world, that of the United States.

We recommend that the annual meeting endorse this decision, and that it press upon the Government the necessity of taking into its immediate consideration the establishment of a Canadian consular system. The term "Canadian consul" we believe more suitable for foreign use than the present term in vogue "commercial agent."

The consular offices we suggest should be established at the following places, which we name in order of their importance, subject to revision:

London, England; Sydney, Australia; Cape Town, South Africa; Yokohama, Japan; Kingston, Jamaica; Paris, France; Hamburg, Germany; Rio Janeiro, Brazil; Calcutta, India, and Shanghai, China.

The distribution of our representatives in this manner would practically cover the world. For example our consul at Hamburg could keep more or less in touch with Holland and the Scandinavian States, Austro-Hungary and Russia, while our consul at Kingston, Jamaica, would have an eye, not only to the British West Indies, but also to Central America and the North Coast of South America, which includes nearly all the South-American Republics.

We have carefully estimated the cost of such a policy, and believe that it could be carried out in its entirety, for some time to come at least, at a total cost of not exceeding \$75,000, from which we may deduct \$15,000 or \$18,000 already expended on our commercial agencies.

In making the recommendation, we commend to your attention certain pertinent points relating to the establishment of this system.

(1) That the posts should be graded according to their importance commercially, and consuls paid accordingly.

(2) That consuls chosen should be appointed for their seeming fitness for the position regardless of party affiliations.

(3) That consuls should be prohibited from entering into commercial or business pursuits, or enterprises of any kind whatsoever.

(4) That it shall be the duty of the consuls to provide weekly trade letters to the Home Government concerning such items of trade and commerce as may be of interest concerning conditions in any or all of the countries which may come within their jurisdiction.

(5) That these letters and reports be embodied in the monthly reports, but that same shall be sent out as received weekly in the form of advance sheets, to such as may request them, freely, and without charge.

(6) That the Home Office be so reorganized as to insure the proper and effective working of this system.

(7) That all consuls shall be loyal native-born Canadians, who will have the interest of their country at heart, and will work hard for the advancement of her interests among the nations of the world.

S. M. WICKETT, Chairman.

T. A. RUSSELL, Secretary.

Mr. Hees, in a neat speech, laid great stress on the need of a consular service.

REPORT OF RAILWAY AND TRANSPORTATION COMMITTEE.

The secretary then read the report of the Railway and Transportation Committee, in the absence of Mr. Campbell:

Your Railway and Transportation Committee begs leave to submit its report regarding the work of the past year.

It was the subject of regret to all members of our Committee that the chairman you elected a year ago, Mr. John M. Taylor, of the Dominion Radiator Company, was compelled to resign owing to absence from Canada for some months. The present chairman succeeded him in the month of May.

The matters brought to the attention of your committee during the year have been many, some of which have been dealt with successfully.

We have striven, as far as was in our power, to avoid making the committee a mere grievance section to assist in the presentation of every minor complaint to the railway companies, and have sought as much as possible to advance in a broad way the transportation interests of your members by dealing with those matters of most striking importance.

The work may be briefly referred to as follows:

CLASSIFICATION.

Many of our members have communicated their special grievances to the Association. Your committee gave these its utmost care, and selecting some of the most striking instances presented, asked for and secured an appointment with the Canadian Freight Classification Committee for discussing the changes desired.

Without going into detail your committee asked:

(a) That a lower minimum carload weight be placed on pianos and organs from that of 20,000 lb. previously prevailing. This really amounted to more than cost of shipment by open freight. As a result, the minimum weight was reduced to 14,000 lb., with second-class rating.

(b) For a carload rate on bicycles, always before shipped as open freight. This was granted, and a satisfactory carload minimum provided.

(c) A reduction of the minimum carload weight on woodenware, which, at the present time, is fully 25 per cent. above the capacity of the cars provided.

(d) That the classification of cased whisky be made the same as bulk.

These two last requests have not yet been acceded to.

CLAIMS.

At the same time the committee took special pains to dwell upon the slow and unsatisfactory method of dealing



Secretary T. A. Russell, Toronto.

*Cut to Can. Mfrs. Assoc.
Dr. M. E. S. -
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with claims. Communications were sent to the railway companies, and replies received that the matter would receive their attention. Since then, however, we have had no intimation that it received any notice. Consequently, this point was strongly referred to in our report to the Government Railway Commissioner, Mr. S. J. McLean.

NOTICE OF CHANGE OF RATES.

Reference has often been made to the fact that changes in rates and classifications are often put into force without any notice from the railway companies to those who may be seriously affected and who might wish to oppose the changes.

Your committee, on investigation of this point, brought out the fact that all changes in rates, classification, etc., must be submitted to the Governor-General-in-Council for ratification before they were legal. The Hon. the Minister of Railways in Canada, was therefore asked that all proposed changes in rates and classifications be submitted to your committee before final ratification. The Minister graciously acceded to your committee's request, and we believe that we have gained a point of considerable importance in regard to fixing rates and regulations. During our experience, since the

granting of this request 11 months ago, only one proposition has been submitted that had reference to an obscure piece of railway in British Columbia in which your members had comparatively slight interest. Since that time, no further matters have been brought to your committee's notice.

We strongly commend this general meeting to instruct the new committee to ascertain from the Department of Railways and Canals if it has kept its promise to the committee or whether it be the case that railway companies arbitrarily change rates, etc., without submitting the same to the Government as required by law.

NEW YORK CHARGES.

Some of our members pointed out that they had been subjected to vexatious and unnecessary delays and exorbitant expenses in their shipments via New York to seaboard. Your committee took up the matter with the offending parties, and is happy to report that substantial improvement has been noted in the manner in which Canadian freight has been handled by these agencies since that time.

CROW'S NEST RAILWAY.

Your committee was asked to support the application of the Crow's Nest Railway Co. for charter to the United States boundary. It felt that it had no special information on this subject, and declined to express itself.

PREFERENTIAL TARIFF.

A resolution asked that preferential tariff be applied only to goods entering Canada through Canadian ports. Your committee felt that a question of this kind should only receive attention at a large and representative meeting, and did not pass any resolution affecting the same.

SUBSIDY TO FRANCO-CANADIAN LINE OF STEAMSHIPS.

Similarly we were asked to express our opinion as to the advisability of the Government granting a subsidy to a line of steamships operating from Canada to France. As the Government had already acted with the facts before it, we did not feel called on to express any opinion.

LOCAL GRIEVANCES.

Special correspondence was laid before your committee by representative manufacturers in Windsor and Walkerville, Ontario, complaining of distributive rates to these points, as compared with Detroit rates. The facts bearing upon this, as presented to your committee, were submitted to the Railway Commissioner, when in the city of Toronto.

RAILWAY COMMISSIONER.

One of the most important phases of your committee's work was the preparation of a statement of special grievances of shippers in order to lay the same before the Railway Commissioner appointed by the Government. Your committee, in the preparation of its report, dealt as far as possible only with transportation matters as affecting the Dominion, leaving any special local questions to be dealt with by local organizations, boards of trade, etc. The chief points to be emphasized were:

(a) Our opposition to the granting to competitive manufacturers situated in Great Britain and the Eastern States of better rates than given to Canadian manufacturers from important shipping points like Montreal and Toronto.

(b) Also certain injuries respecting classification.

(c) The unjust operation of several local rates, as compared with through charges.

(d) The injustice of charging higher rates to Western Ontario shippers to the seaboard than is charged to United States shippers from Detroit and Chicago when their freight passes over the same lines.

(e) Finally, the unsatisfactory manner of dealing with claims.

The report was presented to the Commissioner in the presence of representatives of the railway companies and was thoroughly threshed out.

OTTAWA FIRE.

The question of the relation of shippers who lost property in the Ottawa fire a year ago was carefully considered with a view not only to this one particular instance, but others of a like nature.

Your committee gave the matter careful attention and secured legal advice regarding the points involved, the result of the investigation being that the law as it stands at present provides that when any damage occurs in transit, which cannot be said to have arisen from any negligence or omission of the company or its servants, the company may, by the use of

apt language, contract itself out of liability, and this is done in the special contract under which shippers send their goods. Consequently, as the law stands at the present time, your committee finds that shippers cannot collect damages for loss unless the same can be shown to be the result of negligence of the company or its employees. But two things then remain to be done if shippers desire to be relieved of all risk is the safeguarding of goods in transit.

First,—Individually insure goods so shipped in such a way as to cover all losses that may be possible.

Second,—To induce the railway company to extend its present insurance policy, which protects it against losses which are the result of negligence of its own employees to cover all loss of any kind in transit. Whether this is possible of accomplishment or not is for you to judge to-day. Either the railway company would have to be approached with a view to having it assume this responsibility or the Government of the Dominion of Canada would have to be asked to pass legislation covering the question of the liability of railway companies for all losses in transit save that due to the negligence of the shippers themselves.

The committee leaves this open for your discussion to-day.

LOSSES IN OCEAN TRANSIT.

The attention of your committee has been directed by certain members to heavy losses involved in ocean shipping through rough handling of the goods consigned. We have not been able to investigate fully how far this complaint is general and is justified. It is a matter on which we require further information. In the meantime, we recommend all shippers suffering loss in this way to insure under the "All Risk Clause," whereby they are absolutely guarded against losses of any kind, and it is left for the insurance company to discuss with the steamship line whether the loss was one for which they were responsible or not.

STEAMSHIP SERVICE TO SOUTH AFRICA AND AUSTRALIA.

At several times during the year we were asked to pass upon the advisability of the Government assisting in the establishment of a direct line of steamships that would operate from Eastern Canadian ports to South Africa and Australia. We hesitated to deal with an important matter of this kind involving public policy until an opportunity was presented to test the feeling of our members. We have now, however, investigated the subject, and considered the total volume of freight now moving through United States channels to those colonies, and we now recommend for your consideration the adoption of the following resolution which covers the point at issue:

Whereas, the manufacturers and exporters of Canada now carry on a steadily growing business with our two sister colonies of Australia and South Africa, much of which is shipped via United States ports, with the consequent bonding, storage and transfer charges;

And, whereas, this trade would be largely augmented under conditions affording more direct, simple and economical transportation;

And, whereas, both colonies could be served by one line of steamships

Be it resolved, that in the opinion of this Association, the time has now arrived when the Government of the Dominion of Canada should assist by subsidy a line of steamships that would operate from the ports of Eastern Canada to South Africa and Australia;

And, be it further resolved, that the Government be at the same time asked to retain such control over the freight rates as may be necessary to prevent the manipulation of freight charges over such a line by any shipping ring.

RE EXPORT SHIPMENTS.

Your committee has during the past year carefully considered the possibility of improving and cheapening the facilities at the disposal of Canadian manufacturers who do an export trade. As a great deal of this is now done through New York, where vexatious delays and costly storage charges are often involved, your committee has considered that by collective action we could greatly improve the facilities at the disposal of our manufacturers. We have already communicated with many of the largest and most reliable shipping firms in New York, with the result that we now recommend that arrangements be made with one of these firms to be afterwards determined by your committee. That these arrangements entitle our manufacturers to the best contract rates available through the firm with which we are connected; that they give every attention to the prompt despatch of our shipments; that the charges be fixed and agreed upon, and that in return the Association recommend all its members who have not satisfactory connections to use the firm decided upon. This would give each member the advantage of the contract rates of any of the large firms, and would at the same time strengthen our position, inasmuch as the Association could transfer its arrangement if satisfactory accommodation was not provided. We recommend this

policy and suggest that the committee next year take immediate steps to put it in operation by selecting a suitable firm.

RAILWAY COMMISSION.

Your committee also recommends that this Association do now place itself on record as in favor of the appointment by the Dominion Government of a permanent railway commission with stipulation that sufficient provision be made to secure the best men available, to provide sufficient remuneration and to furnish a sufficiently numerous and competent staff. Also with the further condition that full and sufficient power be placed in the hands of the committee to enable it to deal authoritatively with important railway grievances when these are submitted.

TRANSPORTATION PROBLEM IN GENERAL.

In conclusion we desire to impress upon our members the importance of the transportation question. What we need most in this country is cheap transportation, and if we can adopt any system by which the products of our manufacturers as well as the farmers can be transported at a lower rate we will confer upon them a great advantage.

In this connection your committee desires to express its approval of the course of the Government in improving the terminal facilities of the port of Montreal, as well as improving the entrance to the Welland Canal at Port Colborne.

When these improvements are completed we believe the cost of transporting the products of Canadian farms and Canadian manufactures to the seaboard will be considerably reduced, and at the same time a very much larger volume will go down to the sea via our own Canadian route—thus building up our own seaports and at the same time greatly stimulating the shipbuilding in Canada.

Your committee submits this as its report.

MR. ROWLEY'S POINTED REMARKS.

Mr. Rowley (E. B. Eddy Co.) "I would like to draw attention to this Ottawa fire section. It strikes me that the suggestions should be insisted upon. We had 60 carloads of goods destroyed in that fire, and have got no return. The ground the railway companies take is that the fire was the act of God, or the Devil or somebody."

Mr. McNaught recommended that the Government be asked to amend the Railway Act to govern such cases. The Government ought to dictate railway insurance policies just as they do ordinary fire insurance policies. He made a motion to this effect, which was seconded by Mr. Birge and carried.

SOUTH-AFRICAN SERVICE.

Then ensued a very interesting and profitable discussion on our foreign steamship service which culminated in two resolutions, one to ask the Government to subsidize a direct line of steamships to South Africa and Australia, and the other instructing the Transportation Committee to enter into negotiations with a New York exporting house to handle the goods of the members of the Association at that point, see that the best freight rates are obtained and that the goods are shipped promptly.

Mr. J. O. Thorn pointed out that those who had been doing business with South Africa via New York are acquainted with the vexatious delays experienced at the American port. "Canadian shipments are frequently allowed to lie on the wharf for want of space, which is reserved to American goods. It's high time we had a service of our own, and I'm in favor of asking the Government to subsidize one." He also complained of the C.P.R. service from Vancouver to Japan. Goods are often left on the Vancouver wharf for a month at a time. The service should be much faster.

Mr. Saunders, of Goderich, said he gained time by shipping to Australia via the C.P.R. He could also get better rates over the C.P.R. from Goderich to Vancouver than from New York to Australia. The C.P.R. never failed him. "We should not build up those exporters in New York."

Mr. Bertram said he was going to South Africa next month with \$30,000 worth of goods. Part of this went by New York, and he had to pay a freight rate of \$70 a car from

Montreal to New York. He thought the suggestion of a direct line quite timely.

Mr. Russell explained how the Executive had investigated the amount of Canadian freight that went to South Africa and Australia via New York, and had determined that there was plenty of traffic for a direct line. The Canadian steamship companies think the same thing.

Mr. Munro said he found it cheaper to ship from Montreal to South Africa via London, Eng., than via New York.

Mr. Russell reported how Canadian shipments to countries all over the world were delayed in New York, and he suggested that the Association enter into a contract with a New York exporting house to look after Canadian freight that goes through that port to South America, India, and, until we get our direct line, to South Africa and Australia. The committee were instructed to pursue the matter.

THE LABOR GAZETTE.

The report of the committee on The Labor Gazette was next read and adopted. It was as follows:

Last year the Executive decided to subscribe to The Labor Gazette, to the extent of supplying a copy for the year to each member of the Association. When the question of renewal came up, the Executive, having regard to numerous complaints on the part of members as to the management and influence of The Gazette, refused to renew its subscription, and referred the whole matter to a special committee for report to this annual meeting. Your committee therefore, begs leave to report its conclusions as follows:

1st. It finds decided room for objection to the definition of labor implied in the general character of The Gazette. Labor, we venture to believe, conceived in its proper sense, is not limited to the employe, but embraces the whole field of industrial and commercial life. Industrial interests are essentially one; and an imperfect, narrow definition of labor is calculated to mitigate against the recognition of this community of interests which is at the basis of the relations between an employer and employe.

2nd. The committee finds that the system under which local information is secured for The Gazette is not such as to guarantee to the country at large the most reliable and serviceable reports. Numerous objections have been raised by members in this respect against incomplete and biased information.

3rd. The committee is of the opinion that a monthly issue of The Gazette, as at present, is calculated to encourage the publication of much ephemeral stuff, and to militate against attention being given to the issue of matter of more permanent value. Our opinion in this regard may, perhaps, be made clearer by citing by way of comparison the well-edited and extremely useful Washington Labor Bulletin, which appears quarterly. A quarterly issue of our own Labor Gazette, we firmly believe, would be in the best interests of all classes of labor.

REPORTS OF OFFICIALS.

The report of Mr. Booth, the treasurer, showed that there were over \$500 to the credit of the Association.

The secretary's report stated that the membership of the Association was now 850. With regard to the offices of the Association, they had a splendid library of current literature; some 80 publications are regularly received, and are on file; the Association was endeavoring to accumulate a considerable library of Government and other publications, and directories and other material daily in demand by manufacturers. The Association had arranged with the Canadian Government agents abroad to direct inquiries to Canada. The work of furnishing information to and corresponding with foreign traders has the constant attention of one person, who devotes his whole time to this work in the office. Referring to the Canadian Trade Index, the report stated that it yielded a net balance of \$500 to the credit of the Association. Some 10,000 copies have been distributed outside of Canada. Regarding Industrial Canada, this periodical is now four times as large as it was 16 months ago. Its aim is to convey to the members as full and accurate information about all that transpires in the various meetings possible. The report then went on to eulogize the men who worked on the various committees during the year. In conclusion, the report states that the secretary had special opportunities of coming in contact with every phase of Canadian manufacturing activity.

TRADE WITH AUSTRALIA.

Resolutions were the next order of business. It was moved by Mr. McNaught and carried:

Whereas, the union of the Australian colonies into a great Federal Commonwealth has brought that country under the operation of a common tariff; and

Whereas, this confederation will necessitate the adjustment of the tariff relations which have hitherto existed between this country and the various colonies of Australia; and

Whereas, the peculiar conditions which at present obtain throughout the Empire generally render the time particularly opportune for the negotiations of preferential trade relations amongst the great British self-governing colonies; therefore be it

Resolved, that, in the opinion of this Association, the Government of Canada should at once take steps to secure reciprocal preferential trade between this country and the Australian Commonwealth; and be it further

Resolved, that this Association place itself on record as being heartily in favor of reciprocal preferential trade between Canada and every part of the British Empire, with which arrangements can be effected to their mutual benefit and by means of which each would receive substantial advantage as a result of its national relationship.

OCEAN STEAMER SERVICE.

Moved by Mr. J. T. Murray :

Whereas, the present ocean steamship service being most inadequate for carrying the freight of Canadian industries from Canadian ports to its destination across the sea; and

Whereas, the Governments of Canada have expended very large sums of money, given away extensive tracts of land, and granted great privileges in the building of railways and canals, necessary to bring freight to tide-water; and

Whereas, Canadian ports are suffering for want of a satisfactory ocean freight-carrying service; be it

Resolved, that the Canadian Government be memorialized to give such encouragement, whether by bonus on tonnage or otherwise, to the building in Canada of ocean steamships, as shall warrant capital entering into this industry.

Referred to Railway and Transportation Committee.

PATENT OFFICE AFFAIRS.

Moved by Mr. F. B. Fetherstonhaugh and carried :

Whereas, the Canadian Manufacturers' Association has been informed that the Minister of Agriculture contemplates improvement in the Patent Office and amendments to the patent law. Therefore be it

Resolved, that this Association while conveying to the Honorable the Minister of Agriculture its appreciation of what he has already done, also submit the request that this Association be consulted on all proposed legislation to amend the Patent, Trade Mark and Design and Copyright Acts, before submission of such measures to Parliament.

TRADE AND NAVIGATION.

Moved by Mr. T. G. Mason, that it is highly desirable if not imperative that all matters relating to trade and navigation should be under the control of and be regulated by the Dominion Government of Canada alone; and that Provincial, municipal or other governing bodies should not have power to impose taxes, fines or other imposts, whereby the free interchange of commodities throughout the Dominion shall be in any way restricted.

Moved by Mr. J. K. Shaw, that this Association views with regret the continued delay of our legislators at Ottawa in earnestly grappling with the vital question of bankruptcy legislation in Canada, and hereby reiterates its demand for such, and requests that the Government deal with the matter as a Government measure at the next session of Parliament. Carried.

Moved by Mr. McNaught, that the thanks of the Canadian Manufacturers' Association are due and are tendered to Mr. Geo. Booth for his long and faithful services as treasurer of the organization; that he be elected a life member, and that \$200 be appropriated for the purchase of a testimonial to be presented to him. Carried.

Amendments to the constitution was the next business and all were carried with the exception of the one relating to "Fees."

The choice of the next place of meeting was left to the Executive Committee, with a suggestion that it be east of Montreal, preferably Quebec, Halifax, or St. John, N.B.

NEW PRESIDENT TAKES THE HELM.

Retiring President Ellis then introduced President-elect R. Munro, who was greeted with rounds of cheers. The new president in assuming office thanked the members in a graceful little speech for their kind reception, and averred that no man was more solicitous for the benefit of the Association than himself.

No matter throughout the convention provoked greater enthusiasm than did the little speech of ex-President Ellis, who, at this stage, took occasion to refer to the work done for the Association by the secretary, Mr. T. A. Russell. Never was there a more able or more conscientious secretary, and the manner in which he had carried out his work, and his labors during the convention, was a topic of eulogy among the

members. He deserved the trip to the West Indies, which the Association was presenting him with, after he had done the work of several men in a most able and thorough manner. Several members also spoke enthusiastically about the high merit of the secretary, who responded with a modest speech which was warmly received. He was then sung a jolly good fellow.

ELECTION OF OFFICERS.

The following officers for the ensuing year were elected by acclamation:

President—Robert Munro, The Canada Paint Co., Montreal.

First vice-president—Cyrus A. Birge, The Canada Screw Co., Hamilton.

Ontario vice-president—W. K. George, The Standard Silver Co., Toronto.

Quebec vice-president—J. J. McGill, Canadian Rubber Co., Montreal.

New Brunswick vice-president—C. J. Osman, The Albert Manufacturing Co., Hillsboro, N.B.

Manitoba vice-president—F. W. Thompson, The Ogilvie Milling Co., Winnipeg, Man.

British Columbia vice-president—J. Hendrie, The British Columbia Mills, Timber & Trading Co., Vancouver, B.C.

Treasurer—George Booth, The Booth Copper Co., Toronto.

Montreal Representatives—Frank Paul, Messrs. Belding, Paul & Co.; Hon. J. D. Rolland, The Rolland Paper Co.; W. W. Watson, The Canada Sugar Refining Co.; Robert Munro, The Canada Paint Co.; A. E. Ogilvie, The Ogilvie Milling Co.; J. J. McGill, The Canadian Rubber Co.; Wm. McMaster, The Montreal Rolling Mills Co.; James Davidson, The Thos. Davidson Mfg. Co.; C. C. Ballantyne, The Sherwin-Williams Co.

Quebec Representatives—J. Ritchie, Messrs. J. Ritchie & Co., Quebec; S. T. Willet, Chambly Canton; E. Guillet, Marieville.

British Columbia Representative—D. R. Ker, The Brackman-Ker Milling Co., Victoria, B.C.

Ex-Officio Members of the Executive Council—P. W. Ellis, P. W. Ellis & Co., Toronto; J. F. Ellis, Barber & Ellis, Toronto; A. E. Kemp, The A. E. Kemp Mfg. Co., Toronto; D. W. Karn, The Karn Piano Co., Woodstock; B. Rosamond, The Rosamond Woollen Co., Almonte; John Bertram, John Bertram & Sons, Dundas; R. W. Elliot, The Elliot Co., Toronto; Geo. E. Drummond, The Drummond & McColl Company, Montreal; Wm. McMasen, The Montreal Rolling Mills, Montreal.

Commercial Intelligence.—Chairman—Geo. H. Hees, Geo. H. Hees, Son & Co., Toronto; S. M. Wickett, Bickell & Wickett, Toronto; Jas. P. Murray, Toronto Carpet Manufacturing Co., Toronto; J. F. Smale, The Wm. Davies Co., Toronto; W. P. Gundy, The W. J. Gage Co., Limited, Toronto; J. B. MacLean, The MacLean Publishing Co., Limited, Toronto; A. S. Rogers, The Queen City Oil Co., Toronto; W. B. Tindall, The Parry Sound Lumber Co., Toronto; W. W. Watson, The Canada Sugar Refining Co., Montreal; C. C. Ballantyne, The Sherwin-Williams Co., Montreal.

Industrial Committee.—Chairman—S. M. Wickett, Bickell & Wickett, Toronto; W. K. McNaught, The American Watch Case Co., Toronto; J. F. Ellis, The Barber & Ellis Co., Toronto; Geo. Booth, Esq., The Booth Copper Co., Toronto; W. K. George, The Standard Silver Co., Toronto.

Reception and Membership.—Chairman—J. P. Murray, The Toronto Carpet Co., Toronto; G. P. Breckon, The Metallic Roofing Co., Toronto; Thos. Roden, Roden Bros., Toronto; Albert Brown, Brown Bros., Toronto; L. V. Dusseau, The Gendron Manufacturing Co., Toronto; Geo. Howell, The Grip Printing and Publishing Co., Toronto; F. H. Wright, Bennett & Wright, Toronto; F. Kent, Seaman, Kent & Co., Toronto; Robt. Munro, The Canada Paint Co., Montreal; Frank Paul, Belding, Paul & Co., Montreal.

Railway and Transportation.—Chairman—A. Campbell, A. Campbell, Toronto Junction; J. M. Taylor, The Dominion Radiator Co., Toronto; E. C. Boeckh, Boeckh Bros. & Co., Toronto; J. R. Shaw, The Canada Furniture Mfrs., Limited, Toronto; W. J. McMurtry, The Gold Medal Furniture Co., Toronto; J. H. Housser, The Massey-Harris Co., Toronto; R. Hobson, The Hamilton Steel and Iron Co., Hamilton; Wm. McMaster, The Montreal Rolling Mills, Montreal; Andrew Gunn, Gunn Bros., Toronto; Geo. Heintzman, Heintzman & Co., Toronto.

Parliamentary Committee.—Chairman—J. M. Taylor, The Dominion Radiator Co., Toronto; J. F. Ellis, Barber & Ellis,

Toronto; A. W. Thomas, Copp, Clark Co., Toronto; A. E. Kemp, The Kemp Manufacturing Co., Toronto; P. W. Ellis, P. W. Ellis & Co., Toronto; A. Campbell, A. Campbell, Toronto Junction; J. O. Thorn, The Metallic Roofing Co., Toronto; R. A. Donald, The Pure Gold Manufacturing Co., Toronto; W. B. Rogers, Chas. Rogers, Son & Co., Toronto; Hon. Geo. A. Drummond, Drummond, McColl & Co., Montreal

Tariff Committee. — Chairman — W. K. McNaught, The American Watch Case Co., Toronto; J. R. Shaw, The Canada Furniture Manufacturers, Limited, Toronto; Fred. Nicholls, The Canadian General Electric Co., Toronto; P. H. Burton, The Merchants Dyeing and Finishing Co., Toronto; Geo. H. Hees, Geo. Hees, Son & Co., Toronto; A. E. Kemp, The Kemp Manufacturing Co., Toronto; P. W. Ellis, P. W. Ellis & Co., Toronto.

THE BANQUET.

A Superb Menu, and Important Speeches.

The banquet was a most brilliant affair and a pronounced success. The Windsor dining-room was very appropriately decorated with flags, banners, and electric illuminations. Over 400 people sat down, and it would have been interesting to know just what income was represented there. The menu was superb, and the speeches were full of importance. The banquet was a complimentary affair to the visiting delegates, given by Montreal's commercial men. Hon. J. D. Rolland, chairman of the Montreal branch of the Association, presided, having on his immediate right, Sir Wilfrid Laurier, and on his immediate left, Lord Strathcona and Mount Royal. Others seated at the table of honor were: Hon. W. S. Fielding, Minister of Finance; Hon. Wm. Paterson, Minister of Customs; Hon. J. I. Tarte, Minister of Public Works; R. L. Borden, M.P.; Robt. Munro, P. W. Ellis, His Worship Mayor Prefontaine, Hon. Senator Mackay, United States Consul-General Bittinger, F. D. Monk, M.P., Principal Peterson, of McGill University; George Hague, Hon. H. T. Duffy, Henry Miles, president of the Board of Trade; L. E. Geoffrion, president of the Chambre de Commerce; A. C. Flummerfelt, Jas. Cooper, W. K. McNaught, W. K. George, Geo. Booth, Jas. P. Murray, J. C. Thorn, J. Bain, James Crathern, A. Campbell, John Bertram, D. W. Karn, B. Rosamond, D. W. Robb, C. J. Osman, Prof. H. T. Bovey, S. M. Wickett, J. J. McGill, W. Roach, T. A. Russell.

LETTERS OF REGRET.

The toast of "The King" was drunk with splendid enthusiasm, and then letters of regret at inability to attend were read from the Premier of Quebec, Hon. S. N. Parent, Hon. G. W. Ross, Hon. Wm. Mulock, Sir Richard Cartwright, Hon. Mr. Blair, Hon. Mr. Fisher, A. E. Ames, president of the Toronto Board of Trade; the presidents of the Halifax, Winnipeg, and Vancouver Boards of Trade; Sir Thos. Shaughnessy, and others. The president of the Winnipeg Board of Trade announced that Manitoba would this year produce the greatest crop on unfertilized soil that the world had ever seen.

CANADA AND THE EMPIRE.

The toast of "Canada and the Empire" was proposed by Mr. P. W. Ellis, of Toronto, the retiring president of the Manufacturers' Association. Mr. Ellis, in the course of his speech, alluded to a remark as to the possibilities of Canada, made in an address to the Toronto Board of Trade, by Mr. F. H. Clergue, in which he had stated that the mineral and chemical wealth of New Ontario was equal to that of the State of Montana, in the United States, and that of the Province of British Columbia, in the Dominion of Canada. Mr. Ellis also quoted Mr. F. W. Thompson's statement that the day would come when the wealth of the Manitoba wheat fields would equal the spring crop of the United States. Mr. Ellis counselled the people to take full opportunity of the great resources of the country. He saw no reason why

Canada should not make like progress with the United States, if every opportunity was grasped by Canadian citizens. The ex-president was loudly cheered on resuming his seat.

The "Maple Leaf Forever" should have been sung just here, but something had gone wrong with the orchestra, so Mr. W. H. Evans jumped upon a chair and whistled the tune through his fingers, concluding amid loud applause.

SIR WILFRID LAURIER.

Sir Wilfrid Laurier on rising to reply was heartily greeted. After the prolonged applause had subsided he spoke as follows: "Mr. Chairman and Gentlemen,—It is not my good fortune to be a manufacturer, I am but a simple and very humble consumer. But it has been my good fortune for the last twenty-five years to see a great deal of the development of the manufacturing industries of Canada. For, during twenty-five years and more it has been my privilege to be a member of the House of Commons of Canada. Twenty-five years is a long period in the life of a man; it is simply a dot in the life of a nation. But twenty-five years, whether it be in an individual's life, or in national life, is sure to develop a good many changes. I have seen the development in the relations between Canada and the Empire, I have seen with still greater interest the development of Canadian life. I have seen the ups and downs of politics. I have seen the surging rise and fall of party differences. I have served under Mr. Alexander Mackenzie, I have fought against Sir John A. Macdonald, and I believe I have felt; in fact, I am sure I have felt, as you have all felt, the loss of these two great men—one my chief leader, the other my chief opponent—both my personal friends. (Cheers.)

NATIONAL INDUSTRIES.

"But in these many changes and vicissitudes, there is one thing which has remained constant and unaltered; it is the devotion, if I may use the term, and I do use it advisedly—the devotion which all classes represented in the Canadian Parliament have ever bestowed and shown to the development of the industries of Canada. There has been more time consumed on the part of the Parliament of Canada in the discussion of the industries of Canada than perhaps all other questions put together. (Hear, hear.)

"I do not remember the time, or the year when, on the floor of that Parliament—the interests which concern you gentlemen—the manufacturers, have not engaged our attention and our deliberations. That these questions should be debated, that they should be discussed, that they should be scanned—is nothing but natural, and not too much time can be devoted to such a topic as that one. When once they have been debated and crystallized into legislation, you will agree with me that legislation should not be lightly disturbed. Tariffs are not permanent in a country like Canada susceptible to great development, everything changes, everything progresses, and the tariff, of course, must move with the times, but, at the same time, I have felt within myself, and you must have felt yourselves, that stability in itself is one of the securities to manufacturing industries. (Prolonged cheers.)

"Of course I do not pretend that the tariff which has been framed by my friend, Mr. Fielding, the Minister of Finance, is absolutely perfect, but I am disposed to think a great deal of it. Still, I know perfection is not of this world. There are spots on the sun, as we know, as we are told, do not prevent the majestic orb to progress through the sky in all its beauty, and so it is with the tariff which exists at the present time, though perhaps—I do not know, you know better than I do because you have to deal with it more than I do—it may be that there are blemishes in it; but whether there are blemishes in it or not, I suppose on the whole the manufacturers are pretty well satisfied. (Several voices: "No, no. Laughter.")

TARIFF MAY BE IMPROVED.

"That only shows that there is room for improvement. (Cheers.) That only shows that there are some spots in the sun or in the tariff, but it does not prevent the orb from shed-

ding its beneficence upon Canada. What is engaging all the manufacturers, I assume, is the development of the markets. The home market was supposed to be the best of all. Unfortunately the home market has not developed as we had reason to expect; the last census has been a disappointment to all of us. But even in the face of the last census, for my part, my heart is filled with hope. It has been my privilege within the last few weeks to cross and recross the continent from Quebec to Victoria and from Victoria to Halifax, and then it has been my privilege to see some of the immense wealth that we have in the Northwest Territories, to see the broad plains covered with stacks and stooks, and to see the sulky plough and the threshing machine at work at the same time and to see the immense possibilities we have in that distant part of our domain. (Cheers.)

MOVEMENT OF POPULATION.

"There is a new movement which I have seen in that direction. For the last 60 years or so the movement of the population has been from north to south. Now a change has taken place, and a movement of population is now from south to north. For a great many years, the United States has received the best of our bone and sinew. Now, we are going to receive the best bone and sinew of the American cities. (Hear, hear.)

"For a great many years, our young men have emigrated to the United States, now the young men of the United States are emigrating by shoals to the virgin soil of the Northwest Territory, and they will be well received. They will not be treated like the Outlanders, deprived of political rights. On the contrary we will be happy to receive them, and share with them what we have and allow them to take possession of our soil, and to make them free citizens, and enable them to feel that British institutions are infinitely superior, even to the much-vaunted institutions of the American republic. (Hear, hear.)

"In connection with this, there is another feature which is now taking place. I remember, and you remember also, that since the abolition of the reciprocity treaty in 1866, we have sent delegation after delegation to Washington to obtain reciprocity.

RECIPROCITY DELEGATIONS.

"We are not sending any more delegations. (Loud and continued applause.) But I rather expect, and I would not be surprised if the thing were to take place even within a few years—I say—I rather expect that there will be delegations coming from Washington to Ottawa for reciprocity. (Cheering.) Having learned the lesson from our friends to the south how to receive such a delegation, we shall receive them in the proper way — (cheers) — with every possible politeness. (Laughter.)

"But, gentlemen, there is something else than the Northwest Territories. We have also a new Ontario—in new Ontario is untold wealth—mineral wealth, agricultural wealth, wealth of every kind. There is not only a new Ontario, there is also a new Quebec. North of the Laurentian range, there is a new Province of Quebec, equal at least to the one we know and love so well. There is also, if I may say so, a new Maritime Provinces. There is on the shores of the Atlantic Ocean, at Sydney, the development of an industry which will at some time astonish the world. (Cheers.)

"Three years ago, I was in the city of Washington, and it was my privilege there to meet the great manufacturer and philanthropist, Mr. Andrew Carnegie. Talking of many topics which interest manufacturers and also interest public men, he went on to say these words: 'The trade of Great Britain in iron is a thing of the past. We will capture the trade of England on every point in competition.' I said: 'Mr. Carnegie, you know these things better than I do. It is quite possible that you may capture the trade of England in iron, but let me tell you this, when you have captured the trade of

England in iron, we Canadians will capture the trade from you.'

CAPTURE THE WORLD'S IRON TRADE.

"And it is my expectation that at some time—not very distant—the works at Sydney will, indeed, not only compete with England—not only compete with the English—but capture the iron trade of the whole world. And in so saying, I do not think I am too sanguine at all. There is also the British market, and this is by far the most important to us Canadians. It would not do for me to enter into any political matter—to enter into any controversial matter; but, at all events, I am sure I am speaking the sentiment of every one here when I say that in my humble opinion, at all events, the life and security of the British Empire rests upon mutuality—the trade between all the component parts of it. The life of the British Empire depends upon the exchange of commodities sent from the other parts of that great institution. If we can suppose a condition of things—and it is not a hard supposition to make—it is possible for us to suppose it—if we can suppose there will be mutuality and freedom of exchange between the three hundred millions or four hundred millions who compose the British Empire, we shall have seen the greatest commercial development the world has ever yet seen. (Cheers.)

"The British Empire was not founded so much on conquest as it was founded upon colonization and trade, and it is in following the lines of trade that it shall attain its best development. The British Empire was founded upon the laws of equality and justice; and though at this time it is rent in some part by a war, let us hope that this war will be soon concluded, and that henceforth the laws of justice shall prevail throughout the whole length and breadth of the British Empire—those laws of justice, of equality and of equal rights in which England has been the foremost champion of the modern world."

The cheering re-echoed again and again as the Premier resumed his seat.

LORD STRATHCONA.

Toast-Master Rolland said: "I will now call upon Lord Strathcona and Mount Royal to make a few remarks in connection with the toast."

As the noble lord arose a perfect storm of applause broke forth. Every man in the audience was on his feet in an instant, and the large dining-hall resounded to singing of "For He's a Jolly Good Fellow," and "Three cheers and a tiger" were given with right good-will.

Lord Strathcona addressed the gathering as follows: "Mr. Chairman and Gentlemen,—I do assure you I deem it a very great privilege to be with you here this evening, at such a gathering as this of the manufacturing interests of Canada, not of Montreal alone, nor of Montreal and Toronto—but coming, as you gentlemen do, from British Columbia, all the way to Great Britain. (Hear, hear). It is a very excellent omen, and presage of what are to be the relations between the manufacturers of all parts of the Dominion. It has been said, and it has been felt, not so very long ago, that there was a slight feeling of jealousy as between commercial men of Montreal and those of Toronto. We are all conscious of that having taken place, but we have here a surety, an object lesson, in seeing you here to-night, and an assurance that nothing could be more friendly than the relations which exist among you. (Cheers.)

"I am here, like the right honorable gentleman, the Premier, not a member of the manufacturing body, but unlike him, I am not one of the crowd, because we all know that he is, and happily has been a Cabinet maker (laughter and cheers), so that at any rate, he may certainly be looked upon as an honorary member. I think it applies well, it speaks well for the true heartedness, for the loyalty, and for the devotion of the manufacturers of Canada, that not one word was heard as against that preferential tariff with the Old Country.

(Hear, hear; cheers.) We might have been expected to be the first to find fault with it. It is indeed a happy thing to find that self-interest—for some of you must have felt that they would have had a somewhat better chance without that preferential tariff—but it is a happy thing for us, and a happy thing for the Dominion as a whole, that we conceded these personal feelings of personal interest—to a large extent—and that we conceded to the general good, not of the Dominion alone, but of the whole Empire.

INTER-IMPERIAL PROGRESS.

"Progress, and a very great progress has been made within the last few years in transportation throughout the Empire. While we have here the toast of the 'Empire,' I do not think we are going very much out of the Dominion in our remarks of this evening, but it has certainly been greatly to the benefit of manufacturing interests, to the commerce, and to the general weal of the country, that transportation has been made as good as it is. (Hear, hear.) We have an instance, sir, and within the last month; the far-off district of Edmonton, where they were not very happy, I believe, in some parts, in their wheat harvest, but where they had a very great abundance of oats, and where they could find no market for oats, it has been found for them in South Africa, for supplies for the war, and, I believe, at a price which will pay them very well indeed. I think that our Minister of Agriculture deserves well from the country for having made it possible for these settlers there to profit by this trade of sending their oats to South Africa.

MARKET FOR HAY.

"We have also, within this month, I am speaking only of one month, I think there have been orders from South Africa, for some 20,000 tons of hay altogether. This alone, with the cost of transportation, will come up to, perhaps \$1,000,000 or £200,000 sterling. Surely all that is in the right way, and with that energy and that determination which the people of Canada will give to strengthen and improve their position, I have no doubt but that the market will soon be open to them, so that they will not apply to other countries—so that they will not depend upon other countries. (Cheers.)

"The right honorable gentleman has told you that happily now emigration is not going on, or migration is not from Canada to the United States, but that it comes from the United States to us (hear, hear), and we have the assurance that those people who come to us from the Western States into the great Northwest of Canada are even already amongst the best and most loyal subjects of the King, and that they will be so as of old. (Cheers.)

FAST LINE SERVICE.

"There is one thing which I may be permitted to say, speaking of the influx of people from the United States, which we are so glad to have. It is that I hope that we will soon also have a great many people coming—and those of the wealthy classes—coming by the high road through Canada on to Great Britain and to Europe—that we shall have such a service here that it will not be said by those in the Old Country that you must go through the United States to go to Canada, but that you will hear each and all of them, or a very great number, indeed, of them saying: 'We are going to New York and to the other towns of the United States through Canada, as the fastest, best, and safest route.' (Cheers.)

"But I will not detain you, gentlemen. We have all listened with the very greatest pleasure to the remarks of the Premier. I here find myself in a very happy position indeed. I am one of three with the privilege of responding to the toast. You have here the Premier at the head of the Government, you have the chief of the Opposition—ardent politicians both, but friends always (cheers), and I in the middle, not knowing politics. While not knowing party politics, I trust that I am not altogether indifferent to the best interests, or the weal of

the country. I thank you, gentlemen, and I thank you very much for listening to me."

MR. R. L. BORDEN.

After the cheering had subsided, the toast-master, Mr. Rolland, called upon Mr. R. L. Borden, the leader of the Opposition.

Mr. Borden was very heartily received, and spoke as follows:

"Gentlemen, I was very glad indeed to hear from the gentleman who proposed the toast that it is intended that the next meeting of this Association shall take place in the city in which I have the honor to reside—Halifax—and I can assure you that if you do come to Halifax, Halifax will at least give you as warm a welcome as is in her power, and, that, from the experience of those who have been there in the past, is, perhaps, as warm a welcome as can be given in any city in Canada. Now, I have not the honor to claim, as Lord Strathcona has claimed for my right honorable friend, Sir Wilfrid Laurier, that I am a manufacturer, on the theory that I am a Cabinet maker. (Cheers.)

"That is an honor which is reserved for years to come. I may claim in conjunction with my right honorable friend, Sir Wilfrid Laurier, that we are both manufacturers in a sense—we are manufacturers of law, and, though there may be now and then some differences of opinion between us, and among you, as to the quality of the finished product, still we do the best we can under the circumstances. (Laughter.) Our methods are not always those, perhaps, which would commend themselves to you manufacturers, but they are methods which have come down to us from the past; they are methods which, on the whole, both in this country and in every English-speaking country, give fair results

"It is a great pleasure to me to be here to-night and see such a representative gathering as I see before me. I believe that your Manufacturers' Association has not, up to the present time, taken very deep root in the Maritime Provinces. I know that my own Province is ably represented here to-night by two gentlemen whom I have had the pleasure of meeting, but not very numerously represented. I trust if you do meet next year in Halifax that a great deal of interest will be aroused in the Province in regard to the objects of the Association, and that you may on future occasions have more numerous representation from the little Province by the sea. (Cheers.)

RESOURCES OF CANADA.

"Now, with respect to what has been so well and so ably and so eloquently said by Sir Wilfrid Laurier and also by Lord Strathcona with regard to the extent of the resources of Canada, I wish to agree in what they have said, and particularly to say that to a man coming, as I do, from the Maritime Provinces, there can be no greater object lesson than a trip across the continent. A man living in Halifax goes through to the Province of Ontario, across the fertile plains which have been spoken of. He goes the ocean distance which separates Halifax from the Motherland and finds himself still in Canada, and sees the spreading thousand miles towards the setting sun. He crosses the Rocky Mountains and enters British Columbia, and comes to the Pacific, where the West looks out upon the East, and still he is in Canada, and there is nothing that impresses upon one the greatness of the future possibilities of this country more than to take a journey like that from one side of the continent to the other, from one great ocean to the other. (Cheers.)

"I still believe that in this Canada of ours the manufacturing interests of the country, the best—or, at least, equal with those of any other in the country—claim the attention of those in public life. (Hear, hear; cheers.)

FUTURE OF MANUFACTURES.

"We have inexhaustible quantities of coal in my own Province, and in other parts of this country. We have great

quantities of iron, we have raw material of various kinds in abundance, and surely if the manufacturing industries of the United States have prospered as they have, if we are of the same race and stock as they are, there is no reason why, in the future, our manufacturing industries cannot be placed on an equally high plane with those of the United States, which they are even now showing to the whole world. (Cheers.) Cherishing, encouraging and protecting the industries of Canada, we are not only true to the interests of Canada herself, but we are true to the interests of the whole Empire. We are trustees in this Empire, or at least a portion of it which is called Canada, and which has been entrusted to us, and we are responsible for its advancement and development, and we would be false to ourselves, nay, we would be false to the whole Empire, if we did not avail ourselves properly of those opportunities which are afforded to us. (Cheers.)

PROTECTING OUR OWN INTERESTS.

"And I also say that I see no reason why we cannot say with the utmost loyalty and the utmost devotion to the Mother Country, and to all parts of the Empire—I do not see that the depression of an industry in Canada, to the possible gain of an industry of a similar kind in the Mother Country is necessarily of any advantage to the Empire.

"Upon us in Canada is imposed a duty, as I have said, of developing our own industries, of seeing that they have fair play. And if we do that work in Canada, if we carry out that project in Canada, I think we can carry it out with the utmost sense of loyalty and devotion to the Empire, which any country or Commonwealth of the British dominions can fairly lay claim to. (Cheers.)

"Now, I do not disguise from myself, when I say that there may be Imperial interests which may, for the time being, and should, for the time being, overshadow the interests of some trade community either in Canada or in any other of the self-governing dependencies of the Empire, but I say in respect to matters of that kind that the trust which has been extended to the great colonies in the past must be left to be dealt with in the future."

Mr. Borden went on to speak of the probable future of Canada and her ultimate place in the British Empire, concluding amid prolonged applause.

OUR MANUFACTURING INDUSTRIES.

Mr. Robert Munro, the newly-elected president, was warmly greeted upon his rising to propose "Our Manufacturing Industries." He said:

"It is no ordinary honor to my esteemed predecessor, Mr. Ellis, to be able to say as he did last evening, that during the year of his presidency the number of manufacturers embraced within our Association, rose from 342 to 825, and that there are 28 more applications on the waiting list to be considered at next Executive. In addition to these there are some hundreds more who will doubtless be on the waiting list ere long. These with their operatives and families, with the addition of such as are otherwise dependent on them, estimated to represent an aggregate of over 2,000,000 of our people, are those we think of when we submit the toast of 'Our Manufacturing Industries.'

"Nor is this all, for in wishing prosperity to our manufacturing industries, we do in no way turn our back on our agricultural, our mining, or other industries.

"When, for example, we urge the extension of the harbor of Montreal, we do no violence to Quebec, Halifax or St. John, we know that our growth assures theirs, and so in like manner as our manufacturers extend we demand material from our mines, forests, and other channels, and we also furnish to our agriculturists their nearest and best market.

SUCCESS TO OUR PEOPLE.

"In asking success to our industries, therefore, we are asking success to our people generally, as well as growth and development to our country. The growing strength of this

Association is as I said, most honoring to Mr. Ellis, and those associated with him, as evidencing their lively and persistent interest in the affairs of the Association; but beyond all the labors of the Executive the figures manifest a living impelling energy pulsating in the manufacturing concerns of the country.

"I do not know whether any of the honorable members of the Government who have shown their kindly interest by being present with us, will admit us to a preliminary private view of the figures to which we are looking forward with much solicitude (I refer to the manufacturing census), but we are quite sure that these figures (always provided, the manufacturers have uniformly cooperated with the Government in procuring them), will exhibit a percentage of progress in the last decade to be met with in no other country in the world.

VALUE OF A SMALL FACTORY.

"The value to the country of our great factories is, I think, better measured by the smaller. When one comes to know intimately the value to a little town of what may be a very unpretentious factory, which pours its fortnightly blessing of well-earned wages on the little community; I say, when we note this intimately, we begin to realize the gain to the larger centres afforded by such establishments as they possess. A gain not to be measured simply by the amount of the fortnightly contribution, but by the fact that it is perennial, an ever-returning blessing. Turning from the operative to the manufacturer. Who is he?

He is a man who has

Faith in himself,

Faith in his methods or processes,

Faith in his products,

Faith in his country,

And who, generally speaking, backs his faith by every dollar he owns.

A BUSINESS UNION PURELY.

"We are not, therefore, surprised to learn that the membership of this Association represents a capital of \$200,000,000. This estimate I have from our secretary, who tells me it is within the mark.

"Now, in banding together, we have (as mentioned by our late president), nothing to do with making or maintaining prices, and if we have nothing to do with prices, neither have we to do with politics. We are not a political association in any manner of way—we are a purely business organization. Our essential bond of union is that we are directly interested in manufactures, and our object in uniting is to extend and develop that which has proved of the greatest material advantage to the country."

"In the prosecution of our work, tariff matters force themselves upon us and are discussed by men of all shades of all political opinion. Now, I wish to make clear that as an association we do not engage to endorse the views of any and every member. We do invite our members to avail themselves of our help in every reasonable way, but all fiscal matters are dealt with by our Tariff Committee, not on the representations of any section, but after united discussion among themselves of members interested in every phase of the question

TARIFF REPRESENTATIONS.

"The weakness of trade representations made to the Government is that they represent only one side of the question, whereas we had ample illustration this morning of the more moderate and more practicable conclusions arrived at as a result of the discussion of very complex questions by all the parties interested in their different phases.

"The result of such discussion is invariably a compromise, adjusting as far as possible the interests of each.

"The union of the various branches of industry places at the disposal of our Tariff Committee and Executive Council such facilities for determining the essential needs of the various industries that the endorsement of the council of the Canadian

Manufacturers' Association cannot fail to weigh heavily with the public, and, in the light of the enormous interests involved, will not be lightly set aside by our Government, so long as we strive faithfully and loyally to learn the true bearing of these questions which are of the greatest interest to the entire community.

FUTURE OF MANUFACTURING.

"Speaking for those whom you have to-day chosen to lead in the great work of the Association, I venture to say that we feel most keenly the responsibility attaching to the faithful discharge of our duty to the membership and the industrial community, but we are cheered by the knowledge that behind us there is so vast a store of material, that the possibilities of our Dominion as a manufacturing country are so tremendous that we go forward to our duties full of confidence and hope.

"And while those vast stores of material are at our disposal, so do we long to see more and more labor employed in the manufacture, the transportation, and the exportation, too, of the products of such material, and so long do we desire all Dominion manufacturers to band together under the banner of the Canadian Manufacturers' Association to devise measures for removing hindrances, for raising the standard of excellence, and generally for the greater material advantage of the country, of which we are all so proud.

"I have the honor to couple with this toast the names of Honorable Mr. Fielding, Minister of Finance, and the Honorable Mr. Paterson, Minister of Customs, to both of whom our Executive and members are ever indebted for a patient hearing of the troubles that perplex the manufacturer."

HON. W. S. FIELDING.

Hon. W. S. Fielding was very heartily applauded as he rose to respond to the toast.

He spoke as follows:

"Mr. Chairman, Ladies and Gentlemen,—I thank you most sincerely for the very kind manner in which my name was associated with this toast. This important toast was ably presented and was very cordially received, and I do think I have some difficulty in knowing exactly how I am to associate myself with the toast. Perhaps more difficulty than some of the gentlemen who preceded me. I have had a little experience in Cabinet making, but it was in a very small sphere, a little Province down east, and, therefore, I have not even the excuse of Sir Wilfrid Laurier, who has been a Cabinet maker, nor of my friend, Mr. Borden, who expects to be a Cabinet maker at some distant date.

"I believe the interests of the Manufacturers' Association are and ought to be seriously considered by the members of the Cabinet, and that we ought to do all that we can for the manufacturing interests of the Dominion of Canada. I want to thank you very sincerely, Mr. Chairman and members of the Association, not for the opportunity of making a speech—I could gladly pass that over to some of my colleagues, who like it better than I do—but I want to thank you for the opportunity that has been given me to meet so many of the industrial life of the Dominion of Canada. I think I shall hold as the most valuable experience in my public life the fact that my official capacity has given me an opportunity time and again frequently of meeting the men who in one capacity are controlling the capital, the skill and the labor which make up the great industrial army of Canada. I am afraid that our acquaintance has not always been mutually agreeable. I am afraid that even in this room to-night there may be one or two people who may have come to Ottawa and submitted something to the Minister of Finance which was not acted upon." After telling a story of a good deacon who had a wicked partner who was to blame for all that went wrong, he said: "Well, I think in this business, as between members of Parliament, Ministers and their colleagues, there must be a wicked partner to blame, and that is why they have a Minister of

Finance. (Laughter.) I have no doubt there are many members of Parliament who could play the role of the good deacon. They will say we would like to do it for you, but the Minister of Finance stands in the way.

"Well, I want to say to my friends whom I have that such pleasing associations as we have here I would like to continue, and would like to treat you as nicely as I can.

TARIFF DIFFICULTIES.

"In relation to the great manufacturing industries, I will say that this is not a question of tariff, but it is a question that must be one of compromise between extremes. There are extreme views upon commercial difficulties which would lead to difficulties. There are men, there may be some here to-night, whose views on commercial questions would lead them to place the tariff so high that serious trouble would come because you would arouse such hostility to the great consuming mass of the country that there would be no chance of that stability of tariff which we desire and which my honored chief spoke of to-night as being of so much importance. Then there are other men who would carry their theories of political economy to such a point that they would discourage industry, and interfere with legitimate interests, with—I might almost say—vested rights. We stand for the happy medium between these extremes.

TARIFF LARGELY OUT OF POLITICS.

"A friend whom I met here to-night, an honored member of your Association, said: 'I want the tariff to be out of politics.' So do I; nay, more, I venture to say, and I hope I can say it without going beyond the line which no man should pass beyond at this non-political union, but I hope I can say that the tariff is largely out of politics to-day—(hear, hear)—and that if you will take the trouble to read the discussions at Ottawa you will come to the conclusion that there is not much difference of opinion between the two great political parties in Canada upon this great question. Both parties have had to yield up something, and, as a result, we have to-day a tariff policy which may not be perfect, but which, in the main, is helping out the prosperity of this Dominion, and I am glad to be able to say that in helping out the prosperity of the Dominion generally, it is helping out the manufacturing interests. My friend said to me to-night that he would like to have the results of the manufacturing industry as disclosed in the census. Well, this will all come, but I want to tell him that it is not new, for the books of the quarter of last year, when they are published, will show the prosperous business of your home market, and how you have had exports of manufactures to the wide world to a larger extent than any previous year in the history of Canada, and without advertising the exports of Canadian manufactures to the Canadian markets. (Hear, hear.)

"Surely, sir, that's something of which you may be proud. I venture to hope that as the years roll on the tariff will, to a large degree, be kept out of politics. I know how difficult it is to keep it out. I know how difficult it is to allude to the matter here to-night without passing beyond the ground which one should occupy. I believe it would be a mistaken policy for you to attempt to establish a tariff policy in this country which would antagonize the great consuming masses of the country. If I should turn over the business of making a tariff to a committee so intelligent and so able as the Tariff Committee of the Canadian Manufacturers' Association I should find you differed largely among yourselves; you would have almost—(No, no, no). No; well then, my friend told me what was not the case. He gave me erroneous reports, for I may tell you that he said you had almost as many differences as we have in Parliament; but, even if you were able to agree, if you should agree on a common policy, then you should remember that there are several millions of this country not represented at the convention, and it would be a difficult thing to get them to agree to a common

policy on the particular goods in which you are interested, and so, I say, not only in the interests of the country generally, but also in the interests of the manufacturing industries themselves, to avoid these extremes which are sure to cause trouble, and to avoid keeping the tariff out of trouble for many years to come.

THE WOOLLEN INDUSTRY.

A Voice—"What about the woollen industry?" (Cheers.)

Mr. Fielding—"I do not think, Mr. Chairman, it would be wise, upon an occasion like this, that I should attempt to discuss that particular industry. (Hear, hear; cheers.)

"I have a theory on this tariff question. It is not new; it is older than I am. It is not my particular theory, but it is a good theory, and I think with the best assistance of a good Government it would be of great benefit to Canada. It is to fill up the vacant lands in the Northwest. Give us land, not empty, but filled with prosperous and patriotic farmers, and this is the best policy for encouraging the manufacturing industries of this country. (Hear, hear.) I hope and trust, sir, that that policy, which all parties in Canada are committed to to-day, will be carried out, and that we shall find that in the building up of the manufacturing industries we are building up also our common country. (Cheers.)

THE VISIT TO HALIFAX.

"I want to say how pleased I was to hear the suggestion of my friend Mr. Ellis to-night, that you were going to move down by the sea. This Association met a year ago in Toronto, and this year they meet in the great city of Montreal, and next year they are going to move down east to make a visit to Halifax. There is a story told of a little railroad down east, about four miles long, of which the president went to Mr. Van Horne—he was not Sir William Van Horne then—and asked for an exchange of courtesies that meant an exchange of passes. Mr. Van Horne went to look for the railway on the map, but the man said: 'Don't look for my railroad on the map; it is not there. It is not as long as yours, but it is just as wide.' So I want to say to you, that the city of Halifax is not as big as the city of Montreal, but you will find that the heart of Halifax is warm, and Haligonian hospitality is as broad and generous as that of Montreal, and what stronger compliment can I pay it?

BUY HOME-MADE GOODS.

"I have one thought further to add, and I will close. You may differ as regards the policy of Governments in relation to manufacturers in Canada. You may have a difference of opinion as to this, and I want to say to-night that I do not believe the people of Canada have done their duty by the private purchase of the Canadian-manufactured article. It is a misfortune that we should still hang on to the old idea that a thing must be better if we will only bring it from a distance. There is the old saying, 'Distant hills are green,' and 'Distance lends enchantment to the view.' I know how prone people in Canada are to buy foreign goods, not because they are any better, but because that seems to be the right thing—to buy goods that are imported.

"Our Gracious Queen, on the occasion of the coronation, has expressed the opinion that the people of England should honor the coronation by dressing in the products of English mills and English factories. Let us take that hint to heart of the people of England. No matter what Governments may be, they are sometimes better, sometimes worse, let us show that we are loyal citizens, loyal to the factories of the country, by purchasing Canadian goods in this coronation year, and that we are voicing the feeling of every loyal and patriotic Canadian." (Prolonged cheering.)

HON. WILLIAM PATERSON.

Hon. William Paterson, who was also cordially greeted when he rose to reply, said that he felt somewhat at home

among manufacturers. He had been in the manufacturing business in a small way, until he had been called upon by the head of the Government, to take charge of the Department closely connected with the manufacturing interests. He would have preferred to remain a manufacturer, but he now had charge of those institutions in every city and town where obliging officials waited to receive the willing and anxious tribute of the citizens of this country. While he could say nothing as yet of the results shown by the industrial census, he advised all live manufacturers and business men to consult the statistics sent out monthly by the Customs Department showing the exports and imports. The statistical information thus secured was distributed in a manner more prompt and efficient than in any other country on the globe. (Cheers.) These statistics of manufactured goods, however, did not include all manufactured goods or the products of factories. The ham and cured-meat business, while it came under the class of cattle and their products, certainly required factories for the curing of the meat. Again, butter and cheese went as dairy products, in a separate class, whereas they were really manufactured products. The Minister spoke of the increase in the exports and imports of the country and pointed out that, comparing the trade of 20 years ago, for a term of five years, for instance from 1882 to 1886, inclusively, it would be found that during the three months, ending October 1, of this year, the exports were greater than in any full year of the five above mentioned. He was most sanguine in his expectations for the continued prosperity of the country, and the development of our manufacturing and other industries. Canada was a great country, with illimitable possibilities and he believed that we were called upon to surpass the United States before many years. Let us be engaged in whatever way we may, whatever our differences of opinion, we should try to work with the end of building up this beloved Canada of ours, and making it the greatest manufacturing and agricultural country on the globe." (Cheers.)

CANADIAN COMMERCE.

The toast of "Canadian Commerce" was next proposed by Mr. Henry Miles, president of the Board of Trade. He coupled with it the name of Hon. Mr. Tarte.

Mr. Miles began by announcing that, owing to the unavoidable absence of Hon. Senator Drummond, who was to have proposed the toast, he was asked to take his place at the last moment. Mr. Miles proceeded to speak of the wants and requirements of the "Commerce of Canada."

HON. MR. TARTE.

Hon. Mr. Tarte, Minister of Public Works, in rising to respond to the toast, was given a hearty round of cheers. He said:

"How can any one help loving Canada? The country is supplied with all the raw material necessary for the building up of a nation. (Cheers.)

"'Canada for Canadians!' That is the main doctrine of my political creed. Let us be Canadians in all questions. Let us be Canadians in the transportation question. We have encouraged a policy for the iron and lead industry. Cannot it be possible to devise a policy to make a port for Canadians? Only 10,000,000 out of the 40,000,000 bushels of grain grown in Canada this year will be exported by a Canadian route. This is not right. We have not done our duty in the past. I am responsible for what the Conservative party did in the past, and I am responsible for what I am doing now.

"We have neglected our harbors in the past. We have neglected the port of Montreal. We are doing better now, but it is a difficult job to please everyone.

THE ELEVATOR PROMISED.

"You'll have that elevator, which may God bless—(laughter)—as long as it only stands on its legs. (Loud cheers

and laughter.) They call me the 'enfant terrible' of my party, and I suppose I am.

"The United States takes us by the throat every time in trade matters. I cannot see why our Canadian Customs should not be as self-protecting as theirs. (Cheers.)

"I care not about words nor theories. The first principle is to defend ourselves. Do not think that I belong to a Government which thinks alike. You have no idea what a Cabinet meeting is. They fight like blazes sometimes. (Loud laughter.) I have been brought up in a protectionist school and I have not renounced my faith. (Cheers.)

"The Finance Minister thinks I spend too much money, but let us have confidence in ourselves.

"It may be at election times we make fools of ourselves, but that don't last."

The Honorable Minister concluded with an appeal to the manufacturers for faith in Canada and in the gradual development of the country into a great nation.

TECHNICAL EDUCATION.

Mr. F. D. Monk, M.P., proposed the toast of "Technical Education." In speaking to the toast, he took occasion to say that all true industrial progress was closely identified with technical education. This branch had been neglected in the past, but, through the munificence of Sir W. C. Macdonald, a very great advance was now apparent. Sir William was a manufacturer, and his generous gift in the cause of technical education has done much to advance the industrial development of the Dominion. Technical education should be encouraged so as to give help and encouragement to the men who, as manufacturers, had invested so largely in the industries of the country. In the matter of technical education, he and his colleagues would do all possible in Parliament, and Canadians to-day should be ready for every emergency.

UNIVERSITY PRINCIPALS REPLY.

The toast was responded to by Principal Loudon, of Toronto University, and Principal Peterson, of McGill. Principal Loudon remarked on the slow growth of interest in technical education. Even in Germany, where such an advance along this line had been made, the beginnings had been insignificant.

Principal Peterson, in representing McGill, was glad to be among those whose prosperity had brought them together. Regarding technical education, much was being done in Montreal, thanks mainly to private enterprise. Much might be said on such a big subject, but, so far as McGill was concerned, it resembled somewhat ancient Rome, which history taught the Emperor Augustus had found to be built of brick, and he had left it marble; while Sir W. Macdonald had found it McGill—well, McGill had left it Macdonald.

SISTER ORGANIZATIONS.

The toast of "Sister Organizations" was proposed by Mr. C. Birge, of Hamilton. In doing so he thanked the city of Montreal and her citizens for their hearty reception, and dwelt upon the necessity of national pride. Mr. L. E. Geoffrion, President of the Chamber de Commerce, responded in a neat speech. He said that the French Board of Trade was delighted when it was learned that the manufacturers had decided to meet in Montreal. He invited the visitors to have a look around Quebec and search out opportunities for investing capital of which they are many.

Mr. Kemp, M.P., fittingly proposed the toast of the "City of Montreal." "It gives me great pleasure to propose this toast, coming as I do from Toronto, a rival city. But I look upon Toronto and Montreal as two great national cities. Manufacturers are local but their industries are national. If the whole country prospers then Montreal and Toronto

prosper. I have been asked not to forget to express the gratification of the visitors for Montreal's grand reception, and particularly for this banquet." He emphasized the importance of spending money on Montreal's harbor. He coupled with this toast the name of Mayor Prefontaine, who was happy in his reply and invited the manufacturers to come again.

The banquet closed with the hurling aloft in a horizontal position several of the dignified visitors, including Messrs. R. L. Borden, and Hon. Messrs. Paterson and Fielding. Sir Wilfrid Laurier escaped.

FINISHING TOUCHES TO THE CONVENTION.

Although the meetings of the Association were over, the Executive lost no opportunity to immediately start on another year's work and on Thursday morning a conference was held with the members of the Government in the city.

Among the Ministers in attendance were the Premier, Sir Wilfrid Laurier, Hon. W. S. Fielding, Minister of Finance, and Hon. William Paterson, Minister of Customs, showing considerable interest in the somewhat lengthy discussions. The Minister of Finance showed much interest in the woollen question, and the resolution passed the previous day upon the subject.

Messrs. Paterson and Fielding discussed at length with prominent members of the committee the present condition of trade in iron and steel, and the change asked for in the tariff on oatmeal.

It is understood that the resolution with regard to the increase in the tariff on woollens will be further considered by the Government, and that when next it comes before members of the Cabinet it will be accompanied by certain trade schedules asked for by the Finance Minister and the Minister of Customs.

By the smiling faces of the members of the committee, after the conclusion of the conference, it seemed as though the manufacturers thought that the Ministers were coming over to their way of thinking on the subject.

Ex-President Ellis, in an interview after the conclusion of the conference, said:

"We have had a most satisfactory interview with the members of the Government at present in this city. In fact, I don't think our Association ever had a more pleasant conference with Ministers of the Crown. They showed the keenest interest in the matters under discussion, and seemed to thoroughly appreciate the situation. Some of the bigger subjects, such as the increase demanded on woollens, were not exhaustively discussed, owing to the impossibility of completely covering the ground in the time at our disposal. We are well satisfied, however, with the conference."

In the afternoon many members of the Canadian Manufacturers' Association visited McGill University. They also paid a visit, on special invitation, to the new Elder, Dempster & Co. steamship Lake Simcoe, then in port. Many of the manufacturing establishments were also thrown open for inspection.

FIRE AT PUGWASH, N.S.

Pugwash, N.S., was visited by a disastrous fire which almost wiped it out on Sunday evening last, November 10. The amount of the loss totals nearly \$50,000, with insurance for about one-third of that amount. The fire was discovered in Elliott's block. Amongst those burned out we regret to note the general stores of Elliott & Co., \$7,000 to \$8,000; Alex. Hollas, about \$5,000, and that of W. P. Stevens with a loss of probably \$400. Also Alex. McAuley and Wm. McLeod, butchers, had their properties destroyed, the former losing about \$150, and the latter \$1,500.

PAINT MEN IN CONVENTION.

THE 21st annual convention of The Sherwin-Williams Co., was held at Cleveland on November 4 to 9. It was in many ways the most successful meeting the company has ever held.

The Sherwin-Williams Co. has just rounded out the largest year in their history—the largest in total business and also in the percentage of gains in all departments. They are looking ahead with the greatest confidence to the new year just starting, and expect still greater gains all along the line. Fifteen new salesmen have been added to the traveling force of the company, and many new buildings and much new equipment added to the manufacturing facilities. In addition to the entirely new plant at Newark, N.J., the company has doubled the size of its Chicago factory, added a new building to the Montreal plant and erected three large buildings at the Cleveland plant.

The campaign that began when the 21st annual convention adjourned will be the most aggressive and the most progressive that The Sherwin-Williams Co. has ever conducted.

"Co-operation" was the key note of the meetings. It was meant to convey the strong "working together" that exists between the company and its employees, and the company and its customers. Every representative went from the convention imbued with the idea that

You pull and I pull
And all pull together,
Keep the pace and win the race,
In spite of wind and weather.

The customers of The Sherwin-Williams Co. may expect more help and better services than ever before.

There were in attendance at this year's convention 125 men, consisting of the travelling representatives and managers and officials of the company. The travelling force numbers at present 100.

The daily sessions were devoted solely to business. The work of the past year was carefully reviewed. The new lines of goods, and new advertising were explained and discussed. All plans and methods for the new year were thoroughly handled. Everything was done that could better prepare the representatives for more effective work and give the management a broader view of trade conditions and a closer grasp of the paint and varnish situation.

Three evenings out of the week were devoted to pleasure: A smoker in the company's club room on Tuesday evening; a theatre party on Wednesday evening; and a banquet on Thursday evening.

The banquet was held in the auditorium of the Cleveland Chamber of Commerce,

and was given for the visiting representatives and managers and the employees of the Cleveland plant. Five hundred covers were laid, and the evening proved the most enjoyable of the week.

A convention song is written every year, and this year it went to the tune of "The Last Cigar," and ran as follows:

O we're an earnest, loyal band
In hearty work allied;
We carry beauty through the land
And spread our colors wide.
And as we travel distant miles,
With hearts so true and strong,
Our watchword every care beguiles
And fills our work with song.

Chorus:

We shout S.-W.-P.
Till all the world shall be
In tints as bright as the morning light
On every land and sea.

There's hosts of others after trade
Who work their schemes full strong,
But all our plans so well are laid,
We lead them right along.
Our paint will always stand the test,
It backs up all we say,
And so our sales top all the rest,
Increasing every day.

Chorus:

S.-W.-P. we sing
'Til we make the wide world ring.
It proves its worth, o'er all the earth
S.-W.-P. is king.

We've spread our paint on Britain's shores
And Africa's sunny land,
In far Australia's leafy bowers,
On India's coral strand.
Go north, or south, or east, or west,
Wherever man can roam,
You'll find it everywhere the best,
Too big to stay at home.

Chorus:

And so we shout with glee
In chorus full and free,
If you want the best, forget the rest,
And choose S.-W.-P.

The convention also celebrated the victory of the cup defender Columbia, which was painted with The Sherwin-Williams paints, by frequently shouting the chorus:

Columbia, the gem of the ocean,
Sailed away from the Shamrock so free,
And we just have a sly little notion
Why the cup stayed this side of the sea;
For her owners were wise in their choosing
And they bought the best paint they could see,
Sure, they could be no danger of their losing,
For they put on our S.-W.-P.

You can bet on our S.-W.-P.,
It's the best on the land and the sea,
And there can be no danger of your losing
When you bet on our S.-W.-P.

HAS JOINED LEWIS BROS' STAFF.

Mr. Theo. Korb, who is well known in wholesale hardware circles of the United States as the advertising and catalogue manager for W. B. Belnap & Co., the big Louisville, Kentucky, firm, comes to Montreal at the beginning of the year to form a valuable addition to the staff of Lewis Bros. & Co. Mr. Korb has a premier reputation for original work, and Lewis Bros. & Co. are to be congratulated upon securing his services.

THIRTY DAYS' EXCURSION TO THE BRITISH WEST INDIES.

PICKFORD & BLACK have arranged a very delightful 30-day excursion to the British West Indies which should attract a considerable passenger travel this winter. The voyage extends as far as Barbados, where passengers will land and have five days' rest before returning. On the way out they will call at Bermuda and St. Lucia, and, on the homeward trip, St. Lucia, Montserrat, Antigua, Dominica, Nevis, St. Kitts and Bermuda will be visited. For the person who can only afford to be away 30 days, this voyage offers delightful possibilities. It gives almost three weeks in tropical seas where the water is usually as smooth as a millpond. It allows a stay of five days on land at the great winter resort of the south, the Marine Hotel, Barbados, capable of accommodating 300 or 400 guests daily. It gives one an opportunity of studying the habits and industrial conditions of the people. It reveals an entirely new world to those who dwell in the temperate north, and affords a pleasant relief to the business man who is anxious to escape from worry and secure a few weeks' rest. The total cost of the round trip, including passage, stateroom, meals and hotel at Barbados, is only \$112.50. Full information as to sailing dates may be obtained by writing Pickford & Black, Halifax, or R. M. Melville, Toronto.

PERSONAL MENTION.

R. H. Smith, Hampton, N.B., intends laying in a heavy stock as soon as the addition to his general store is completed.

Mr. S. R. Kennedy, so long identified with the wholesale hardware trade of Toronto, being first connected with Samuel, Benjamin & Co., and lately with H. S. Howland, Sons & Co., has decided to move to Montreal December 1. He will travel for Lewis Bros. & Co., and will cover the territory upon which this firm has been represented by Mr. C. M. Strange for the past seven years. Mr. Strange moves to Montreal to fill a position occasioned by the expansion of Lewis Bros. & Co.'s business, the management of the warehouse.

WIRE NAILS TACKS WIRE

Prompt Shipment.

The ONTARIO TACK CO.
Limited
HAMILTON, ONT.

BUSINESS CHANGES.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

Frederick McQueen, painter, Chesley, Ont., has compromised.

Cyprien Dionne, general merchant, Frasersville, Que., has assigned.

A. R. Smith, general merchant, Wingham, Ont., is seeking an extension.

Bail & Normandin, general merchants, West Shefford, Que., are seeking an extension.

The creditors of B. F. Reid, general merchant, Aylwin, Que., met on November 14.

The assignee of Byron Hines, general merchant, Pubnico, N. S., is closing his estate.

O'Leary & Dennis, general merchants, Roseneath and Hastings, Ont., have assigned.

A meeting of the creditors of the National Iron Works, Wingham, Ont., was held on November 12.

The creditors of Davidson & Wood, general merchants, Rosthern, N.W.T., have held a meeting.

J. G. Dumesnil, general merchant, Dalhousie Station, Que., has assigned to Chartrand & Turgeon.

The creditors of A. R. Dionne & Co., general merchants, Mille-Vaches, Que., demand an assignment.

M. D. Clairoux, general merchant, Duclos, Que., has submitted an offer of 60c. on the dollar for his stock.

Laforest & Hogarth, general merchants, Victoria Mines, Ont., have assigned to Joseph Fowler, and their creditors will meet on November 16.

PARTNERSHIPS FORMED AND DISSOLVED.

Beaumont & Wand, contractors, Montreal, have dissolved.

Chouiniere & Neider, general merchants, Racine, Que., have dissolved.

Filcon & Suprenant, blacksmiths, etc., Lacolle, Que., have dissolved.

Smith & Carey, tinsmiths, Granton, Ont., have dissolved; J. P. Carey continuing.

McFarlane Bros., general merchants and blacksmiths, Wemyss, Ont., have dissolved.

McNeil & McInnis, hardware merchants, Grace Bay, N.S., have dissolved; McNeil continuing.

Blunt & Welcome have registered as partners, to carry on a general business at Eastman, Que.

W. A. & A. D. Irvine, general merchants, Granville Ferry, N.S., have registered as partners.

SALES MADE AND PENDING.

The assets of G. A. Labelle, general merchant, Masham Mills, Que., have been sold.

The stock of B. Levesque, general mer-

chant, Chicoutimi, Que., has been sold at 66c. on the dollar.

The effects of Edward McKeague, blacksmith, Toronto, have been sold by bailiff.

The assets of J. G. Ouellett, general merchant, Chicoutimi, Que., are to be sold on November 18.

CHANGES.

J. A. Beatty, blacksmith, Omagh, Ont., is succeeded by R. Armstrong.

Peter Reid, blacksmith, Westville, N.S., is succeeded by Charles Cook.

C. G. Arthur, general merchant, Shanty Bay, Ont., has sold out to E. J. Arthur.

H. Bentley, general merchant, Fernie, B.C., has sold out to J. F. Jarvis.

Hill & Malloy, general merchants, Carman, Man., have sold out to G. R. Hannah.

Mrs. Wm. Gordon, general merchant, succeeds the late Mary White, Rexton, N.B.

Leroux Bros., general merchants, Hawkesbury, Ont., have retired from business.

Robert A. Kaulbach, hotelkeeper, Middle Musquodoboit, has opened up a general store there.

F. S. Hunter, general merchant, East Florenceville, N.B., and S. R. Poyer,

general merchant, of the same place, have both sold out to B. F. Smith.

A. R. Shants, general merchant, Carstairs, N.W.T., is succeeded by Henry E. Reitz.

Wm. Walker, blacksmith, Dorchester Station, Ont., has sold out to George Whitaker.

Mrs. Isaac Lalonde, has registered under the name of I. Lalonde & Co., builders, etc., St. Henri de Montreal, Que.

FIRES.

Herbert Read, blacksmith, Pugwash, N.S., was burned out.

The warehouse of the general store of W. Kerns & Co., Burlington, Ont., was consumed by fire. The loss is partly covered by insurance.

DECEASED.

Thomas E. Bailey, painter, St. Thomas, Ont., is dead.

Joseph Farr, general merchant, Chilliwack, B.C., is dead.

Lawrence Lowe, blacksmith and carriage-maker, Burlington, Ont., is dead.

J. H. Glendenning, of J. H. Glendenning & Co., Sunderland, Ont., is dead through an accident.

Just PAINT



If you look at it just from the paint side alone, an S.W.P. agency is more valuable than any other you can hold. Leave out entirely the advertising helps we give you, the constant work along special lines that we do for you, and the methods and prestige of The Sherwin-Williams Co. that are back of you—and it is still true that you can do big business with S. W. P.

The quality of S. W. P. holds trade and gets more. It is made for satisfaction in every respect and every gallon that is sold increases its popularity and insures future business.

But we don't depend on "just paint". We work with you, by advertising and special help, to bring the largest possible business to your store, if you take hold with us.



THE SHERWIN-WILLIAMS Co.

PAINT AND VARNISH MAKERS.

CHICAGO,
NEW YORK,

NEWARK,
MONTREAL,

CLEVELAND,
BOSTON,
TORONTO,

SAN FRANCISCO,
KANSAS CITY.



MR. J. ROBINSON IS PRESIDENT.

THE Dominion Commercial Travellers' Association held a meeting on November 9, in its rooms in the Toronto Bank Building, Montreal. It was well attended, for the main business on hand was the nomination of officers. Mr. Thomas L. Paton, president, occupied the chair, and in a few opening remarks said that the association was in a most prosperous condition. The gross receipts during the year amounted to about \$46,000, and the expenditures to \$32,000, leaving a balance of \$14,000 to the association's credit, the largest for years.

The nomination of officers was next in order. There was only one candidate for president, Mr. James Robinson, who was elected by acclamation. In a neat little speech, Mr. Robinson, who is one of the most popular men in the association, said that it had been his pleasure to be connected with the association for several years, and in thanking the members for the compliment paid him, he assured them he would do his utmost to further the association's ends.

Nominations for vice president—Messrs. F. Birks, G. A. Harris and G. A. Mann.

For treasurer—Mr. J. S. N. Dougall (re-elected by acclamation).

For directors (five to be elected)—Messrs. E. F. Dautre, W. E. Dickson, A. Gall, R. C. Wilkins, R. G. Plaw, J. A. Thompson, F. T. Pilon, W. B. Matthews, W. H. Evans and A. Fournier.

Messrs. Riddell and Common were appointed scrutineers, and it was decided to close the poll at 5 o'clock, December 13.

The annual dinner was next considered, and it was decided to leave the selection of its date and place to a committee composed of Messrs. E. F. Dautre, J. Mann, L. O. Demers, M. Murdock, J. Croil, W. B. Giles, D. A. Lefebvre, G. Harris, C. A. Sullivan, W. J. Egan, W. H. Evans, J. Robinson, J. S. N. Dougall, A. Fournier, W. Poulliot and R. C. Wilkins.

Mr. Max Murdock gave notice of motion to be made at the annual meeting, to be held December 14, to adopt a new constitution and by-laws, which differ from the old ones only in that the age of membership is reduced from 50 years to 45 years, and the time for making an assessment is changed from 60 days to "within the current year."

Mr. Dougall, of the benevolent committee, reported the expenditure of only \$15 during the year.

Mr. G. A. Mann, of the hotel and grievance committee, reported the closing up of one hotel in Ontario for not being up to the required standard, and the suspension of three members for violation of rules. The committee was issuing a small supplement

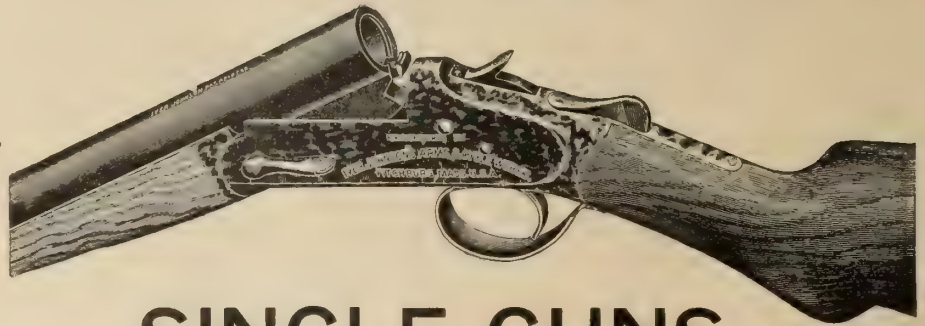
to the hotel guide, which will be a complete and up-to-date book.

Mr. Murdock, of the room committee, then made his report.

Mr. W. P. Beauchamp made a complaint on behalf of several travellers who suffered considerable inconvenience and loss of time

through the discontinuance of a certain daily train on the Central Vermont road to Granby. The matter was referred to the grievance committee.

A. B. Waldron, general merchant, East Clifton, Que., is offering to compromise.

SAFE**IVER JOHNSON****SURE****SINGLE GUNS**

DO WHAT IS EXPECTED OF THEM.

IVER JOHNSON'S ARMS & CYCLE WORKS

New York Office—
99 Chambers Street.

FITCHBURG, MASS.

SIMPLE**STRONG**

A POOR brush not only causes inconvenience to your customer, but very often it is the means of inducing him to buy where he can secure reliable brushes such as **BOECKH'S** make.

**BOECKH BROS. & COMPANY,
TORONTO, ONT.**

H. S. HOWLAND, SONS & CO.

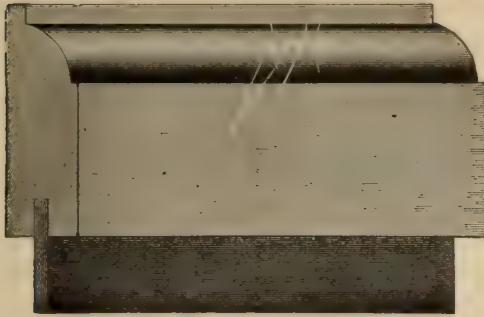
WHOLESALE
ONLY

37-39 Front Street West, **Toronto.**

ONLY
WHOLESALE



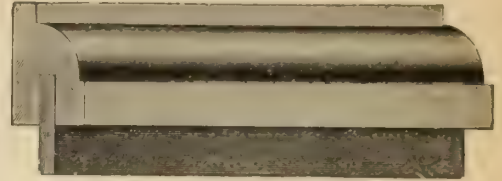
No. 60—For sides and tops of windows.



No. 64—For bottoms of doors.

Felt Weather Strip

Excludes all Cold, Wind,
Dust or Rain.



No. 61—For sides of windows and doors.



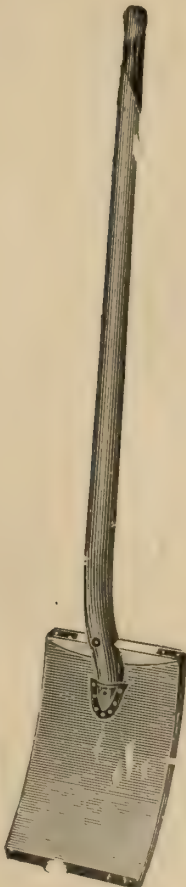
No. 62—For centres of windows.

*All cuts 1/1 returned
H. S. Howland.*

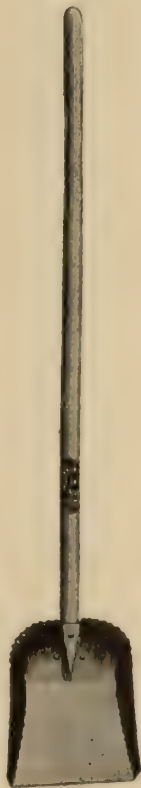
SNOW SHOVELS



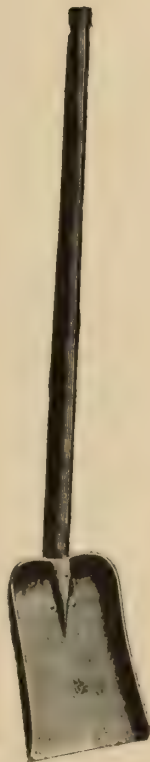
Wood
6-in. Oiled
Painted Red
6, 7 in.



Wood
"Favorite"
Painted Red
12, 13, 14 in.



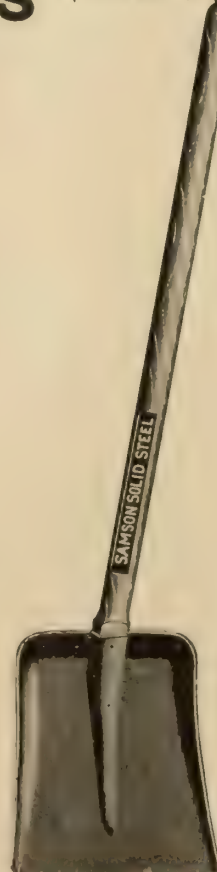
Steel
Child's Favorite
No. 10—Black
No. 10—Red
5 1/2 x 8 in.



Boys'
Cast Steel
022—Jap.
22—Red
8 x 10 in.



Steel
No. 18—Round Handles
No. 20—Square Handles
12 x 12 in.



Steel
"Samson," 11x15, Jap.



Sidewalk Scrapers
Solid Steel

H. S. HOWLAND, SONS & CO., Toronto.

OUR PRICES
ARE RIGHT

Graham Wire and Cut Nails are the Best.

Factory: Dufferin Street, Toronto

WE SHIP
PROMPTLY

TRADE IN COUNTRIES OTHER THAN OUR OWN.

NEW YORK METAL MARKET.

TIN—There was a sudden upward movement in pig tin values to-day, the market closing firm at an advance of 50 to 75 points. No important business resulted. The advance, according to some reports, was due to an effort to cover certain short interests in first half of November deliveries, and this view is partly borne out by the eagerness with which bids for spot were made. The closing quotations were 25.35c. bid and 25.50c. asked for spot; 25.05 @ 25.25c. for November; 24.65 @ 25c. for December; 24.10 @ 24.50c. for January, and 23.50 @ 24c. for February. In London prices on futures are gradually creeping up, the discount now amounting to but £4 10s. To-day spot was 5s. lower than yesterday, but closed firm, while futures showed an advance of 15s. There was no change in the Singapore quotation, which was £107 10s. c.i.f. London.

COPPER—Conditions here were practically the same as for several weeks past. The market is very quiet as buyers hold off for lower figures while the principal selling interest maintains prices on the basis of 15c. for spot Lake. Electrolytic is still quoted at a range of 16 1/2 @ 16 3/4c., and casting at 15 1/2c. to 16 1/4c., as to brand. There was more activity in London, particularly in futures, but though the market closed steady it was at a slight decline from yesterday's latest quotations.

PIG LEAD—Except for a further decline of 1s. 3d. in London nothing new was presented in connection with this metal. Locally, trade is very quiet, with prices unchanged at 4.37 1/2c. for lots of 50 tons or more. St. Louis remained firm, though quiet, at 4.25 @ 4.27 1/2c.

SPELTER—Nothing of fresh interest was to be noted in this market. The demand was light and prices were unchanged at 4.30 @ 4.35c. for spot and 4.25c. for futures. In St. Louis the tone was firm with 4.12 1/2c. still quoted. There was no change in London.

REGULUS ANTIMONY Prices are steady under a moderate demand and we continue to quote 10 1/4c. for Cookson's; 8 3/4c. for Hallett's, and 8 @ 8 1/4c. for other brands.

OLD METALS The market remains firm, though the demand is moderate.

	Cents.
Copper, heavy cut and wire	15 1/2
Copper, light and bottoms	13 3/4
Heavy, machinery, composition	14 1/2
Brass, heavy	10 1/2
Brass, light	8 1/2
Clean brass turnings	9 1/2
Lead, heavy	11
Tea lead	4
Zinc, scrap	3 1/2
Pewter, No. 1	17

IRON AND STEEL—The developments of the day in the iron and steel markets were along the same lines as have been followed for some time past. Activity in all lines is as marked as it has been for several weeks, with increasing business for 1902 delivery, not only in pig iron, but in finished material. While some sellers would, no doubt, like to see a higher market, there seems to be a general disposition on the part of large producers to hold prices steady at their present level. Advices from Philadelphia

are to the effect that while steel billets are not more abundant, with German steel offered at about \$7, makers are disposed to sell prompt shipments at \$28 to \$29.

TINPLATE—The market remains firm under a moderate demand, and we find nothing of fresh interest to record.—New York Journal of Commerce, November 13.

PIG IRON IN GREAT BRITAIN.

The demand for pig iron in some districts is, perhaps, not quite so brisk; but in others it is keeping up well. In the Cleveland district there is a somewhat quieter tone, and with the falling off in the over-sea trade, which affects No. 3 more particularly, that brand has become somewhat too plentiful in the market, with the result that it is cheaper, 15s. and even 14s. 9d. having been accepted during the week. The lower qualities, however, are passing readily into consumption, and the prices realized are relatively better than the figure paid for No. 3. The South Staffordshire market is firm, and the demand is so pronounced that the output is barely sufficient to meet it. Hematite is active in both Middlesbrough and Barrow, mixed numbers realizing 60s. in the former, and 61 to 63s. in the latter centre.

The following is a statement of the stocks of pig iron in public stores:—

	Tons.
Connal's at Glasgow	57,098
Connal's at Middlesbrough	136,500
Railway Stores, Middlesbrough	4,400
Connal's at Middlesbrough, hematite	300
Cumberland & Barrow Stores	11,600

In Middlesbrough stocks of ordinary pig iron have increased during the week ended October 29, by 3,056 tons, but hematite has decreased slightly; while the Barrow and Glasgow figures also exhibit a decrease of 1,046 and 855 tons respectively. So far this year the stocks in Middlesbrough have increased about 82,500 tons, while at Glasgow and Barrow there have been decreases of 14,000 and 11,000 tons respectively. Hematite at Middlesbrough has decreased 200 tons. On the week the total increase in stocks throughout the country is 1,155 tons; on the year the increase is 57,000 tons.—Iron and Coal Trades' Review, November 1.

BRITISH TINPLATE TRADE.

Owing to the keen competition amongst sellers for forward business, prices are a shade lower on the week. 14s. per box and under is quoted for common 14 by 20 112 sheets 108 lb. Bessemer cokes, delivery early next year, but a very limited business has been done during the past few days, buyers, no doubt, anticipating lower quotations ere long. For prompt delivery full prices have been realized, sales being reported at 14s. 3d. to 14s. 9d. per box f.o.b. Wales, according to date of delivery required.

Oil sizes for quick delivery have also been in good demand, and for early November delivery some very high figures have been paid for both common 14 by 15 1/2 Bessemer cokes and 20 by 10 Siemens cokes. For forward delivery quotations range from 14s. to 14s. 6d. per box 1C 11 by 15 1/2 121 sheets 110 lb. Bessemer cokes, and 20s. 9d. to 21s. 6d. per box 1C 20 by 10 225 sheets 156 lb. Siemens cokes f.o.b. Wales.

Twenty-eight by 20 cokes are steady.

Sales have been made for forward delivery in 56 sheets 108 lb. Bessemer cokes at 14s. 6d. and 14s. 7 1/2d. per box f.o.b. Wales, option of Siemens steel at 1 1/2d. extra, and 100 lb. at 3d. reduction. 28 by 20 112 sheets 216 lb. are in poor request. Makers quote 29s. to 30s. per box, according to brand, f.o.b. Welsh ports. The home trade is quiet. Prices for wasters of all descriptions are fairly well maintained.

Square and odd sizes for the Eastern markets have been in good demand, and several orders have been placed at 14s. 3d., 14s. 6d. and 14s. 7 1/2d. basis for common Bessemer cokes f.o.b. Wales, with option of Siemens at 1 1/2d. to 3d. extra, delivery towards end of this and early next year. For forward delivery makers' quotations are 14s. 3d. to 14s. 9d. common basis Bessemer cokes; 14s. 3d. to 15s. for Siemens cokes. Hundred-pound substance is generally quoted at 3d., 95 lb. at 4 1/2d., 90 lb. at 6d., basis reduction, and crosses at the usual extras f.o.b. Wales.—Iron and Coal Trades' Review, November 1.

SLUGGISH STEEL TRADE IN SHEFFIELD.

Most branches of the general heavy steel trade remain in a sluggish condition, and many business men have given up expectations of any considerable expansion this year. At the same time there are not wanting hopeful indications, such as a substantial improvement in railway receipts from merchandise traffic and the strength of the iron market. The demand for pig iron here is brisk, nor has the recent advance of 1s. on forge qualities checked the demand. The Lincolnshire ironmasters are fully booked up. The local bar iron works are running full time, and their prospects are excellent. The stagnation in crucible steel continues without relief. Local manufacturers generally complain of the difficulty of getting payment for their accounts, and are ordering only for present requirements as regards stores and materials.—Ironmonger, November 6.

LINSEED OIL IN CHICAGO.

The market continues on a firm basis with spot oil scarce and futures in light offering. The bulk of the current production is applied on contracts made some time ago and whatever surplus mills may have, after taking care of their contract obligations, is quickly snatched up, leaving the market in an almost bare condition most of the time. One local mill is said to have a few cars available for prompt delivery and another will accept business in a limited way for delivery after next Friday. December seed prices being within a few cents of those for cash seed, oil for delivery next month or late in November cannot be obtained at any important concession on the spot figures, which hold at around 56c. for raw, in carloads, and 57c. for boiled. In special instances, doubtless for private reasons, this price might be shaded 1c. In the jobbing market 58c. for raw in single barrels is quoted and 59c. for boiled, and a good demand for this season of the year is current. The situation is a very peculiar one, and the dream of cheap oil for manufacturing purposes this season is farther from being realized than at any time since new-crop conditions began to develop. The outlook is for liberal supplies of oil earlier than around the holidays.—Paint Oil and Drug Review, November 6.

OBJECT OF WINDOW DRESSING.

YOUR window display, says Stoves and Hardware Reporter, is not merely a means of exercising your skill and taste in the arrangement of your goods. You may possess these attributes in a remarkable degree and may also be exceedingly fond of exhibiting them in such a practical way that the public may look on their result and see that it is good. But the display has a wider and more profitable function than this. It is not for the public benefit, excepting as a means to an end, but is designed to carry business into the store so that you may reap a profit therefrom. Above all things, a display should be practical. It is all very well to make an exhibit of your artistic taste, or that of someone else, if you do not possess it on your own account, but this must not be exercised at the expense of practical value. Appearances count for a great deal, but the best looking horse does not always draw the heaviest load or cover a mile in the shortest time. Make your display attractive, of course, and arrange it with as much precision and symmetry as possible, but it is always well to remember that you are putting your goods and not yourself on exhibition, and that customers care more for what they buy than they care for the merchants who sell it to them. If you are anxious for a personal display, you can best obtain it through the methods you exercise

in the management of your business and the consideration you show for your customers' wants.

D. McNeil's hardware business of Snowflake, Man., has been purchased by Robertson & Adams.

A party of Guelph business men took a trip to Bay City, Michigan, last week to inspect the cement works there.

WILL BE SOON ON THE ROAD AGAIN.

Mr. Charles Smallpiece, of the travelling staff of Rice Lewis & Son, Limited, who has recently undergone an operation at his residence at Toronto, is doing nicely, but does not expect to be on his old ground again for a couple of weeks hence. His many friends will, no doubt, be pleased to know that the operation was successful.

Heinz & Munsehauer,

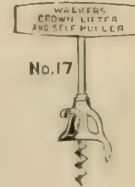
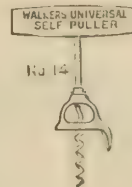
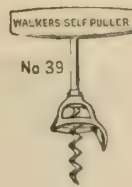
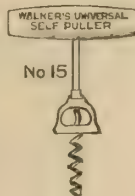
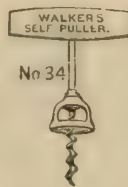
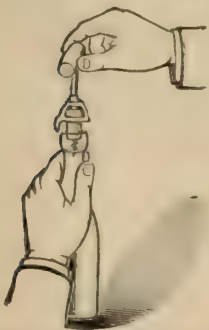
MANUFACTURERS OF



COR. SUPERIOR & RANDALL STS

If you want well-made, reliable goods, and at the right price, write us for discounts.

See! You Don't
Have to Pull.
A Child Can Do It.

**Walker's Self-Pulling Cork Screws**

Made of Crucible Steel, Nickel Plated, Polished Apple Wood Handles.

EVERY ONE TESTED AND GUARANTEED. Several imitations on the market, but none as good.

Mfrd. only by ERIE SPECIALTY CO., Erie, Pa., U.S.A.

What do you require in the way of

CANS?

We manufacture the very best quality of

Paint and Color Cans, round and square.
Varnish and Oil Cans. Paint Irons.
Paint Packages. Lye Tins.

And every description of Tin or Can required by the trade. We shall be pleased to send you quotations for anything you need in our line.

THE ACME CAN WORKS

Office and Factory: Ontario St. and Jeanne D'Arc Ave.,

MONTREAL.

JAS. B. CAMPBELL.

WILLIAM PRATT.

MARKETS AND MARKET NOTES

QUEBEC MARKETS.

Montreal, November 15, 1901.

HARDWARE.

THE fall business is now drawing to a close and this week will probably finish the rush. It is not enough to say that the volume of trade compared favorably with that of last year; in cases there has been a 50 per cent. increase of business. Stock taking will become general in the first week of December. Meanwhile, although there are a number of boats going into winter quarters, shipments continue to go out quite freely. And it would seem, also, that dealers are not stocking up for the winter as they once did. The bulk of the goods that have been going out have been going into consumption and retailers are becoming enamoured of the idea of replenishing stocks through the winter as the demand requires, thus escaping the necessity of paying interest and insurance on heavy stocks. One of the features of the market this week is the short stock of sleigh bells. Wholesale houses are pretty well stocked, but they find difficulty in getting shorts from the manufacturers. The iron market remains strong and the advances we have lately recorded in such lines as bar iron and iron pipe are now more generally maintained. Horseshoes are selling very free-

ly, but at present prices are not being pushed. Nails are in fair demand. Stoves and furnaces are still brisk. Payments are good and the outlook all over Canada is particularly happy.

BARB WIRE — The demand is limited to very small proportions. Price is unchanged, \$3.05 per 100 lb. f.o.b. Montreal.

GALVANIZED WIRE — There is but little doing. We quote: No. 5, \$4.25; Nos. 6, 7 and 8 gauge, \$3.55; No. 9, \$3.10; No. 10, \$3.75; No. 11, \$3.85; No. 12, \$3.25; No. 13, \$3.35; No. 14, \$4.25; No. 15, \$4.75; No. 16, \$5.

SMOOTH STEEL WIRE — Hay-baling wire is the only size wanted. We quote oiled and annealed: No. 9, \$2.80; No. 10, \$2.87; No. 11, \$2.90; No. 12, \$2.95; No. 13, \$3.15 per 100 lb. f.o.b. Montreal, Toronto, Hamilton, London, St. John and Halifax.

FINE STEEL WIRE — There is nothing new to report. The discount is still 17½ per cent.

BRASS AND COPPER WIRE — The manufacturing demand is very good. The discounts are still 55 and 2½ per cent. on brass and 50 and 2½ per cent. on copper.

FENCE STAPLES — There is not much business reported in this line. We quote: \$3.25 for bright and \$3.75 for galvanized per keg of 100 lb.

WIRE NAILS — The demand has drop-

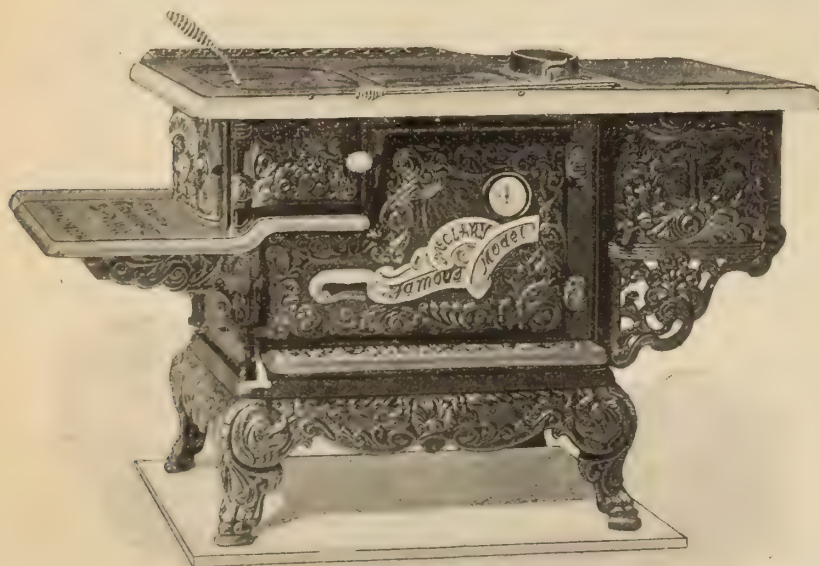
ped off slightly and now there is only a fair consumption trade reported. We quote \$2.85 for small lots and \$2.77½ for carlots f.o.b. Montreal, London, Toronto, Hamilton and Gananoque.

CUT NAILS — A small demand is reported. We quote as follows: \$2.55 per keg for small and \$2.45 for carlots; flour barrel nails, 25 per cent. discount; coopers' nails, 30 per cent. discount.

HORSE NAILS — Horse nails are moving out in very fair quantities at unchanged prices. "C" brand is sold at a discount of 50 and 7½ per cent. off the new list. "M" brand is quoted at 60 per cent. off old list on oval and city head and 66 2-3 per cent. off countersunk head. Monarch's discount is 66 2-3 per cent., and 70 per cent. in 25-box lots.

HORSESHOES — The trade is now looking for the man with the lowest prices. Some houses report a brisk trade, others are doing so much. We quote: Iron shoes, light and medium pattern, No. 2 and larger, \$3.50; No. 1 and smaller, \$3.75; snow shoes, No. 2 and larger, \$3.75; No. 1 and smaller, \$4; X L steel shoes, all sizes, 1 to 5, No. 2 and larger, \$3.60; No. 1 and smaller, \$3.85; feather-weight, all sizes, \$4.85; toe weight, steel shoes, all sizes, \$5.95 f.o.b. Montreal; f.o.b. Hamilton, London and Guelph, 10c. extra.

SCREWS — There is a good trade



WITH RESERVOIR.

The FAMOUS MODEL COOK STOVE, having all the improvements of the later ranges, differs from them only in being smaller, which makes it more suitable for homes where space is limited.

As a wood cook stove we do not hesitate to recommend it to the trade, as we know that you take no chances in putting it in stock.

We will be pleased to supply customers with advertising matter free, for counter use.

Famous Model Cook

Burns wood only.

Four cooking holes.

MADE IN TWO SIZES.

Can be supplied with or without Reservoir or High Shelf.

Has all the latest improvements, such as Thermometer, Ventilated Oven, Cement Bottom to prevent heat radiating to floor, Steel Oven lined with Asbestos, Sectional Top, Full Nickel Dress, etc.

The McGlary Manufacturing Co.,

LONDON

TORONTO

MONTREAL

WINNIPEG

VANCOUVER

ST. JOHN, N.B.

"EVERYTHING FOR THE TINSHOP."

THE PAGE-HERSEY IRON & TUBE CO.

Limited

MONTREAL

Manufacturers of

Wrought Iron Pipe

For Water, Gas, Steam, Oil,
Ammonia and Machinery.

**DRAIN PIPES,
PORTLAND CEMENTS,
FIRE BRICKS AND CLAY
SILICA AND MAGNESIA
BRICKS,**

with specially prepared mortar.

Contractors' and Founders'
Supplies.

F. HYDE & CO.

31 WELLINGTON ST., MONTREAL

... FULL STOCK ...

Salt Glazed Vitrified



Double Strength Culvert Pipe
a Specialty.

THE CANADIAN SEWER PIPE CO.

HAMILTON, ONT. TORONTO, ONT.
ST. JOHNS, QUE.

Deseronto Iron Co.

LIMITED

DESERONTO, ONT.

Manufacturers of

Charcoal Pig Iron

BRAND "DESERONTO."

Especially adapted for Car Wheels, Malleable Castings, Boiler Tubes, Engine Cylinders, Hydraulic and other Machinery where great strength is required; Strong, High Silicon Iron, for Foundry Purposes.

being done. Discounts are: Flat head bright, $87\frac{1}{2}$ and 10 per cent. off list; round head bright, $82\frac{1}{2}$ and 10 per cent.; flat head brass, 80 and 10 per cent.; round head brass, 75 and 10 per cent.

BOLTS — The market and demand are both steady. The new discounts are: Norway carriage bolts, 60 and 5 per cent.; common, 55 and 5 per cent.; full square carriage bolts, 60 and 5 per cent.; machine bolts, 55 and 5 per cent.; coach screws, 70 per cent.; sleigh shoe bolts, 70 per cent.; blank bolts, 60 per cent.; bolt ends, 60 per cent.; plough bolts, 55 and 5 per cent.; tire bolts, $67\frac{1}{2}$ per cent.; stove bolts, $67\frac{1}{2}$ per cent. To any retailer an extra discount of 5 per cent. is allowed. Nuts, square, $3\frac{3}{4}$ ¢. per lb. off list; hexagon nuts, 4¢. per lb. off list. To all retailers an extra discount of $\frac{1}{4}$ ¢. per lb. is allowed.

BUILDING PAPER — There are not a great many inquiries coming in this week. We quote as follows: Tarred felt, \$1.70 per 100 lb.; 2-ply, ready roofing, 80¢. per roll; 3-ply, \$1.05 per roll; carpet felt, \$2.25 per 100 lb.; dry sheathing, 30¢. per roll; tar sheathing, 40¢. per roll; dry fibre, 50¢. per roll; tarred fibre, 60¢. per roll; O.K. and I.X.L., 65¢. per roll; heavy straw sheathing, \$2.50 per ton; slaters' felt, 50¢. per roll.

RIVETS AND BURRS — A fair trade has been done this week. Discounts are: Best iron rivets, section, carriage, and wagon box, black rivets, tinned do., coopers' rivets and tinned swedes rivets, 60 and 10 per cent.; swedes iron burrs are quoted at 55 per cent. off; copper rivets, 35 and 5 per cent. off, and coppered iron rivets and burrs, in 5-lb. carton boxes, are quoted at 60 and 10 per cent. off list.

CORDAGE — The market remains firm and unchanged. Business is good. Manila is quoted at $15\frac{1}{2}$ ¢., British Manila, at $12\frac{1}{2}$ ¢., sisal, $11\frac{1}{2}$ ¢. and lathyrn, at $10\frac{1}{2}$ ¢. Manitoba prices are: Manila, 16¢., British Manila, $13\frac{1}{2}$ ¢., sisal, $12\frac{1}{2}$ ¢. and lathyrn, $11\frac{1}{2}$ ¢.

HARVEST TOOLS — A fair spring business is being done at a discount of 70 per cent.

SPADES AND SHOVELS — A number of orders have been received this week at a 10 and 5 per cent. discount.

FIREBRICKS — There is a small demand at unchanged prices. We quote as follows: Scotch, at \$17.50 to \$22 and English at \$17 to \$21 per 1,000 ex-wharf.

CEMENT — A fair business is being done in cement. We quote as follows: German cement, \$2.25 to \$2.40; English, \$2.20 to \$2.35; Belgian, \$1.65 to \$1.95 per bbl. ex-wharf, and American, \$2.15 to \$2.30 ex-cars.

METALS.

The iron market remains quite firm and the higher prices of bar iron and iron pipe are becoming more general. Sheets show little change. Stocks are, as a rule, quite light and galvanized Canada plate are scarce.

PIG IRON — The market is steady and the demand has been rather improved. Summerlee is worth \$20 to \$20.50 and Canadian, \$18 to \$18.50.

BAR IRON — The market is quite firm and the advanced prices are well maintained. Merchants' bar is worth \$1.87 $\frac{1}{2}$ in carlots and \$1.95 in smaller quantities; horseshoe is quoted at \$2.15 to \$2.20.

A. C. LESLIE & CO.

Merchants Bank Building,
MONTREAL.

HEADQUARTERS FOR

IRON, STEEL, and METALS.



**IRON AND
BRASS**

Pumps

Force, Lift and Cistern
Hand and Power.

For all duties. We can supply your wants with —quality the best and prices right. Catalogues and full information for a request.

THE R. McDOUGALL CO., Limited
Manufacturers, Galt, Canada.

ADAM HOPE & CO.

Hamilton, Ont.

We offer from stock

Coke Tin Plates 1 C 14 x 20,

" " 1 C 20 x 28,

Galvanized Sheet Iron,

"Comet" and American Brands.

L. and F. Ingot Tin,

Straits Tin,

Ingot Copper,

Pig Lead, Spelter and Antimony.

NOVA SCOTIA STEEL CO.

Limited

NEW GLASGOW, N.S.

Manufacturers of

Ferrona Pig Iron

And SIEMENS MARTIN

Open Hearth Steel



All Good Things Are Imitated.

Fac-Simile Elastilite Tin.

Because **ELASTILITE VARNISH**, owing to its remarkable good qualities, has established itself as Canada's leading varnish for outside and inside uses, other makers in order to hold their trade have been putting up a varnish and branding it Elastilite. A painter who had used Elastilite and wished to get some more was given the imitation by a hardware merchant, but found it was an imitation only in name. As he could not use it he complained to us about the quality and an investigation of the matter revealed the above facts.

Elastilite is our registered brand and is a special varnish made only by ourselves. It is put up in special lithographed tins from half-pints to one gallons only, sealed with our brass cap—each tin and cap bearing our name.

Manufactured only by

The Imperial Varnish & Color Co. LIMITED
TORONTO, ONT., CANADA.

BLACK SHEETS — There is a fair business passing at unchanged values. There seems to be enough stocks to run out the season. We quote: 28 gauge, \$2.75; 26 gauge, \$2.65; 22 to 24 gauge, \$2.55 and 8 to 20 gauge, \$2.55.

GALVANIZED IRON — There is a good demand. Fall stocks have been arriving freely of late. We quote: No. 28, Queen's Head, \$1.10; Apollo, 10 $\frac{3}{4}$ oz., \$1.10; Comet, \$1. with 10c. extra in less than case lots.

INGOT COPPER — The market shows no change, 17 to 18c. being the quotation.

SHEET COPPER — A fair business is reported for the week. The price ranges about 22 to 23c.

INGOT TIN — Dealers are asking 28 to 29c. for Straits and Lamb and Flag respectively.

PIG LEAD — The primary market is rather easy. The price here is still \$3.25.

LEAD PIPE — There is still a brisk inquiry for lead pipe at former quotations. We quote 7c. for ordinary and 7 $\frac{1}{2}$ c. for composition waste, with 30 per cent. off.

IRON PIPE — The market remains very firm at the late advance and the demand is quite brisk. We quote as follows. Black pipe, $\frac{1}{2}$, \$3 per 100 feet; $\frac{3}{4}$, \$2.95; $\frac{1}{2}$, \$3.10; $\frac{3}{4}$, \$3.45; 1-inch, \$5; 1 $\frac{1}{4}$, \$7.10; 1 $\frac{1}{2}$, \$8.50; 2-inch, \$11.35. Galvanized, $\frac{1}{2}$, \$4.10; $\frac{3}{4}$, \$5; 1-inch, \$7.15; 1 $\frac{1}{4}$, \$10; 1 $\frac{1}{2}$, \$12; 2-inch, \$15.95.

TINPLATES — Some houses are out of stock and there seems to be a general wish to have none too much on hand. Cokes are worth \$4.25 and charcoals, \$4.75.

CANADA PLATE — Galvanized plate has been wanted this week and there does not seem to be much in the city. The market is steady. We quote: 52's, \$2.70 to \$2.75; 66's, \$2.80 to \$2.85; 75's, \$2.85 to \$2.90; full polished, \$3.75, and galvanized, \$4.25 to \$4.50.

STEEL — Unchanged. We quote: Sleigh shoe, \$2; tire, \$2.05; bar, \$2; spring, \$2.75; machinery, \$2.75, and toe-calk, \$2.60.

SHEET STEEL — We quote: Nos. 10 to 20, \$2.50; 3-16, \$2.05; $\frac{1}{4}$, 5-16 and $\frac{3}{8}$, \$2.45.

TOOL STEEL — Black Diamond, 8c. and Jessop's, 13c.

TERNE PLATES — There is not a great deal doing just now. The price is still \$7.75 to \$8.

COIL CHAIN — There has been a good inquiry for coil chain during the week and the wholesale houses have been placing some heavy specifications. We quote: No. 6, 12 $\frac{1}{2}$ c.; No. 5, 10 $\frac{1}{2}$ c.; No. 4, 10c.; No. 3, 9 $\frac{1}{2}$ c.; $\frac{1}{2}$ -in., 7 $\frac{1}{2}$ c. per lb.; 5-16, \$4.80; 5-16 exact, \$5.25; $\frac{3}{8}$, \$4.25; 7-16, \$4.05; $\frac{1}{2}$, \$3.85; 9-16, \$3.75; $\frac{5}{8}$, \$3.55; $\frac{3}{4}$, \$3.50; $\frac{7}{8}$, \$3.45; 1-in., \$3.45. In car-load lots an allowance of 10c. is made.

SHEET ZINC — Is selling at \$5.75 to \$6.25.

ANTIMONY—Quiet at 10c.

ZINC SPELTER—Steady at 5c.

SOLDER—We quote: Bar solder, 18c.; wire solder, 20c.

GLASS.

The market is firm and business brisk. We quote as follows: First break, 50 feet, \$2.10; second, \$2.20 for 50 feet; first break, 100 feet, \$4; second break,

\$4.20; third break, \$4.70, and fourth break, \$4.95.

PAINTS AND OILS.

There is no change in paint and oil prices this week. Linseed oil remained very firm and it would seem that the lower prices that were looked for will not materialize. The dry white-lead market is rather weak, but just at this season of the year a change in local prices would hardly be considered advisable. Business in paints is very satisfactory. We quote:

WHITE LEAD—Best brands, Government standard, \$6; No. 1, \$5.62 $\frac{1}{2}$; No. 2, \$5.25; No. 3, \$4.87 $\frac{1}{2}$, and No. 4, \$4.50 all f.o.b. Montreal. Terms, 3 per cent. cash or four months.

DRY WHITE LEAD—\$5.25 in casks; kegs, \$5.50.

DRY WHITE ZINC — Pure dry, 6 $\frac{1}{2}$ c.; No. 1, 5 $\frac{1}{2}$ c.; in oil, pure, 7 $\frac{1}{2}$ c.; No. 1, 6 $\frac{1}{2}$ c.; No. 2, 5 $\frac{1}{2}$ c.

PUTTY — We quote: Bulk, in bbls., \$1.90 per 100 lb.; bulk, in less quantity, \$2.05; bladders, in bbls., \$2.25; bladders, in 100 or 200 lb. kegs or boxes, \$2.10; in tins, \$2.55 to \$2.65; in less than 100-lb. lots, \$3 f.o.b. Montreal, Ottawa, Toronto, Hamilton, London and Guelph. Maritime Provinces, 10c. higher, f.o.b. St. John and Halifax.

RED LEAD — Genuine red lead in casks, \$4.50; in 100-lb. kegs, \$4.75; less quantities, \$5.75 per 100 lb. No. 1 red lead, casks, \$4.25; kegs, \$4.50, and smaller quantities, \$5.50.

ORANGE MINERAL—Casks, 7c.; 100 lb. kegs, 7 $\frac{1}{2}$ c.; smaller quantities, 8 $\frac{1}{2}$ c.

LITHARGE—Ground, casks, 5c.; less, 5 $\frac{1}{2}$ c.; flake litharge, casks, \$5.25; smalls, \$5.75 per 100 lb.

Do you ever

have a customer come back and say: "That paint I bought from you three months ago and put on my house is not what I expected it to be. It is peeling and chalking. Now, I bought it for good paint and expect you to make it right?"

Of course, you are not bound to "make it right," but you cannot afford to lose a good customer and you do so. By this you lose money, and that is not what you are doing business for.

We overcome such difficult situations by guaranteeing every can of . . .

"ARK BRAND" PAINT

You are relieved of all responsibility whatsoever. We gladly make the guarantee. It helps to sell our paint. We give the exclusive sale to one customer in a town.

READY-MIXED WHITE, for Painters'
one-coat work, a specialty.

THE FRANCIS-FROST CO. LIMITED
Sole Mfrs.,
TORONTO.
Canadian Distributing Agents for Grippin's Crack Filler.

LINSEED OIL—Raw, 79c.; boiled, 82c. in 5 to 9 bbls., 1c. less, 10 to 20 bbl. lots open, net cash, plus 2c. for four months. Delivered anywhere in Ontario between Montreal and Oshawa at 2c. per gal. advance and freight allowed.

TURPENTINE—Single bbls., 58c.; 2 to 4 bbls., 57c.; 5 bbls. and over, open terms, the same terms as linseed oil.

MIXED PAINTS—\$1.20 to \$1.45 per gal.

CASTOR OIL, 8 $\frac{1}{2}$ to 9 $\frac{1}{2}$ c. in wholesale lots, and $\frac{1}{2}$ c. additional for small lots.

SEAL OIL—47 $\frac{1}{2}$ to 49c.

COD OIL—32 $\frac{1}{2}$ to 35c.

NAVAL STORES—We quote: Resins, \$2.75 to \$1.50, as to brand; coal tar, \$3.25 to \$3.75; cotton waste, 4 $\frac{1}{2}$ to 5 $\frac{1}{2}$ c. for colored, and 6 to 7 $\frac{1}{2}$ c. for white; oakum, 5 $\frac{1}{2}$ to 6 $\frac{1}{2}$ c., and cotton oakum, 10 to 11c.

SCRAP METALS.

There is a fairly good demand for scrap iron. Dealers are paying the following prices in the country: Heavy copper and wire, 13 $\frac{1}{2}$ to 14c. per lb.; light copper, 12 to 12 $\frac{1}{2}$ c.; heavy brass, 12 to 12 $\frac{1}{2}$ c.; heavy yellow, 9 $\frac{1}{2}$ c.; light brass, 6 $\frac{1}{2}$ c.; lead, 2 $\frac{1}{2}$ to 2 $\frac{3}{4}$ c. per lb.; zinc, 2 $\frac{1}{2}$ to 2 $\frac{3}{4}$ c.; iron, No. 1, wrought, \$10 to \$15 per gross ton f.o.b. Montreal; stove plate, 88 to 89; machinery scrap, \$14; light iron, No. 2, \$5 a ton; malleable and steel, \$4; rags, country, 60 to 70c. per 100 lb.; old rubbers, 7 to 7 $\frac{1}{2}$ c. per lb.

HIDES.

Dealers are buying No. 1 hides freely at 8c., although we hear of some concessions over that figure. Sheep skins are 5c. higher. We quote: Light hides, 8c. for No. 1; 7c. for No. 2; 6c. for No. 3. Lambskins, 50c.

ONTARIO MARKETS.

TORONTO, November 15, 1901.

HARDWARE.

A FAIRLY active trade is being done. Quite a number of orders for shipment to points on the Upper Lakes are being made this week. Quite a little new business is coming to hand, and there is every indication that for the next couple of weeks, at any rate, the wholesale houses will be well employed. There have been no important changes in the price of any line of hardware, and quotations are, on whole, steady. The demand for wire nails is keeping up well. Bolts are as active as ever, and a fair business is being maintained in rivets and screws. Wire is quiet, except the hay-baling description, which is still in active request. Trade in cutlery is fairly good, but the demand for sporting goods has fallen off. Payments are, as a rule, fair.

BARB WIRE—Trade is seasonably quiet. We quote: \$3.05 per 100 lb. from stock Toronto; and \$2.82 $\frac{1}{2}$ f.o.b. Cleveland for less than carlots, and \$2.70 for carlots.

GALVANIZED WIRE—Only an occasional order is being received. We quote: Nos. 6, 7 and 8, \$3.50 to \$3.85 per 100 lb., according to quantity; No. 9, \$2.85 to

\$3.15; No. 10, \$3.60 to \$3.95; No. 11, \$3.70 to \$4.10; No. 12, \$3 to \$3.30; No. 13, \$3.10 to \$3.40; No. 14, \$4 to \$4.50; No. 15, \$4.60 to \$5.05; No. 16, \$4.85 to \$5.35. Nos. 6 to 9 base f.o.b. Cleveland are quoted at \$2.57 $\frac{1}{2}$ in less than carlots and 12c. less for carlots of 15 tons.

SMOOTH STEEL WIRE—A good business is still being done in hay-baling wire, but in oiled and annealed scarcely anything is being done. We quote the net selling prices as follows: Nos. 6 to 8, \$2.90; 9, \$2.80; 10, \$2.87; 11, \$2.90; 12, \$2.95; 13, \$3.15; 14, \$3.37; 15, \$3.50; 16, \$3.65. Delivery points, Toronto, Hamilton, London and Montreal, with freights equalized on those points.

WIRE NAILS—The demand is keeping up well for small lots. Prices are slightly lower in the United States on account of competition. Locally, the base price is still \$2.85 for less than carlots, and \$2.77 $\frac{1}{2}$ for carlots. Delivery points, Toronto, Hamilton, London, Gananoque and Montreal.

CUT NAILS—A small business is still the feature in this line. Base price, \$2.55 per keg, with 10c. allowance on carlots.

HORSE NAILS—A fair business continues to be done. Discounts on "C" brand, oval head, 50 and 7 $\frac{1}{2}$ per cent. off new list, and on "M" and other brands, 50, 10 and 5 per cent. off the old list. Counter-sunk head 60 per cent.

HORSESHOES—These are still going out well. We quote f.o.b. Toronto: Iron shoes, No. 2 and larger, light, medium and heavy, \$3.60; snow shoes, \$3.85; light steel shoes, \$3.70; featherweight (all sizes), \$4.95; iron shoes, No. 1 and smaller, light, medium and heavy (all sizes), \$3.85; snow shoes, \$4; light steel shoes, \$3.95; featherweight (all sizes), \$4.95.

SCREWS—A good steady demand is still being experienced. Discounts are as follows: Flat head bright, 87 $\frac{1}{2}$ and 10 per cent.; round head bright, 82 $\frac{1}{2}$ and 10 per cent.; flat head brass, 80 and 10 per cent.; round head brass, 75 and 10 per cent.; round head bronze, 65 per cent., and flat head bronze at 70 per cent.

RIVETS AND BURRS—The demand for rivets is good. We quote: Iron rivets, 60 and 10 per cent.; iron burrs, 55 per cent.; copper rivets and burrs 25 and 5 per cent.

BOLTS AND NUTS—The demand for bolts is keeping up remarkably well. A particularly good business is reported in machine bolts. We now quote prices as follows: Carriage bolts, common (\$1 list), 55 and 5 per cent.; carriage bolts, full square (\$2.40 list), 60 and 5 per cent.; carriage bolts, Norway iron (\$3 list), 60 and 5 per cent.;



Corrugated Iron

For Sidings, Roofings, Ceilings, Etc.

Absolutely free from defects—made from very finest sheets.
Each sheet is accurately squared, and the corrugations pressed one at a time—not rolled—giving an exact fit without waste.
Any desired size or gauge—galvanized or painted—straight or curved.
Send us your specifications.

The Metallic Roofing Co.
WHOLESALE MANFRS. LIMITED
TORONTO, CANADA.

machine bolts, all sizes, 55 and 5 per cent.; coach screws, 70 per cent.

POULTRY NETTING—Orders for future delivery are still being booked. Discount on English netting is 60 per cent. and on Canadian 55 and 5 per cent.

ROPE—A fair business is reported and prices are firm at the recent advance. Base price: Pure manila, 15 $\frac{1}{2}$ c.; British manila, 12 $\frac{1}{2}$ c.; sisal, 11 $\frac{1}{2}$ c.

SPORTING GOODS—The demand has fallen off, and very little has been done during the past week.

CUTLERY—Trade is fair. Shipments for the holiday trade are arriving, and an improvement in business from this out may be expected.

BUILDING PAPER—There is still quite a little movement in this line. We quote as follows: Tarred roofing, \$1.70; building paper, 30c.; tarred paper, 40c.

ELBOWS—Some business is still being done. We quote 5 and 6 inch common at \$1.20, and 7-inch at \$1.35; polished, 15c. per dozen extra.

STOVES AND FURNACES—The demand for stoves and furnaces continues active.

HARVEST TOOLS—Orders for next season's trade appear to be pretty well booked up. Discount, 70 per cent.

BED CORD—Prices are a little lower in this line.

CEMENT—So far the trade in cement is good and the demand is only now beginning to slacken. Trade owing to the colder weather is confined to filling orders for inside work. We quote as follows: Canadian portland, Rathbun's "Star," \$2.25 to \$2.65; "Beaver," \$2.10 to \$2.50; "Ensign,"

\$1.90 to \$2.30; German, \$3.15; English, \$3; Belgian, \$2.50 to \$2.75; Canadian hydraulic, \$1.25 to \$1.50 per bbl.

METALS.

All metals are in fairly good demand, and there is a steady undertone to prices, as a rule. A new rate of prices for cutting lengths of bar iron and steel has been issued by the rolling mills, and zinc sheet is $\frac{1}{4}$ c. higher.

PIG IRON—The pig iron market is fairly active and shipments are still coming forward slowly. Prices are firm and the ruling quotations are \$17.50 for No. 3, and \$18 for No. 2 on track Toronto.

BAR IRON—The feature in this line is a new list of extras upon bar iron and steel cut to lengths while rolling. It is as follows: 2 ft. and over, 10c. per 100 lb.; 1 ft. and under 2 ft., 15c.; under 1 ft., 20c.; over 20 ft. by special agreement, according to length and size. The base price is unchanged at \$1.95 to \$2.05, according to quality.

STEEL—A good business is still the feature of trade in this line, with prices ruling firm. We quote as follows: Merchantable cast steel, 9 to 15c. per lb.; drill steel, 8 to 10c. per lb.; "BC" and "Black Diamond" tool steel, 10 to 11c.; Jessop's, Morton's and Firth's tool steel, 14c.; toe calk steel, \$2.85 to \$3; tire steel, \$2.30 to \$2.50; sleighshoe steel, \$2.10 to \$2.25; reeled machinery steel, \$3, hoop steel, \$3.10.

BLACK SHEETS—A good demand continues to be the feature of trade in this line. We quote: Common, \$3.15 for 28-gauge; and dead flat at \$2.50 for 26 gauge.

CANADA PLATES—The demand is active, and stocks are still light. We quote: All dull, \$3.15; half polished, \$3.25; and all bright, \$3.75.

GALVANIZED SHEETS—Trade keeps up well, the demand still being active. The ruling idea as to price is still \$4.60 for English brands in case lots and \$4.75 in less quantities.

TIN—There has been a reaction in the outside markets, prices being rather firmer. Locally, there has been a good business done during the past week, and quotations are unchanged at 29 to 30c.

TIN PLATES—An active demand is being experienced by local wholesalers, and stocks as they come forward are being absorbed. We still quote I C at \$4.75.

TINNED SHEETS—The demand is fair and prices unchanged at 8 $\frac{1}{2}$ c. for 28 gauge.

COPPER—Ingot copper continues quiet and sheet copper is in good demand. We quote ingot at 17 $\frac{3}{4}$ c. per lb. and sheet at 23 to 25c. per lb.

BRASS—A fair trade is to be reported at

the discount of 10 per cent. for rod and sheet.

SOLDER—Business is moderate and prices unchanged. We quote: Half-and-half, guaranteed, 19 $\frac{1}{4}$ c.; do., commercial, 19c.; refined, 18 $\frac{1}{2}$ c.; wiping, 18c.

LEAD—A fair business is being done this week. We quote 4 to 4 $\frac{1}{4}$ c. per lb. The outside markets are quiet and unchanged.

IRON PIPE—Business is only fair, with prices unchanged at \$5 for 1-inch black and \$7.36 for 1-inch galvanized.

SPELTER—The outside markets rule firm. Locally, trade is fairly active and prices unchanged at 5 $\frac{1}{2}$ to 6c. per lb.

ZINC SHEET—Prices are $\frac{1}{4}$ c. higher at 6 to 6 $\frac{1}{4}$ c. for casks, and 6 $\frac{1}{2}$ to 7c. for part casks. A good business is being done.

ANTIMONY—A good demand is being experienced for antimony. We quote 10 $\frac{1}{2}$ to 11c. per lb.

PAINTS AND OILS.

Trade in this line, as compared with last week, has slightly fallen off, but the volume is still fully equal to that of last year. The present prices of linseed oil will be maintained, and in all probability next season's prices in this line will be very high. The New York shellac market is very unsettled, and jobbers have further advanced the price 4c. per lb. in case lots and 2c. per lb. in less quantities. Owing to the shortness in the output of this article in India, the present high prices will likely be maintained for six or eight months. We quote:

WHITE LEAD—Ex Toronto, pure white lead, \$6.12 $\frac{1}{2}$; No. 1, \$5.75; No. 2, \$5.37 $\frac{1}{2}$; No. 3, \$5.00; No. 4, \$4.62 $\frac{1}{2}$; genuine dry white lead in casks, \$5.12 $\frac{1}{2}$.

RED LEAD—Genuine, in casks of 560 lb. \$5.12 $\frac{1}{2}$; ditto, in kegs of 100 lb., \$5.50; No. 1, in casks of 560 lb., \$4; ditto, kegs of 100 lb., \$4.50.

LITHARGE—Genuine, 6 to 6 $\frac{1}{2}$ c.

ORANGE MINERAL—Genuine, 7 $\frac{1}{2}$ to 8c.

WHITE ZINC—Genuine, French V.M., in casks, \$6 to \$6.25; Lehigh, in casks, \$6.

BENZINE—In barrel lots, 16 $\frac{1}{2}$ c. per gal.; less quantities, 25c. per gal.

PARIS WHITE—90c. to \$1 per 100 lb.

WHITING—65c. per 100 lb.; Gilders' whiting, 80c.

GUM SHELLAC—In cases, 32c.; in less than cases, 37c.

PUTTY—Bladders, in bbls., \$2.25; bladders, in 100 lb. kegs, \$2.40; bulk in bbls., \$1.90; bulk, less than bbls. and up to 100 lb., \$2.05; bladders, bulk or tins, less than 100 lb., \$2.90.

PLASTER PARIS—New Brunswick, \$1.90 per bbl.

PUMICE STONE—Powdered, \$2.50 per cwt. in bbls., and 4 to 5c. per lb. in less quantity; lump, 10c. in small lots, and 8c. in bbls.

OAKEY'S

The original and only Genuine Preparation for Cleaning Cutlery. 6d. and 1s. Canisters.

'WELLINGTON' KNIFE POLISH

JOHN OAKEY & SONS, LIMITED

MANUFACTURERS OF

Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England.

Agent:

JOHN FORMAN, 644 Craig Street MONTREAL



COVERT MFG. CO.

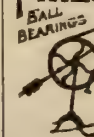
West Troy, N.Y.

Steel Carriage and Wagon Jacks,

Harness Snaps, Chain, Rope and Web Goods, etc.

FOR SALE BY JOBBERS AT MFRS. PRICES.

PRIEST'S CLIPPERS



Largest Variety, Toilet, Hand, Electric Power ARE THE BEST. Highest Quality Grooming and Sheep-Shearing Machines. WE MAKE THEM.

SEND FOR CATALOGUE TO American Shearer Mfg. Co., Nashua, N.H., U.S.A.

NEWMAN'S PATENT INVINCIBLE FLOOR SPRINGS

Combine all the qualities desirable in a Door Closer. They work silently and effectually, and never get out of order. In use in many of the public buildings throughout Great Britain and the Colonies. MADE SOLELY BY

W. NEWMAN & SONS, Birmingham.

Oneida Community Goods

HALTERS, COW TIES, SNAPS, etc., etc.,

in all sizes and styles. May be had of all jobbers throughout Canada.

Factory—NIAGARA FALLS, ONT.

MACKENZIE BROS.

HARDWARE

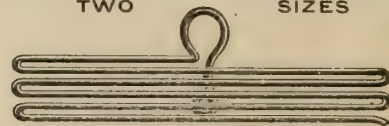
MANUFACTURERS' AGENTS,

Travellers covering Manitoba, Northwest Territories and British Columbia.

WINNIPEG MAN.

CORRESPONDENCE SOLICITED.

"PULLMAN" TROUSER or SKIRT HANGERS. TWO SIZES



PULLMAN SASH BALANCE CO., ROCHESTER, N.Y., U.S.A.

LIQUID PAINTS—Pure, \$1.20 to \$1.30 per gal.

CASTOR OIL—English, in cases, 9½ to 10c. per lb. and 10 to 10½c. for single tins.

LINSEED OIL—Raw, 1 to 4 barrels, 81c.; boiled, 84c.; 5 to 9 barrels, raw, 80c.; boiled, 83c., delivered. To Toronto, Hamilton and London, 2c. less.

TURPENTINE—Single barrels, 59c.; 2 to 4 barrels, 58c., delivered. Toronto, Hamilton and London 1c. less. For less quantities than barrels, 5c. per gallon extra will be added, and for 5-gallon packages, 50c., and 10-gallon packages, 80c. will be charged.

GLASS.

The advance of last week is maintained. The scarcity in sizes has been gotten over by the arrival of shipments from Europe. As the strike in Belgium is over, the glass manufacturers are able to fill their orders more promptly, and no further shortage is expected. The retail trade is booming, and dealers say that it is fully equal to that of last year. We quote: Under 26 in., \$4.25; 26 to 40 in., \$4.65; 41 to 50 in., \$5.10; 51 to 60 in., \$5.35; 61 to 70 in., \$5.75; 71 to 80, \$6.25; 81 to 85, \$7; 86 to 90, \$7.75; Toronto, Hamilton and London. Terms, 4 months, or 3 per cent. 30 days.

OLD MATERIAL.

The demand has improved wonderfully during the past week, and the supply has not diminished in the least. Prices in this line have a tendency to go up. Bottoms have advanced ½c.; zinc and scrap rubber ¼c. each per lb. Jobbers' prices are as follows: Agricultural 60c. per cwt.; machinery cast, 60c. scrap, per cwt.; stove cast, 40c.; No. 1 wrought 50c. per 100 lb.; new light scrap copper, 12c. per lb.; bottoms, 11½c.; heavy copper, 13c.; coil wire scrap, 12½c.; light brass, 7c.; heavy yellow brass, 10c. heavy red brass, 10½c.; scrap lead, 2½c.; zinc, 2¼c.; scrap rubber, 6¾c.; good country mixed rags, 50 to 60c.; clean dry bones, 40 to 50c. per 100 lb.

HIDES, SKINS AND WOOL.

The market is steady and the movement is normal in hides, skins and wool. A better quality of sheepskins are coming in. Deerskins are very few in number, and the receipts so far have been very light. Prices in all lines are unchanged.

HIDES—We quote: No. 1, green, 8c.; No. 2 green, 7c.; No. 1 green, steers, 8½c.; No. 2 green, steers, 7½c.; cured, 8¼ to 8¾c.

SKINS—We quote: No. 1 calfskins, 9c.; and No. 2, 7c.; deacons (dairies) 55 to 60c. each; sheepskins, 60 to 65c.; deerskins, 12½c. per lb.

WOOL—We quote: Fleece, 13c., and unwashed, 8c.

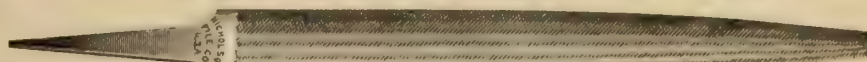
SEEDS.

The offerings in red clover continue large. The offerings in alsike still continue moderate. There is very little offering in timothy.

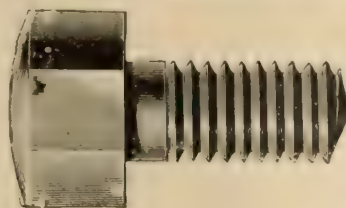
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7 FACTORIES
10 BRANDS

RASPS



NICHOLSON FILE CO., Providence, R.I., U.S.A.



THE JOHN MORROW MACHINE SCREW COMPANY, Limited

Manufacturers of

Set and Cap Screws, Special Milled Work, Engine Studs, Etc. Cold Punched Nuts of every variety of finish.

INGERSOLL, ONTARIO.

We quote as follows: Red clover, \$4.50 to \$4.80 per bush, for good, choice quality at outside points. Alsike brings from \$6 to \$7.25 for extra choice seed, but the poorer qualities are quoted lower. Timothy remains at \$2 to \$2.25.

PETROLEUM.

Business in this line still continues steady and has slightly increased during the past week. There has been no further advance, but prices are firm. We quote: Pratt's Astral, 16½ to 17c. in bulk (barrels, \$1 extra); American water white, 17 to 17½c. in barrels; Photogene, 16½ to 17c.; Sarnia water white, 16 to 16½c. in barrels; Sarnia prime white, 14½ to 15c. in barrels.

COAL.

Owing to the great scarcity of cars the Pittsburg Coal Co. had to close down six of its coal collieries last week. In Toronto the shortage is such that dealers are unable to fill all their orders. We quote at international bridges: Grate, \$4.75 per gross ton; egg, stove and nut, \$5 per gross ton; soft coal, \$2 to \$2.75 in bond, according to grade.

MARKET NOTES.

Sheet zinc is ¼c. higher.

Bed cord is lower in price.

High prices are expected next season for raw and boiled linseed oil.

Trade in old material is beginning to brighten up, and prices have a tendency to advance.

Owing to the scarcity of gum shellac on the New York market prices there are steadily advancing.

Several shipments of window glass have been made to the United States market in spite of the high duties imposed.

Glass merchants are receiving larger consignments of glass from Germany and Belgium since the strike amongst the European glassmen has been settled.

In the "market notes" last week it was said that sisal rope was ½c. and manila rope 1c. lower. It should have said higher instead of lower. In the regular market report it was so stated, so that the trade, doubtless, noted that the paragraph in the "market notes" was an error.

H. S. Howland, Sons & Co. are in receipt of shipments of Elliot's, Butler's, Wostenholm's and Ellen's cutlery. In the shipments are such goods for the holiday trade as table and dessert knives, carvers in cases, fruit, fish and dessert eaters, butter knives and pickle forks.

A SHELF HARDWARE FACTORY.

Through W. S. Cummings, the G. A. Crosby Co. have made inquiries as to the market afforded in this country for a line of goods known to the trade as shelf hardware, and as a result have commenced work on a new building 86 x 250 ft. at Point Edward, Ont., which is to be of red brick, one storey in height, representing an investment of \$25,000. The new building will contain a cupola, foundry, nickel-plating and japanning plants, and its manufactures will include hinges, brackets, light castings, package goods of all descriptions, piano plates, etc. Adjoining the main building will be a warehouse, 96 x 150 ft., to be used for storage purposes.

OWEN SOUND CEMENT MILLS.

Although work was begun on the foundations of the Sun Portland Cement Mills only eight weeks ago, the buildings are all erected and the workmen are now at the roofing. The big warehouse, 250 feet in length, is to be started working in a few days. The siding which will run from the works to the G. T. R. tracks is being graded.

Some machinery, much of which was from Germany, has already arrived, and hundreds of tons are yet to follow. It is estimated that 100 cars will be required to bring in the equipment needed to complete the plant. A 700 horse-power engine, for which a cement bed has already been laid, is due to arrive from Galt. When this plant is fully equipped and in running order it will be one of the most extensive industries of that part of the country.

Mr. R. A. Mullholland, hardware merchant, Port Hope, was in Toronto this week. He reports business good in Port Hope.

Mr. G. F. A. Anderson, representing T. S. Simms & Co., Limited, brush and broom manufacturers, St. John, N.B., was in Toronto this week.

Mr. Leon Stirling, of Rice Lewis & Son, Limited, has joined the ranks of the benedicts, and HARDWARE AND METAL begs to tender congratulations.

WANT OF CARS CLOSING IRON FURNACES.

THE shortage of cars for shipment of coke from the coke regions of Western Pennsylvania has dealt seriously with the blast furnaces in the Pittsburgh district and in the Mahoning and Shenango Valleys, and early this week no less than 15 furnaces were banked in these districts on account of the shortage in the coke supply. At the present time nearly the same number of furnaces are out, and until a sufficient supply of coke is accumulated at all of them, to warrant operations for at least ten days or two weeks, none will resume. In this district not less than eight furnaces are banked at the present time, while at Sharon, New Castle, Youngstown, West Middlesex and Sharpsville, furnaces have been compelled to bank for brief periods. The car shortage is growing more pronounced every day, and in the Connellsville coke region stocks are being accumulated on account of the lack of cars to make shipments to furnaces, not only in the West, but in the East as well.

At a time when steel plants are being operated at their utmost capacity to fill orders, the shutting down or banking of blast furnaces is a very serious affair, and the production of pig iron, which is not much in excess of the consumption, will be greatly curtailed. Thus far, none of the steel plants have been compelled to shut down, but, unless the conditions are greatly relieved within the next few days, some of the plants will be compelled to close on account of the lack of iron. The railroad companies are furnishing shippers not only in the Connellsville region, but in this district as well, with about 25 per cent. of their regular requirements to keep up shipments, and, as a result, there is an accumulation of all kinds of steel products that is bewildering. The railroad officials who have been appealed to promise nothing until December, when they state that the available car supply will be materially increased. —Iron Trade Review.

AN UNDUE PREFERENCE.

The offering of premiums for the prompt delivery of goods often operates to the disadvantage of buyers who are not in a position to pay more than the regular price, remarks Stoves and Hardware Reporter. Most sellers will prefer to accommodate the customers who are willing to pay a premium, with the result that shipments to buyers who are paying the regular price are delayed in order to fill the orders of those who pay the premiums. Cases have been cited where late orders at an advanced price have been filled in preference to those of an earlier date, but which did not carry

premiums, these cases having been mostly in sheet metals and in iron and steel bars. In fact, it is said that many distributors in these lines bought heavily early in the season, when prices were at a low level, but that their specifications have not been promptly filled because the other class of buyers has been preferred in making shipments. The old rule of first come, first served, seems to have gone out of fashion in these days of trust-controlled industries and methods.

BRITISH MINERAL OUTPUT.

According to the report just issued by the Home Office on the mines and quarries of the United Kingdom, the last year of the 19th century is remarkable from the fact that the total mineral output, exclusive of the produce of shallow quarries, was no less than £135,957,676, or £38,487,380 more than the preceding year, which itself showed a gain of about £20,000,000 as compared with 1898. This enormous increase is due partly to the larger quantity of coal produced, but mainly to the higher average price per ton. The total output of coal for 1900 was 225,181,300 tons, valued at £121,652,596, as against 220,094,781 tons and £83,481,137 in 1899. The largest increase was made by the coalfields of Yorkshire, Derbyshire and Nottinghamshire, which yielded nearly 2,500,000 tons. Scotland shows an increase of about 2,000,000 tons, and Northumberland and Durham together only 250,000. For Lancashire, Cheshire, and the Midland coalfields the aggregate increase amounts to 1,000,000 tons, while the output for South Wales declined by more than 500,000 tons.

SILVER PRODUCTION OF 1900.

The report just issued by Director Roberts of the Mint, Washington, states that the silver output of the world for the year 1900 was the largest of any year in the history of the world, amounting to 178,769,769 fine ounces, exceeding that of 1899 by 1,572,513 ounces.

Another no less interesting fact is that the world's coinage for the year 1900, was, as reported, \$177,011,902, an increase over the preceding year of \$10,664,938.

Another fact stated in the report that the world coined less gold in 1900 than it did in 1899, the figures for the latter year being \$466,110,614, whereas the gold coinage for 1900 was only \$354,936,497.

"These figures tend to show that silver is no longer the despised metal it was a few years ago," says American Metal Market. "If the politicians will only leave it alone it may be depended upon to take care of itself."

PAINTS IN THE HARDWARE STORE.

THE following letter from a well-known house manufacturing paints and varnishes, is of interest as indicating the extent to which this line of goods is being handled by hardware merchants. It will doubtless suggest to some of our readers the desirability of considering the question as to the propriety of adding a department for the sale of paints, oils, etc., to their business:

A very large percentage of the hardware dealers handle paints, white lead, varnishes, oil, colors, etc. Aside from the profit that there is to them in this line, this is largely due to the fact that the hardware dealers furnish nails, hardware, etc., for building purposes, and naturally have a demand for paint on this account.

In some localities the drug stores carry paint, but this is gradually changing from the drug stores to the hardware stores, as it is more properly in line with the business of the latter.

Hardware jobbers also find it to their interest to add some of the paint line to their list, more particularly white lead, as same can be sold without any trouble in connection with their own line.

We have a number of hardware jobbers whom we supply with white lead, wagon paints, carriage paints, and also receive orders from them for mixed paints and some other goods in our line. Nearly all of them carry a stock of white lead, and some of them carry a stock of paints.

There is no question but that eventually every up-to-date hardware dealer will carry a stock of paints, white lead and varnishes. —Iron Age.

By boring a hole sufficiently large enough to admit a hand, burglars gained admittance into the hardware store of A. D. Ellis & Co., Simcoe, Ont., and stole an expensive hammerless double-barrel gun, 125 rounds of ammunition, a gun case and a revolver. There is no trace of the thieves.

WESTERN Incorporated 1851.
ASSURANCE COMPANY

Fire and Marine

Capital	-	\$2,000,000.00
Assets, over	-	2,900,000.00
Annual Income	-	3,000,000.00

Head Office: TORONTO, ONT.

Hon. Geo. A. Cox, President. J. J. Kenny, Vice-President
C. C. Foster, Secretary.

Window Glass

Window Glass

We are receiving large consignments of Window Glass by the following Steamers, viz. :

**Belgian, Mexican,
Boliviana, Cebriana**—

and will be able to fill all orders promptly.

**THE JOHN BOWMAN
HARDWARE & COAL CO.,
LONDON, ONT.**

ESTABLISHED 1860.



IMPROVED NEW PROCESS.

The THOS. DAVIDSON MFG. CO., Limited,

Smokeless Oil Heaters

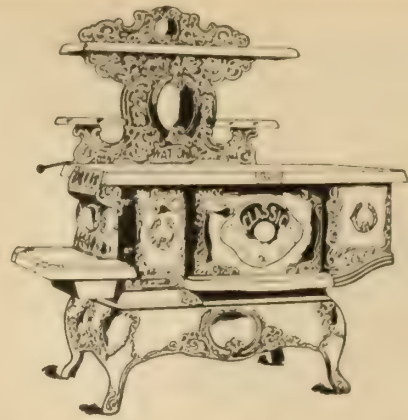
These are the Oil Heaters that have made a good many **warm** friends during the past five years, and kept our competitors **hot** trying to equal them.

Absolutely smokeless. The Wick cannot be raised enough to smoke. They have Automatic Extinguishers.



IMPROVED STANDARD.

- **MONTREAL.**



CLASSIC NATIONAL

6-Hole Range.

Notice the clean cut, handsome carving, which harmonizes exactly with the plain surfaces, beautifully finished castings, Breton stretched patent leveled steel oven, which will neither warp or crack and responds quickly to a small fire. Nothing made in Canada like it.

**THE MOFFAT STOVE CO., Limited,
WESTON, ONT.**

INCORPORATED 1895.

SHEFFIELD'S LORD MAYOR.

MR. GEORGE SENIOR, who has been appointed Lord Mayor of Sheffield, is governing-director of George Senior & Sons, Limited, manufacturers of and dealers in steel. Mr. Senior, according to Ironmonger, has been engaged in the manufacture of steel since he was eight years old. His grandfather and father were small makers of nails by hand, in the village of Bradfield, where Mr. George Senior was born in 1838. He well remembers their implacable hostility to machinery or to any change in the methods of manufacture, and their quite pathetic faith in their own ways of nailmaking. The earlier generations of Seniors credited the British public with enough common-sense to refuse to buy inferior goods because they happened to be cheap. No one will be surprised to learn that they were ultimately disillusioned, and that more progressive competitors drove them out of the field. When 13 years of age Mr. Senior was apprenticed to Mr. George Parkin, steel manufacturer, at Kenyon's Old Forge, Middlewood, near Sheffield, as a hammerman. About 11 years later he worked for Brown, Ellis & Braggs, the forerunners of John Brown & Co., Limited. His first real promotion soon followed in the shape of the appointment as working manager to Joseph Peace & Co., at the Neepsend Rolling Mills, where he was placed in charge of all the hammers. After spending nine years in this position he began business on his own account in 1872 at Ponds Forge, one of the oldest forges in the district, of which the existence can be traced back nearly two centuries. When Mr. Senior came into possession the machinery was quite obsolete, and the fact that nothing of the old works remains except one or two cementation furnaces shows that the newly-elected mayor inherited none of his ancestors' aversion from change.

The firm of Senior & Sons are the largest importers of Swedish steel in the country, and they manufacture and forge steel to meet the needs of the staple trades of Sheffield. Mr. Senior is chairman of the Tinsley Rolling-mills Co., a director of the South Yorkshire Navigation Co., and a director of a Welsh colliery, besides being a large shareholder in numerous companies associated with the iron and steel trades. He was one of the pioneers of electric light and telephones in Sheffield. When Mr. Senior began his career, steel occupied quite a secondary position among the local industries, being used only by the manufacturers of cutlery and tools, although Sheffield tool steel was even then famous. Now this industry exceeds in dimensions all the

other Sheffield trades combined. Mr. Senior is, of course, an authority on forge hammers. He began work in the days of the primitive neck hammer driven by water, when a 5-ton blow was the heaviest which could be given. He well remembers the introduction of the Nasmyth steam hammer and the gradual increase in its size until a striking blow of over 500 tons was reached. More recently the hydraulic press, with a capacity of 10,000 tons, has come into use for heavy work.

As may be imagined, Mr. Senior is a high practical authority on steel. He is fond of explaining why, in spite of all competition, users of steel come to Sheffield from all parts of the world for the highest qualities, and he holds the opinion that, on account of her unique natural advantages, Sheffield will always be able to maintain her supremacy, for, although not situated in an iron-producing district, all the other raw materials required for the manufacture of steel, such as coal, coke, clay, gannister, etc., are found within a radius of a few miles. As four tons of raw material are required to produce a ton of steel, it will be seen that Sheffield, apart from her canal facilities, has a great advantage over districts which would have to import the various materials mentioned. Mr. Senior also points out that by mixing ores of different qualities a better result is obtained than by using a single quality, even if it be the very best. In a district where raw iron is found and users have little or no carriage to pay, there exists every inducement to use that iron and no other.

Mr. Senior has sat on the Sheffield City Council for 12 years without having to undergo a contested election. He is a member of the Iron and Steel Institute of the Sheffield Chamber of Commerce, and is president of several societies, including the Press Club. His two sons, Mr. Albert and Mr. George Edward Senior, share with him the management of the business.

"We believe that Mr. Senior furnishes the first instance of a provincial Lord Mayor being chosen from the ranks of the iron and steel trades," says Ironmonger.

A NEW WHITE LIME CO.

A new concern has been formed to control the white lime business of Ontario, incorporated under the name of the Standard White Lime Co. The company is to have an authorized capital of \$300,000. The provisional directors are: Thomas Christie, Toronto, Ont.; D. D. Christie and R. E. Nelson, Guelph, Ont.; David Henderson, M.P., Acton, Ont., and James Sclater, St. Marys, Ont.

PLAIN FIGURES ON GOODS.

STOVES AND HARDWARE REPORTER says: "Goods in the store should be marked in plain figures. What is known as blind marking is merely a relic of the bygone days when all transactions were a matter of barter and the first price was always the highest. Under this system, a customer would ask the price and then offer one that was much lower. Then there would be an interchange of opinions and compliments, and it was only after a considerable time spent in dickering that a sale could be completed. The modern method is one of give and take. 'If you don't like the goods at the price I ask for them,' says the merchant, 'you can let them alone.' He may not use this exact expression, or another one similar to it, but he means the same thing providing he is a one-price merchant. If he is not, if he uses a sliding scale adjusted to the wishes of the customers and the size of their pocket-books, he can use the blind marking plan and return to the methods that characterized the dealings of several decades ago.

"But, if he is in touch with the times, he will mark his goods in figures that can be seen by anyone who cares to buy, and he will not, under the same conditions, make different prices for different people. Buyers are much better posted than formerly. They can come pretty near knowing the approximate cost of an article in most cases, and when the selling price is stated to them plainly they are more likely to make a purchase than when they know it is an indefinite quantity which can be reduced. Any article on sale is either worth what is asked for it or it should not be offered at that price, but to leave it open to a cheapening process is merely to prove that in certain cases the seller is willing to take an undue advantage of his customer if the latter is not thoroughly posted."

A NEW BRUNSWICK RAILWAY.

The surveying of the line of road from Newcastle to Gibson, N.B., is finished and it is expected that by the fall of 1902 trains will be running over the whole road from Fredericton to Norton. The railway bridge across the Nashwaak river will be a steel structure resting on stone and masonry abutments and piers and will span the river near its mouth.

FIRE AT THORNBURY, ONT.

November 6 was a disastrous day for Thornbury, Ont., as a fire, whose origin is unknown, destroyed Smith's marble works, Carscadden's implement storeroom, Louck's blacksmith shop, Fleming's wagon and paint shop, and Tucker's barber shop. Insurance partly covers the loss.

INDUSTRIAL GOSSIP.

Those having any items of news suitable for this column will confer a favor by forwarding them to this office addressed to the Editor.

The new buildings of the Grand Trunk Railway, at Menford, Ont., will soon be completed.

A new addition to the factory of The Canada Wood Specialty Co., Orillia, Ont., is being built.

At the rate the buildings of The Crump Steel Co., at Collingwood, Ont., are progressing, they will soon be completed.

After J. Long returns from Great Britain, and not till then, will definite steps be taken in regard to the new boiler works at Collingwood, Ont.

The buildings of The Sun Portland Cement Co., Owen Sound, Ont., are far enough advanced to enable machinery from The Krupp Works, Germany, to be installed.

The Grey & Bruce Cement Co., Owen Sound, Ont., have ordered a large quantity of machinery from Krupp's, Germany, which they intend to put in their works on its arrival there.

A VARNISH FIRM'S NEW BUILDING.

It is not yet three years since the organization of The Imperial Varnish & Color Co., Limited, but their business has grown so rapidly that extensive additions to their premises in Morse street, Toronto, have become necessary. For their mixing, filtering and tank purposes a new building has just been erected, while on the main factory building an additional flat has been put up. This flat is to be divided into testing and labelling departments and stock rooms.

One of the lines manufactured by this company which is well known to the hardware trade is "Elastilite." During the past year the sale of this has had a particularly large increase, and it is now to be found in hardware stores from the Atlantic to the Pacific.

NEW BRUNSWICK PETROLEUM.

The New Brunswick Petroleum Company held a meeting at Moncton, N.B., on November 5 at which the directors handed in their report. In this report it is stated that in June last, oil had been found in paying quantities in their wells, and out of seven, three were good producers.

The area of New Brunswick which most probably is oil bearing covers the Petitcodiac Valley and most of Albert county, while all down the Kennebecasis Valley in King's county extends a region of secondary probability. The limit of the depth is practically 3,000 feet. It is known that oil-bearing formation under-

lies all the south-eastern part of the Province. This oil is of such a quality as to command good prices. It is found in paying quantities over a large extent of territory. As this oil bearing district is of such great promise, the company intend to proceed rapidly with the development of their territory, and so in a very short time there will doubtless be a very large output from that rich district.

McCLARY CO.'S ASSESSMENT.

Last Friday evening the request of The McClary Manufacturing Co., Limited, for a fixed assessment of \$150,000 for 10 years, was discussed before the Finance Committee of the London City Council. Mr. John McClary and Col. Gartshore, representing the company, were present.

A letter was submitted to the committee stating that the company withdrew the clause in the previous letter asking that the company should be protected by the council against any tax that may be levied directly by the Government and all they now ask is the \$150,000 assessment limitation.

Ald. Cooper thought that London would have been a more flourishing city if previous councils had paid more attention to the manufacturers, and moved that the necessary legislation should be secured by the council to fix the company's assessment at \$150,000.

As one of the aldermen stated that he was unable to vote on the question that night, the motion, after some further discussion, was laid over till the next meeting of the committee.

NEW COPPER INDUSTRY.

The Intercolonial Copper Company acquired their present property at Dorchester, N.B., in 1899, and already they have expended nearly \$300,000 in the development of the copper mines. Their plant consists of three buildings, the first containing the boilers, a 200 horse power engine, two dynamos, a Corliss engine and the crushing and elevating machinery. Connected with the same building, but under another roof, is a part 40 x 80 feet, in which is a battery of roasters and another engine for driving the roasters. The leading building is 30 x 100 feet, the electrottype building 40 x 60 feet.

From the mine, the ore is carried by a tramway to the mill, where it undergoes a treatment. Firstly, by the crushers, then by the roasters, and, finally, by the battery cells from which it emerges, purged of all its impurities. The present mill will produce about three tons of electrolyte copper daily.

At present 50 men are employed in the mill, which is being run night and day. This bids fair to become one of the most important industries in New Brunswick.



THE PAINTERS PERFECT WHITE LEAD

Is beautifully soft and fine in the grain. It mixes well with Linseed Oil, forming a creamy smooth paint of great covering power and undoubted durability. Every atom is paint — perfect paint — and there is no loss or residue of any kind. The Painters Perfect White Lead has become very popular everywhere.



THE CANADA PAINT COMPANY LIMITED

Montreal and Toronto.

HEATING AND PLUMBING

BUILDING PERMITS IN TORONTO.

FROM the city commissioner's office, since November 7, building permits amounting to nearly \$160,000 have been issued. The great portion of this amount is for a large seven storey apartment house, 100 x 100, to be situated on University avenue, near Orde street. Gouinlock & Baker, who are the architects, have already commenced operations on the foundation. The building, which is being erected by the Union Trust Co., will have a steel frame with grey sandstone and red brick covering. It will contain 300 rooms, comprising 50 apartments, ranging from two up to eight or ten rooms, and will have a large cafe on the top floor, with billiard rooms and barber shop in the basement. Electricity, manufactured on the premises, will light the building throughout, while the rooms will be entirely heated by hot water. Two passenger elevators will give tenants and visitors admittance to the apartments. Besides this building, permits have been granted to Fred. Dane, for a two storey brick dwelling on Murray street, to cost \$3,000; to Wm. Clark, for a \$2,300 pair of semi-detached brick dwellings on Shaw street; to R. Corbett, for a two storey roughcast dwelling on Brock avenue, to cost \$1,000; to the Trust and Loan Co., for a \$10,000 brick dwelling on Jarvis street, consisting of two storeys and an attic; to Chas. C. Burns, for a \$5,000 two storey house on Queen street avenue; to Pinkerton & Fry, for a pair of two storey, semi-detached, brick-veneered dwellings on Shaw street, to cost \$4,000; to F. P. Solomon, for a \$1,000 two-storey brick and plaster residence on Rusholme road; to G. H. Parker, for a two storey brick dwelling and attic, Rosedale, to cost \$3,500; to F. W. Rea, for a \$4,000 brick dwelling of two storeys and attic on Crescent road; to the York County Loan and Savings Co., for three two storey brick residences on Lucas street, to cost \$6,600; to Wm. Wakefield, for a \$3,500 brick and frame dwelling, to be erected on Brunswick avenue; to A. Horton, for a two-storey brick and stone residence on Crescent road, for \$6,000; to M. J. McLean, for a two-storey brick dwelling and attic on Walker avenue, to cost \$2,750; to Thos. Vallentyne, for a \$3,500 dwelling on Rusholme road; to Randolph McDonald, for a two-storey brick and stone residence on Dowlings avenue, to cost \$6,000; to Edward Hopkins, a \$900 two-storey roughcast addi-

tion to his residence on Clinton street; to Wm. Fox, for a one-storey frame and roughcast addition to 106 and 108 Terauley street, for \$100; to Jacob Shepard, for a \$600 wood stable, covered with galvanized non-corrosive iron, in rear of 430 Parliament street; to G. H. Hees & Co., for a two-storey brick stable on Bedford road, for \$1,500; and to the Rev. J. L. P. Roberts for a two-storey brick residence at the corner of Roncesvalles avenue and High Park road, to cost \$4 500.

BUILDING PERMITS IN OTTAWA.

In Ottawa during the past week, building permits have been issued to the value of \$12,500, by Inspector Pratt, as follows: To Allen Tracy, for a brick-veneered dwelling on Somerset street for \$3 000; to Andrew Kerr, for a \$1,300 brick-veneered dwelling on Maple street; to Robert Brown, for a \$2,000 brick-veneered dwelling on Cooper street; to J. P. Harryett, for a \$500 frame residence on Willow street; to F. O. Ring, for a \$1,500 brick-veneered dwelling on Wellington street; to Daniel Fogarty, for a \$3,000 brick-veneered dwelling on Rochester street.

A NEW STORE BUILDING AT SYDNEY.

Already Prowse Bros. & Crowell, departmental store, have about 20 bricklayers at work on the wall of their new store which is to be situated at the corner of Charlotte and Prince streets, Sydney, C.B. This new structure will be a three-storey brick building, 41x140. The public will gain admittance by three entrances, two being from Prince street, with the main entrance on Charlotte street. The building is to be finished throughout with plaster and shelves on three floors and a basement, and will be fitted up with an American fast-running elevator. The basement will be lighted with prismatic glass, while the exterior will be practically fireproof.

BUILDING IN VANCOUVER.

Building operations are still on in Vancouver, and last week from Capt. McSpadden's office building permits amounting to over \$32,000 were granted. A permit granted to John Fleming for a row of brick terraces at the corner of Horner and Pender streets, for \$18,000, makes up the greater portion of this. Ferrara & Canary are also to erect a large restaurant at the corner of Granville and Pender streets.

LEAD COATING CAST IRON.

THE process in common use for producing a coating of lead enamel on articles made in cast iron is to sift the powdered salt of lead, employed as a glaze, by hand onto the cast iron to which it is to be applied, which must have been previously heated to bright redness. This plan, which gives excellent results, is fraught with serious consequences to the health of the workmen, and in spite of the use by them of respirators and nose guards, it speedily brings on ailments of a most distressing character, caused by the inhalation of the fine particles of lead floating in the atmosphere of the workshops. The consequent lead poisoning is not alone due to respiration, but the dust also enters the pores of the skin, and in a few years the bulk of the workpeople engaged in this industry succumb to the ravages of this terrible poison. An account is given by George Caye in La Nature of a process for applying a coating of lead enamel to iron surfaces by mechanical means, invented by A. Dormoy, the manager of the works at Sougland, in the Department of Aisne, France, in which danger of injury to the health of the workpeople is avoided. The articles to be coated, after being heated to redness, are placed in a double hermetically sealed chamber with glazed sides; each half of the chamber can be worked alternately, and the surplus enamel powder, dusted over the metal by means of a sieve, is removed from the chamber by the draft from a high chimney. The necessary movements of the iron can be effected from the outside of the chamber, and the vibration of the sieves for the purpose of distributing the lead powder is provided for by an electric beater. The various methods of introducing and rotating the object to be enameled, operated from the exterior of the chamber, are fully described, and it is stated that the new process has proved extremely successful in working and entirely does away with all risk of ill effects to the workpeople engaged.

BUILDING NOTES.

The new home of John Shaw, Paradise, Ont., is almost finished.

New offices are to be erected at Perth, N.B., for The Record of that town.

At St. Thomas, Ont., tenders are being advertised for the erection of a new four-storey brick and stone dry goods store for

THE EDINBURGH ROPERIE & SAILCLOTH CO., LIMITED

LEITH. SCOTLAND

Manufacturers of

Cordage of all kinds, Flax Sail-cloths, Tarpaulins and Water-Proof Cloths, Sewing Twines, Fishing Twines, Fishing Lines, Tying Twines, Etc., Etc.

Canadian Agency and Stores,

9 St. Peter St., MONTREAL

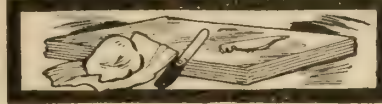
Phone Main 3359.

You "Heintz"
May
Need a
Trap

A Steam Trap—
One that pays
for its cost by
saving steam.
Write for Circular
and be posted.

The Jas. Morrison Brass Mfg. Co.
Toronto. Limited

WINDOW GLASS



As there is a great demand and every indication of an advance in price, we advise our friends to order now. We have large stocks now arriving daily in all kinds of plain window and colored.

A. RAMSAY & SON

Est'd 1842.

PAINT MAKERS and
GLASS IMPORTERS

MONTREAL

ONTARIO SILVER CO.,

Limited,

NIAGARA FALLS, CANADA.

Manufacturers of **FLATWARE, CUTLERY and
ELECTRO PLATE.**

Ask for our Catalogue and Quotations.



Ontario Nut Works, Paris
BROWN & CO.

Manufacturers of

All sizes of Hot Pressed
Nuts, Square and Hexagon.

A Bargain in Platform Trucks.

Wheels
11 inches
in diameter.



Weight,
244 lbs.
each.

We have 36 Trucks similar to the above cut
with platform 3 feet wide and 5 feet long.

We will clear these at less than Cost.

Write us how many you can use, and we will quote to clear them out.

THE FAIRBANKS COMPANY, 749 Craig St., **MONTREAL**

Jas. Mickleborough by Architect Neil Darrah.

Both Fred White and John Thomas are building new houses at Inwood, Ont.

Walter Whitmore's house at O'Connor, Ont., is almost ready for habitation.

A new cottage for R. Bain, Lion's Head, Ont., is just receiving its finishing touches.

A new residence is being erected opposite the G.T.R. station, Guelph, by J. Randall.

Duncan Graham's and John McGregor's houses are about completed at Rodney, Ont.

A. Thompson is erecting a fine new storehouse at the back of his store at Oakville, Ont.

A new hotel is going to be erected at Gerrard, B.C., by A. G. Gordon and Steve Slinger.

The masonry work of McKillop Bros.' new block at West Lorne, Ont., is about completed.

F. S. Simms & Co., Limited, intend to erect a large brick factory on a lot on Union street, St. John, N.B.

Workmen have finished the brickwork of Mrs. Hugh McIntosh's new dwelling, Maplewood, Ont.

Work on N. Stewart's new dwelling, Port Arthur, Ont., has commenced, under Contractor Purcell.

The residence of J. Reid Wilson, which is being built on the corner of Sherbrooke and Drummond streets, Monteeal, is about completed.

The old buildings on 65 and 67 Brock street, Kingston, Ont., are being torn down and a new and modern structure will be erected in their place.

The Peterborough Canoe Co. have commenced the erection of a 20 x 40 ft. addition to their factory on Water street, Peterboro', Ont. The new addition will be a substantial brick structure, three storeys in height.

To St. James Presbyterian Church, Whitney Pier, near Sydney, C.B., extensive repairs are being made. This will consist of a new basement, in which Sunday-School and church societies are to meet and in which a large furnace is being placed for the heating of the building.

PLUMBING AND HEATING NOTES.

The creditors of Bates, Robinson & Co., plumbers, Toronto, met on November 11.

A. T. Ropelle, contractor, Montreal, is offering 30c. on the dollar.

Elzear Prevost, plumbers' supplies, etc., Montreal, made an assignment on demand of H. C. Chamberland, who has been appointed provisional guardian.

Y. M. C. A. BUILDING IN MONTREAL.

The Railway Young Men's Christian Association at Point St. Charles, Montreal, has grown so rapidly that the premises at present occupied by them have become too small, and so it has been decided to construct a new building immediately at the corner of Wellington and Richmond streets, where the old one now stands. Taylor & Hutchinson, contractors, Montreal, have been awarded the contract, and it is expected they will have it completed by next summer. The estimated cost of the building is \$15,000.

PLUMBING AND HEATING CONTRACTS.

Purdy, Mansell & Co. have secured the following contracts: The hot-water heating of James Dale's residence on Victor Ave.; the plumbing and heating of the dwelling of A. Ross, Beaverton, Ont.; the plumbing and heating of the residence of H. J. Ash, Christie St., Toronto; the plumbing and heating of James MacKerrow's dwelling on Catherine St., Toronto; the plumbing and heating of John Gray's residence, Port Credit, Ont.; and the hot-water heating of Mrs. Darling's residence and post office, Penetanguishene, Ont.

The Bennett & Wright Co., Limited, of Toronto, have secured the following contracts: the heating and electric-wiring of Geo. Mowat's house on Beaumont Road; the steam heating and plumbing of the American Bank Note Co., Ottawa; the plumbing and drainage of the stable of the T. Eaton Co., Limited; and the steam heating of the foundry and factory of the Canadian Foundry Co., Limited, of Toronto.

TRADE WITH TRINIDAD.

The Department of Trade and Commerce has received a report from Mr. Edgar Tripp, Canadian Agent for Trinidad and Tobago, under date of Port of Prince, October 29th, Mr. Tripp speaks of the great boon the regular call of the Canadian steamers has proved to Trinidad's small dependency, Tobago, which is now placed for the first time in its history in steam communication without transshipment for supplies with customers in the Dominion. The trade is not very large at present, but it is growing, and Canada being the first in the field so far as the northern continent is concerned, should reap whatever advantage may be ultimately gained from that fact. Mr. Tripp noticed in a report from Mr. Larke, the Canadian Agent for Australia, that printing paper from the Dominion was selling to advantage there. There is also, Mr. Tripp states, a market for the same material in

Trinidad, which might be tried. In 1900 £8,011 was imported, of which £2,749 came from the United Kingdom and £2,623 from France. Mr. Tripp thinks there is also an opening for Canadian live stock if the trade was vigorously pushed. Imports from Canada for the quarter ending Oct. 30th were in almost every item much in advance of those for the corresponding three months in 1900. Butter, cheese, fish, flour, timber and manufactures all showed in the improvement. Among other receipts were 824 gallons of wine in wood. A great deal of light wine is drunk in the island, and there is no reason why Canada should not share in the trade, which is now held principally by France and Spain.

STEEL WOOL DISPLACING SANDPAPER.

STEEL wool is displacing sandpaper to quite an important extent in the United States, and Europe, according to an exchange, is watching their progress in this direction, following at a distance. Steel wool is of American origin, and is a machine-produced material composed of sharp-edged threads of steel, which curl up together like wool, or somewhat as the wood fibres of the familiar material known as excelsior curl up together, though the steel wool is very much finer, the finest of it being not much coarser than the coarsest of natural wools. The steel wool is put up in packages containing 1 lb. each. These are something like rolls of cotton batting, but smaller; 1 lb. of steel wool, loosely packed, making, rolled in paper and open at the ends, a package perhaps 15-in. long and 2-in. or 3-in. in diameter.

Steel wool is made in various degrees of coarseness and put to a variety of uses, the finer wools for polishing wood and metal and the coarser for rubbing down paint and varnish. It is often used on special parts of work. While, for example, on the flat surface of a door a man would use sandpaper with a block back for it, for the moldings he would use steel wool, which fits into the crevices and conforms into irregular shapes. Such work can be done with steel wool far more readily and quickly than with sandpaper, and it is used with this advantage on irregular and small surfaces and on carved work.

A coarser material of the same kind is called steel shavings. It is put to various uses, as in taking off old paint and varnish, in polishing wood before painting; it is used on bowling alleys, and on floors for smoothing and cleaning them. Sandpaper clogs in use; steel wool breaks down. The wool is used with gloves, in order to keep the ends of the fingers from getting sore.

SITUATION WANTED.

AS MANAGER OF RETAIL HARDWARE, LONG experience, best of references. Open for engagement January 1st. Would take an interest in good live business. Box No. 68, HARDWARE AND METAL. (47)

R. BAILEY & SON

MANUFACTURERS OF

STOVE LININGS for Ranges and Ovens.

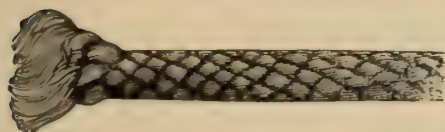
All kinds of Fire Brick and Fire Clay Work,
Paving Tile, etc.

Wholesale Only.

Write for particulars.

1220 Yonge Street, TORONTO.

Buy the Best.



HERCULES

Sash Cord.

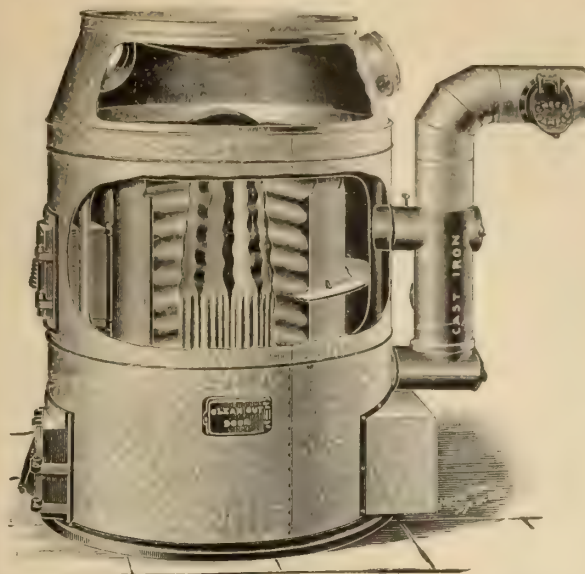
Star Brand Cotton Rope

Star Brand Cotton Clothes Lines

Star Brand Cotton Twine

For Sale by all Wholesale Dealers

It Had Been Found



very difficult, if not impossible, to properly and Economically warm buildings with warm air where the thermometer would go to 50 below until

"KELSEY"

CORRUGATED
WARM AIR

GENERATORS

were placed on the market.

NOTE PARTICULARLY

Great Heating Surface
Large Air Capacity
Cast Iron Back Pipes.

The 'Kelsey' has evidently solved the problem, as the following extract from a recent letter proves:

Written from MITCHELL, ONT., November 4, 1901.

"Kindly send to Mr. _____ one of your circulars showing the Kelsey. We use your furnace at Calgary, N.W.T., and think there is nothing like it"

The colder the weather, the more satisfactory the results from a "Kelsey" Warming and Ventilating System. Special attention given to the proper and economical warming and ventilating of churches, schools and large residences where the ordinary hot air furnace is not eligible.

WE ARE EXCLUSIVE MAKERS FOR CANADA.

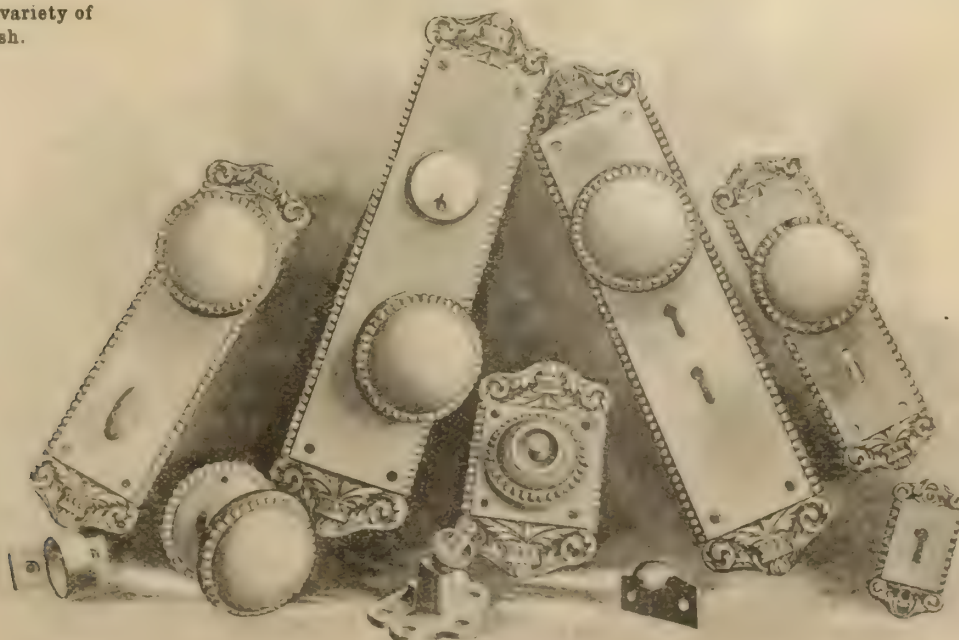
THE JAMES SMART MFG. CO., LIMITED.

WINNIPEG, MAN.

BROCKVILLE, ONT.

LOCKS and BUILDERS'
HARDWARE

Made in great variety of
design and finish.



Catalogues and price list mailed on
application.

THE LARGEST MAKERS
IN THE DOMINION.

The Gurney-Tilden Co., Limited, - Hamilton, Canada.

MANITOBA MARKETS.

WINNIPEG, November 11, 1901.

THINGS are moving along in a quiet, steady way; nothing very remarkable to note. Seasonable sporting goods, such as hockey sticks, and skates, show good demand. Prices in all lines are firm and without change. In paints and oils, turpentine shows an advance of 2c. per gallon. Last week's advance in linseed oil did not advance prices here, but quotations are firm, neither the supply of flax or the quality warranting a large yield. White lead shows a slight decline, being quoted at \$6. It is understood, however, that it is merely done temporarily to encourage purchasing before navigation closes. Glass is firm and without change.

Barbed wire, 100 lb.	\$3 30
Plain twist	3 40
Staples	3 95
Oiled annealed wire	10 3 95
"	11 4 00
"	12 4 05
"	13 4 20
"	14 4 35
"	15 4 45
Wire nails, 30 to 60 dy, keg	3 50
" 16 and 20	3 60
" 10	3 70
" 8	3 70
" 6	3 90
" 4	3 90
" 3	4 15
Cut nails, 30 to 60 dy.	3 20
" 20 to 40	3 25
" 10 to 16	3 30
" 8	3 35
" 6	3 40
" 4	3 50
" 3	3 85
Horsenails, 45 per cent. discount.	
Horseshoes, iron, No. 0 to No. 1	4 65
No. 2 and larger	4 40
Snow shoes, No. 0 to No. 1	4 90
No. 2 and larger	4 40
Steel, No. 0 to No. 1	4 95
No. 2 and larger	4 70
Bar iron, \$2.60 basis.	
Swedish iron, \$5.00 basis.	
Sleigh shoe steel	3 25
Spring steel	3 25
Machinery steel	3 75
Tool steel, Black Diamond, 100 lb.	8 50
Jessop	13 00
Sheetiron, black, 10 to 20 gauge, 100 lb.	3 50
20 to 26 gauge	3 75
28 gauge	4 00
Galvanized American, 16 gauge	2 79
18 to 22 gauge	4 75
24 gauge	5 00
26 gauge	5 25
28 gauge	5 50
Genuine Russian, lb.	12
Imitation "	8
Tinned, 24 gauge, 100 lb.	7 75
26 gauge	8 00
28 gauge	8 50
Tinplate, IC charcoal, 20 x 28, box	11 00
" IX	13 00
" IXX	15 00
Ingot tin	33
Canada plate, 18 x 21 and 18 x 24	3 75
Sheet zinc, cask lots, 100 lb	7 00
Broken lots	7 50
Pig lead, 100 lb.	6 00
Wrought pipe, black up to 2 inch	50 an 10 p.c.
Over 2 inch	50 p.c.
Rope, sisal, 7-16 and larger	\$12 50
" 3/4	13 00
" 1/2 and 5-16	13 25
Manila, 7-16 and larger	15 00
" 3/4	15 50
" 1/2 and 5-16	16 00
Solder	20
Cotton Rope, all sizes, lb.	17
Axes, chopping	\$ 7 50 to 12 00
" double bits	12 00 to 18 00

Screws, flat head, iron, bright	87 1/4
Round "	82 1/4
Flat " brass	80
Round "	75
Coach	57 1/2 p.c.
Bolts, carriage	50 p.c.
Machine	50 p.c.
Tire	60 p.c.
Sleigh shoe	65 p.c.
Plough	40 p.c.
Rivets, iron	50 p.c.
Copper, No. 8	35
Spades and shovels	40 p.c.
Harvest tools	50, and 10 p.c.
Axe handles, turned, s. g. hickory, doz.	\$2 50
No. 1	1 50
No. 2	1 25
Octagon extra	1 75
No. 1	1 25
Files common	70, and 10 p.c.
Diamond	60
Ammunition, cartridges, Dominion R.F.	50 p.c.
Dominion, C.F., pistol	30 p.c.
" military	15 p.c.
American R.F.	30 p.c.
C.F. pistol	5 p.c.
C.F. military	10 p.c. advance.
Loaded shells:	
Eley's soft, 12 gauge black	16 50
chilled, 12 gauge	18 00
soft, 10 gauge	21 00
chilled, 10 gauge	23 00
Shot, Ordinary, per 100 lb	6 25
Chilled	6 75
Powder, F.F., keg	4 75
F.F.G.	5 00
Tinware, pressed, retinned	75 and 2 1/2 p.c.
" plain	70 and 15 p.c.
Graniteware, according to quality	50 p.c.

PETROLEUM.

Water white American	25 1/2 c.
Prime white American	24 c.
Water white Canadian	22 c.
Prime white Canadian	21 c.

PAINTS, OILS AND GLASS.

Turpentine, pure, in barrels	\$ 62
Less than barrel lots	67
Linseed oil, raw	84
Boiled	87
Lubricating oils, Eldorado castor	27 1/2
Eldorado engine	26 1/2
Atlantic red	29 1/2
Renown engine	41
Black oil	19 1/2
Cylinder oil (according to grade)	55 to 74
Harness oil	61
Neatsfoot oil	\$ 1 00
Steam refined oil	85
Sperm oil	1 50
Castor oil	11 1/2
Glass, single glass, first break, 16 to 25	
united inches	2 50
26 to 40	2 75
41 to 50	6 00
51 to 60	6 50
61 to 70	7 00
Putty, in bladders, barrel lots	2 1/2
keys	2 1/2
White lead, pure	6 00
No. 1	5 50
Prepared paints, pure liquid colors, according to shade and color, per gal.	\$1.30 to \$1.90

MET DEATH IN SCUGOG LAKE.

While J. H. Glendenning, of J. H. Glendenning & Co., hardware merchants, Sunderland, Ont., was out duck shooting on Friday, November 8, his boat was upset in shallow water by the recoil of his gun, and he became embedded in the deep mud at the bottom. His cries brought assistance, but he had become so thoroughly chilled that he expired ten minutes after being rescued.

Mr. Glendenning was a popular young man, and HARDWARE AND METAL extends its sympathy to the bereaved wife and sorrowing friends.

PORTLAND CEMENTS

Best German, Belgian and English Brands.

Fire Bricks, Fire Clay, Flue Linings, Drain Pipes, Calcined Plaster, Granite Hard Wall Plaster, Wheelbarrows, Mortar Stains.

A full stock of Builders' and Contractors' Supplies. Write for Quotations.

W. McNally & Co.,
MONTREAL.

Watch our ad. in next issue, or write to us for particulars on our patented

Automatic Door Strip and Weather Strip

Specially adapted for cold climates and takes the place of the inner window.

HELMS & HELMS, 148-50 Willow St
PHILADELPHIA.



"BUILD TO-DAY THEN,
STRONG AND SURE.
WITH A FIRM AND
AMPLE BASE."
— Longfellow.

DO YOU?

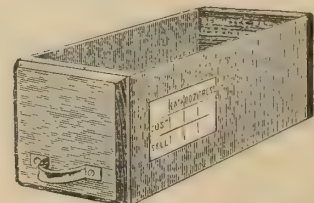
WISH THUS TO BUILD
an
advertisement
in the
CONTRACT-
RECORD.

TORONTO
will bring you
tenders from the
best contractors

THE BEST

IS THE CHEAPEST.

There is nothing better than



Bennett's Patent Shelf Box.

It no longer pays to make your own Shelf Boxes while you can get this up-to-date box at such low prices. Full particulars from

J. S. BENNETT, 15 Marion St., TORONTO.

HIGH-
GRADE
AMERICAN
BURNING
OILS.



THE
ATLANTIC
REFINING CO.

Esplanade and
Jarvis Sts.,

TORONTO.

THE TORONTO SILVER PLATE CO., Limited — Silversmiths and Manufacturers of Electro Silver Plate

New Goods in every line of our manufacture. Write for Catalogue or wait until our traveller has called on you before placing your order elsewhere:

Returned to Toronto Silver Plate



No. 1382—11-inch Waiter, \$8.00 list. Satin Shield. No. 1386—11-inch Waiter, \$7.00 list. Satin or Bright. No. 1365—11 inch Waiter, \$7.00 list. Satin or Bright.

In considering where you will place your order for such goods as we make a specialty of, bear in mind that

WE ARE NOT IN THE TRUST OR MEMBERS OF ANY SILVERWARE ASSOCIATION OR COMBINE.

FACTORIES AND SALESROOMS, KING STREET WEST, TORONTO, CANADA.

E. G. Gooderham, Managing Director.

Difficulties in the Profitable Conduct of the Wholesale Hardware Business.

*A Paper read before the Pennsylvania Wholesale Hardware Association
by H. G. Driesbach, Lewisburg.*

AMONG the most potent causes of the comparatively unprofitable condition of the wholesale hardware business, and which bring about more general demoralization of prices, is the spirit of antagonism and animosity, coupled with distrust and a more or less misunderstanding as to policy among jobbers. The spirit of the times would warrant this association in adopting the motto of The National Hardware Association—namely: "A Higher Standard of Business Methods." Heretofore, jobbers, even though located widely apart, have regarded each other as arch enemies. The policy has been to try to destroy one another, one house claiming the right of existence for themselves only, and using all the measures at their command to destroy the competitor. In view of this fact it is not hard to discover why it is that so many houses have found the wholesale hardware business comparatively unprofitable.

Manufacturers and the railroad companies awoke to the necessity of a change from the policy and abandoned the course some years ago. It was found there was room for all, and by coming together on a friendly basis, and using the community of interest policy, far more profitable and satisfactory results have been obtained.

Members, even in the short life of this association, have found their competitors were not such bad people as they had supposed, and that beneficial results from friendly relationship were entirely possible. If it were possible for the members of this association to maintain a profitable standard of prices on different commodities for the respective periods it would place all on a radically different plane from the one occupied without an organization. Through fear of the action of other jobbers the average profits on many lines of goods are undoubtedly smaller than they would be by concerted action of the members to maintain the standard of an association. We have proof of this assertion in the experiences of associations already formed, and what is true of one association should prove true in all the various links of the chain of associations now forming over the entire country. There is a marked contrast in the position of the jobbers of an association with an imbued spirit to obtain profitable prices on staples and seasonable goods as against the position of every jobber for himself, and each determined to meet the lowest prices reported, and not allow himself to be undersold on any line by any competition.

UNTRUE RUMORS

Untrue rumors are undoubtedly the cause of many cut prices. Without thorough investigation these rumors grow and

multiply until they result in the general weakening of prices. Strange, or rather not strange, to say, they are always on the side of low prices because it is a notorious fact that salesmen, as a class, are always on the bear side. It is rather an unusual experience for a house to have a salesman report that a rival house is selling a certain line of goods at a higher price and requesting permission to advance his selling price. The results of investigations of rumors by efficient secretaries have brought forth many surprises among jobbers.

LACK OF CONTROL OF SALESMEN.

Lack of control of salesmen is also responsible for many evils, chief of which is the lowering of prices and the causing of friction between rival houses. If the authority for fixing prices and deciding on the amount of profit a house should secure is vested in the salesmen, the result of the year's business, it is safe to assert, will be unsatisfactory to the stockholders or proprietors. The scheduling of prices is undoubtedly one of the duties of the management, and strict adherence to the same should be insisted upon by those responsible for the showing of the final report of the year's business. It is not my intention by the above statement to reflect in the least upon the honesty of motive or the integrity of salesmen, but apparently by natural causes the results as outlined above, by a comparison of experiences, prove to be correct in the majority of cases where the above method has been tried.

IGNORANCE AS TO REAL EXPENSE OF JOBGING GOODS.

Ignorance as to the real expense of jobbing goods is another pitfall in the profitable conduct of the wholesale business. This is a subject which deserves the most careful consideration on the part of every house. It is a positive fact that merchants and salesmen, as a rule, are prone to underestimate the same. The items which enter into the expense account are pretty generally agreed upon at the present time. Some unusual surprises have developed by a comparison of the costs of doing business on the part of a group of jobbers, and the average has been found to be higher than was generally supposed. The remedy for the first difficulty mentioned by members of this association, we would suggest, is their regular attendance at the quarterly meetings. Acquaintance among jobbers makes correspondence and discussions possible. Without it one jobber hesitates to write another. It is not necessary to point out in detail the advantages of such attendance, for they are numerous and apparent.

Frequent correspondence by members of the association, either through the secretary or direct, is also another remedy which has been found effective in clearing up many misunderstandings and correcting wrong impressions. Many untrue rumors and reports of breaks in prices

as well as wrong practices have been punctured and righted by this means.

DOCUMENTARY EVIDENCE.

Documentary evidence of cut prices by salesmen has been found to be the only true basis upon which action can be taken advisedly by those in charge. When such evidence is procured the proper course to pursue is to take up the subject with the offending party at once, as we suggested above, either direct or through the secretary, and if possible, adjust the difficulty. The demand of documentary evidence will, of itself, tend to lessen the tendency of the salesmen to heed the assertions of unscrupulous buyers as well as the reports from various sources, and thus act as a check on the downward trend of prices.

SUGGESTIONS TO THE SECRETARY.

We would suggest that the secretary prepare blanks to be used by salesmen in reporting cut prices, and that a sufficient number be placed in the hands of each member for distribution among their salesmen. We submit the following as a sample of the blank:

REPORT BLANK.

Name of Customer,
Name of Competitor,
Article Involved,
Date,
Price.

To accompany the above blank we would suggest the following form of letter to be sent to each member by the secretary:

FORM OF LETTER

Mr. Salesman:

Our travelling force frequently report that prices below our established prices on certain lines are made by competitors. These complaints are frequently on order blanks, or in general letters, and sometimes do not receive the proper attention. We have had prepared blanks which we are sending you and request that you use same in making such reports. Please be careful to fill up all the items mentioned.

EXPENSE ITEMS.

Items composing expenses are as follows:

Salaries of principals,
Salaries of employees,
Travelling expenses,
Rent,
Insurance,
Taxes,
Repairs,
Fuel, light and water,
Case and cartage,
Telegraph and telephone,
Advertising,
Stationery,
Postage,
Gifts to customers,
Charity,
Bad accounts,
Discounts deducted by customers,
Collections and exchange,
Catalogues (all who issue one),
Miscellaneous expenses.

Salesmen should have the fact constantly before them that the expense account is composed of two parts, one their own travelling expenses and salary, the other the inside expenses. If the exact ratio of expense is understood by both principals and salesmen, and an honest effort is made by concerted action to secure the maximum gross profit, the pernicious evil of meeting prices and the consequent demoralization will be lessened, and we will have started on the road toward a more profitable standard in the wholesale hardware business.

ROYAL

'Good Cheer' Range

Four Holes.
Sheet Steel Oven.
For Coal or Wood.

A deviation from the ordinary everyday four-hole Range. Being cast upon a Deep Base it has a solid, substantial, "well to-do" appearance; at once creating the impression that it belongs to the "best families"—and this impression is lasting.

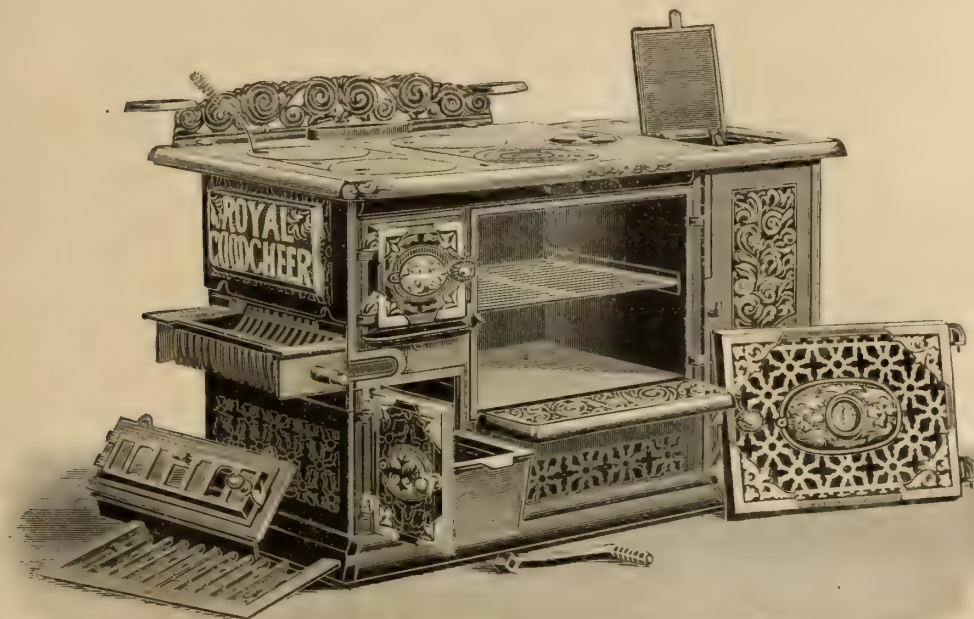
Possibly a little higher in price, **but a great deal higher in standard** than the generality of so-called "first class" four hole Ranges.

Although only introduced in June of this year we have had many repeat orders.

Among the many advantages claimed for this Range we mention only the following :—



NO. 9-20—20 X 20 X 13½.



The Grates can be removed or changed **without disturbing linings or water front.**

All heavy cast iron linings for coal or wood.

A sliding damper on top completely and easily regulates and controls the fire.

Extra large sheet steel oven **thoroughly ventilated.**

Thermometer in door indicating at all times exact temperature of oven.

MADE ONLY BY

The Jas. Stewart Mfg. Co., Limited

WOODSTOCK, ONT.

JAS. H. ASHDOWN, WHOLESALE REPRESENTATIVE, MANITOBA AND N.W.T., WINNIPEG, MAN.

GREAT BRITAIN KEEPING ABEAST OF HER COMPETITORS.

THE following, signed by J. Comp-ton Merryweather, manufacturer of the fire engines that bear his name, appeared in a recent issue of The London Times:

"Sir, It has been the fashion for some time now to decry British commerce at every conceivable opportunity. Correspondents have tumbled over one another, so to speak, in their eagerness to rush into print with eulogies of American and German manufacturers, their enterprise and their methods, as compared with those of the Old Country. But the thing has been so much overdone that reaction is setting in, and even the casual observer is asking himself whether deep down at the bottom of it all there does not exist a slight suspicion of the proverbial 'axe to grind,'—to wonder, in fact, if there is not some ulterior motive than the avowed one of inducing Great Britain to wake up and mend her ways. The old adage says, 'Give a dog a bad name,' etc., and, be it opposite or otherwise, depend upon it that our competitors know full well how to turn into profitable use the huge advertisement gratuitously given them by the continuous croaking in our press over the supposed decline of British industry. Occasionally, it is true, one comes across an article or letter that is not only interesting and instructive, but which also bears the unmistakable stamp of honesty of purpose, and under this category I gladly welcome the communication which appeared in your issue of the 8th inst., from a New Zealand correspondent, signing himself A. A. Howes. The general purport of his letter I am personally not in a position to controvert, neither do I desire to do so. He says that the trade of Great Britain with her colonies, and particularly with New Zealand, is on the decrease, and he most certainly advances a formidable array of arguments in support of his contention which merits the serious consideration of our manufacturers. I must take exception, however, to one or two of his statements which are undoubtedly misleading. He asserts, for instance, that 'as a highly finished and intricate machine,' the Baldwin locomotive outrivals the British locomotive. Why, Sir, it was generally conceded by expert opinion that the Baldwin engine was the roughest piece of mechanism of its class at the Paris Exhibition last year, and not fit to be placed in the same street with those built in this country. Then your correspondent refers to agricultural machinery, under which category I presume he also includes portable engines, although he does not specially mention them. I am trusting to my memory, but I believe I shall be under the mark, rather than over it, in saying that for every portable engine exported for agricultural purposes by the States or any other foreign country England

exports at least 10, and I fancy this ratio will be found to apply as much to our colonies as to other markets. Then, again, take soft goods, in which branch your correspondent states that England is also retrograding. I take it that he only refers to the cheaper lines, of which Great Britain has never made a specialty, for in the higher grades the Old Country holds her own easily, not only gaining ground in many places, but exporting in very considerable quantities to competing countries in the face of a high protective tariff. And if I go outside the purview of your correspondent's letter, I can cite many forcible instances to prove that England is not losing ground so fast as some of her friends would wish. I can mention American contractors who are willing to pay, and do pay, twice as much for a particular class of English pump as is paid in America for an article guaranteed to do similar work. I know of more than one American railroad manager (outside the United States, of course) who prefers, and buys, English steel rails in preference to those of his own country. I could cite more than one sugar-producing country (not British colonies) where the great bulk of sugar machinery imported is of British origin, the geographical proximity of the United States notwithstanding. I can mention gas engines, spinning machinery, and other productions in the manufacture of which America does not even pretend to compete with us. In fact, I could go on quoting many such instances personally, and they could, no doubt, be multiplied many fold by other correspondents. As for business methods, no doubt we can learn from the Yankee in some branches, but I know others in which we could equally well become the tutors to his advantage. America's capacity to undersell certain lines of British goods is not entirely explained by their superiority of

business methods. It is rather the high protective tariff which exists in that country, and which enables her manufacturers to make very substantial profits at home and export their surplus production at cutting prices. As for Germany, whatever inroads she may have been able to make into English markets have been primarily due to her pernicious credit system, for the consequence of which one has only to look at the almost critical financial and industrial position of that country to-day. So far as we English manufacturers are concerned, Germany is welcome to all the trade that she can secure on the same basis. And all this, Mr. Editor, leads up to a suggestion which I for one (and there are others) have been longing to make for some considerable time past. Now that the British press has presumably exhausted itself in its eulogies of American and German industries, would it not be opportune to commence an active campaign in praise of those of the Old Country? I personally will guarantee to furnish a very plentiful supply of excellent material for copy, and I will further undertake not to work in a 'puff' in my own particular behalf, although I confess the temptation to do so would be great indeed."

INDEED HE TOOK CARE.

Hardwareman.—What was old Krankey kicking about?

Clerk.—He wanted 10 pounds of nails. Said he'd pay for them and take them home himself. Wouldn't trust us to deliver them, he said.

Hardwareman.—Surly old codger. I hope he'll sweat for it.

Clerk.—Oh, I took care of that. I threw in an extra 10 pounds and he never knew it.—Hardware.

American Sheet Steel Company

Battery Park Building
New York

Manufacturers of all varieties of
Iron and Steel Sheets
Black and Galvanized
Plain and Painted
Flat, Corrugated and
"V" Crimped

Apollo Best Bloom Galvanized
W. Dewees Wood Company's
Patent Planished Iron
W. Dewees Wood Company's
Refined Smooth Sheets
Wellsville Polished Steel Sheets

Representatives for Canada
B. & S. H. Thompson & Company
26 St. Sulpice Street
Montreal

"MIDLAND" "The Peerless"

BRAND

Foundry Pig Iron.

Made from carefully selected Lake Superior Ores, with Connellsville Coke as fuel, "Midland" will rival in quality and grading the very best of the imported brands.

Write for Prices to Sales Agents

Drummond, McCall & Co.

or to

MONTREAL, QUE.

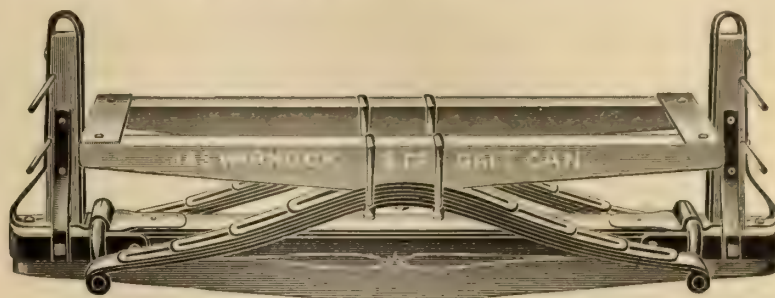
Canada Iron Furnace Co.

MIDLAND, ONT.

Limited

James Warnock & Co.

= Galt, Ont.



is the best Bolster Spring ever produced. A fine line for the hardware trade. Write Us For Prices.

CURRENT MARKET QUOTATIONS.

N. vember 15, 1901.

These prices are for such quantities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list as the desire is to make it perfectly accurate.

METALS.

Tin.

Lamb and Flag and Straits—

56 and 28 lb. ingots, per lb.

0 29 0 30

Tinplates.

Charcoal Plates—Bright

M.L.S., equal to Bradley.

Per box

I.C., usual sizes.....

\$6 75

I.X., ".....

8 25

I.X.X., ".....

9 75

Famous—

I.C., usual sizes.....

6 75

I.X., ".....

8 25

I.X.X., ".....

9 75

Raven & Vulture Grades—

I.C., usual sizes.....

5 00

I.X., ".....

6 10

I.X.X., ".....

7 00

I.X.X.X., ".....

8 00

D.C., 12½x17.....

4 50

D.X., ".....

5 25

D.X.X., ".....

6 00

Coke Plates—Bright

Bessemer Steel—

I.C., usual sizes.....

4 75

I.C., special sizes, base.....

5 00

20 x 28.....

9 50

Charcoal Plates—Terne

Dean or J. G. Grade—

I.C., 20x28, 112 sheets.....

9 00

I.X., Terne Tin.....

11 00

Charcoal Tin Boiler Plates.

Cookley Grade—

Per lb.

X X., 14x56, 50 sheet box.....

0 06½

" 14x60.....

0 06½

" 14x65.....

0 06½

Tinned Sheets

72x30 up to 24 gauge.....

0 07½

" 26 ".....

0 08

" 28 ".....

0 08½

Iron and Steel.

Common Bar, per 100 lbs.....

1 95 2 05

Refined.....

2 45

Horse Shoe Iron.....

2 40

Hoop steel, 1½ to 3 in. base.....

3 10

Sleigh Shoe Steel.....

2 10

Tire Steel.....

2 30

Reeled Machinery.....

2 50

Toe Oak Steel.....

2 85

T. Firth & Co's tool steel, per lb.....

0 12½

Jessop's tool steel.....

0 14

Morton's tool steel.....

0 12½

Black Diamond and "B.C.".....

0 10 0 11

tool steel.....

0 08 0 09

Chas. Leonard's tool steel.....

0 08 0 10

Drill Steel, per lb.....

0 08 0 10

Boiler Tubes.

1½ inch.....

0 12½

" 13 ".....

0 13

" 15 ".....

0 15

" 16 ".....

0 16

" 3 ".....

0 20

" 4 ".....

0 25

Steel Boiler Plate.

¾ inch.....

2 50

3-16 inch.....

2 60

¾ inch and thicker.....

2 50

Black Sheets.

18 gauge.....

2 85

" 22 to 24 gauge.....

2 85

" 26 ".....

2 95

" 28 ".....

3 05

Canada Plates.

All dull, 52 sheets.....

3 15

Half polished.....

3 25

All bright.....

3 75

Iron Pipe.

Black pipe—

Per 100 Feet.

1½ inch.....

4 3

1 inch.....

3 15

¾ inch.....

3 19

¾ inch.....

3 42

¾ inch.....

3 56

¾ inch.....

5 00

1½ inch.....

7 12

1½ inch.....

8 51

2 inch.....

11 56

2 inch.....

22 75

3 inch.....

30 10

3½ inch.....

37 50

4 inch.....

42 75

4½ inch.....

51 50

5 inch.....

57 50

6 inch.....

74 50

Galvanized pipe—

¾ inch.....

4 75

¾ inch.....

5 19

1 inch.....

7 36

1½ inch.....

10 00

2 inch.....

11 98

2½ inch.....

16 65

Galvanized Sheets.

16 gauge.....

4 15

18 to 24 gauge.....

4 35

26 ".....

4 40

28 ".....

4 60

Less than case lots 10 to 15c. extra.

28 gauge American equals 26 gauge English.

Chain.

Proof Coil, 3-16 in., per 100 lb.....

7 85

" 5-16 ".....

8 10

" ¾ ".....

4 95

" ¾ ".....

4 55

" 7-16 ".....

4 15

" ¾ ".....

4 40

" 9-16 ".....

3 90

" ¾ ".....

3 80

" ¾ ".....

3 85

Halter, kennel and post chains, 40 to 40 and

5 p.c.....

Cow ties.....

40 p.c.

Tie-out chains.....

65 p.c.

Stall fixtures.....

35 p.c.

Trace chain.....

45 p.c.

Jack chain, iron, single and double, dis-

count 35 p.c.....

Jack chain, brass, single and double, dis-

count 40 p.c.....

Copper.

Ingot.

English B.S., ton lots.....

0 17½

Lake Superior.....

0 17½

Bars.

Cut length round, ½ to ¾ in.....

0 23

" round and square

0 23

" 1 to 2 inches.....

0 23

Sheet.

Plain, 14 oz., and light, 16

0 24½

oz., 14x48 and 14x60.....

0 24½

Plain, 14 oz., and light, 16

0 24½

oz., irregular sizes.....

0 26

Tinned copper sheets.....

0 32

Planished.....

0 32

Braziers (In sheets.)

0 25

4x8ft. 25 to 30 lbs. ea., per lb.....

0 25

" 35 to 45 ".....

0 24

" 50-lb. and above, ".....

0 23

Boiler and T. K. Pitts

0 28

Plain Tinned, per lb.....

0 32

Spun, per lb.....

0 32

Copper Ware.

Discount, 50 per cent.

Brass.

Rod and Sheet, 14 to 30 gauge 10 per cent.

Sheets, hard-rolled, 3x4.....

0 23

Tubing, base, per lb.....

0 23½

Zinc Spelter

Foreign, per lb.....

0 15½ 0 06

Domestic.....

0 16 0 06½

5- wt casks.....

0 06½ 0 07

Part casks.....

0 06½ 0 07

Zinc Sheet.

Imported Pig, per lb.....

0 04 0 04½

Bar, 1 lb.....

0 05½ 0 06

Sheets, 2½ lbs. sq. ft., by.....

0 06½ 0 06

Sheets, 3 to 6 lbs., ".....

0 06 0 06

NOTE.—Cut sheets ½ cent per lb. extra.

Pipe, by the roll, usual weights per yard, lists

at 7c. per lb. and 39 p.c. dis. f.o.b. Toronto.

NOTE.—Cut lengths, net price, waste pipe

8-ft. lengths lists at 7½ cents.

Shot.

Common, \$6.50 per 100 lb.; chilled, \$7.00

per 100 lb.; buck, seal and ball, \$7.50. Dis-

count, 17½ p.c. Prices are f.o.b. Toronto,

Hamilton, Montreal, St. John and Halifax.

Terms 3 per cent. cash, freight equalized.

Soil Pipe and Fittings.

Discount, 60 and 10 per cent. on medium and

extra heavy, and 60 per cent. on light.

Solder.

Bar half-and-half, guarant'd.....

0 19½ 0 19

Bar half-and-half, commer'l.....

0 19 0 18½

Refined.....

0 18½ 0 18

Wiping.....

0 18 0 18

NOTE.—Prices of this grade according to

STEEL, PEECH & TOZER, Limited

Phoenix Special Steel Works. The Ickles, near Sheffield, England.

Manufacturers of

Axles and Forgings of all descriptions, Billets and Spring Steel, Tyre, Sleigh Shoe and Machinery Steel.

Sole Agents for Canada.

JAMES HUTTON & CO., - MONTREAL

HARDWARE.

Ammunition.

Cartridges.
B. B. Caps Dom. 50 and 5 per cent.
Rim Fire Pistol, dis. 40 p. c. Amer.
Rim Fire Cartridges, Dom., 50 and 5 p. c.
Central Fire Pistol and Rifle, 10 p. c. Amer.
Central Fire Cartridges, pistol sizes, Dom.
30 per cent.
Central Fire Cartridges, Sporting and Military, Dom., 15 per cent.
Central Fire, Military and Sporting, Amer.
add 5 p. c. to list. B. B. Caps, discount 40
per cent. Amer.
Loaded and empty Shells, "Trap" and
"Dominion" grades, 25 per cent. Rival
and Nitro, 10 p. c. advance on list.
Brass Shot Shells, 55 per cent.
Primers, Dom., 30 per cent.; American, \$1.61.

Wads

Best thick white felt wadding, in ¼ lb.
bags, 1 00
Best thick brown or grey felt wads, in
½ lb. bags, 70
Best thick white card wads, in boxes
of 500 each, 12 and smaller gauges, 0 99
Best thick white card wads, in boxes
of 500 each, 10 gauge, 0 35
Best thick white card wads, in boxes
of 500 each, 8 gauge, 0 55
Thin card wads, in boxes of 1,000
each, 12 and smaller gauges, 0 20
Thin card wads, in boxes of 1,000
each, 10 gauge, 0 25
Thin card wads in boxes of 1,000
each, 8 gauge, 0 25
Chemically prepared black edge grey
cloth wads, in boxes of 250 each—
11 and smaller gauge, 0 60
9 and 10 gauges, 0 70
7 and 8 gauges, 0 90
5 and 6 gauges, 1 10
Superior chemically prepared pink
edge, best white cloth wads, in
boxes of 250 each—
11 and smaller gauge, 1 15
9 and 10 gauges, 1 40
7 and 8 gauges, 1 65
5 and 6 gauges, 1 90

Adzes.

Discount, 20 per cent.
Anvils.
Wright's, 80-lb. and over, 0 10 3/4
Hay Budden, 80-lb. and over, 0 09 3/4
Brook's, 0 11 1/4

Augers.

Gilmour's, discount 65 and 5 p. c. off list.

Axes.

Chopping Axes
Single bit, per doz, 5 50 10 00
Double bit, " 11 00 18 00
Bench Axes, 40 p. c.
Broad Axes, 25 per cent.
Hunters' Axes, 5 50 6 00
Boy's Axes, 5 75 6 75
Splitting Axes, 6 50 12 00
Handled Axes, 7 00 10 00

Axle Grease.

Ordinary, per gross, 5 75 6 00
Best quality, " 13 00 15 00

Bath Tubs.

Zinc, 6 00
Copper, discount 15 p. c. off revised list

Baths.

Standard Enameled, 25 00
5½-inch rolled rim, 1st quality, 21 00
2nd, 21 00

Anti-Friction Metal.

"Tandem" A, per lb., 0 27
"B, " 0 21
"C, " 0 11 1/2
Magnolia Anti-Friction Metal, per lb., 0 25
Frictionless metal, per lb., 0 23

SYRACUSE SOLDERING WORKS.

Aluminum, genuine, 0 45
Dynamo, 0 29
Special, 0 25
Aluminum, 99 p. c. pure "Syracuse", 0 50

Bells.

Hand, 60 per cent.
Nickel, 55 per cent.

Cow.

American make, discount 66½ per cent.
Canadian, discount 45 and 50 per cent.

Door.

Gongs, Sargent's, 5 50 8 00
Peterboro', discount 45 per cent.

Farm.

American, each, 1 25 3 00

House.

American, per lb., 0 35 0 40

Bellows.

Hand, per doz., 3 35 4 75
Moulders', per doz., 7 50 10 00
Blacksmiths', discount 40 per cent.

Belting.

Extra, 60 and 10 per cent.
Standard, 60, 10 and 10 per cent.

No. 1, 70 p. c.
Agricultural, 70 and 10 p. c.

Bits.

Auger, 0 07 1/2 0 12

Gilmour's, discount 60 and 5 per cent.
Rockford, 60 and 10 per cent.
Jennings' Gen., net list.

Car.

Gilmour's, 47½ to 50 per cent.

Expansive.

Gimlet, 0 65 0 90

Diamond, Shell, per doz., 1 00 1 50
Nail and Spike, per gross, 2 25 5 20

Blind and Bed Staples.

All sizes, per lb., 0 07 1/2 0 12

Bolts and Nuts.

Carriage Bolts, common (\$1 list), 55 and 5
" full square (\$2.40 list), 60 and 5
" Norway iron (\$3 list), 60 and 5
Machine Bolts, all sizes, 55 and 5
Plough Bolts, 55 and 5
Blank Bolts, 60
Bolt Ends, 60
Sleigh shoe Bolts, 70
Coach Screws, cone point, 70
Nuts, square, all sizes, 3½c per lb. off.
Nuts, hexagon, all sizes, 4c. per lb. off.
Stove rods, per lb., 5½c to 6c.
Nuts, in 50 lb. lots ¼c. per lb. extra in less
than 50 lb. lots, ¼c. extra.

Boot Calks.

Small and medium, ball, per M., 4 25
Small heel, per M., 4 50

Bright Wire Goods.

Discount, 6½ per cent.

Broilers.

Light, dis., 65 to 67½ per cent.
Reversible, dis., 65 to 67½ per cent.
Vegetable, per doz., dis. 37½ per cent.

Hemis, No. 8, " 6 00
Hemis, No. 9, " 7 00
Queen City, " 7 50 0 00

Butchers' Cleavers.

German, per doz., 6 00 11 00
American, per doz., 12 00 20 00

Building Paper, Etc.

Plain lining, per roll, 0 30
Tarred lining, per roll, 0 40
Tarred roofing, per 100 lb., 1 70
Coal Tar, per barrel, 3 50
Pitch, per 100-lb., 0 85
Carpet felt, per ton, 45 10

Bull Rings.

Copper, \$2.00 for 2½ in. and \$1.90 for 2 in.

Butts.

Wrought Brass, net revised list

Cast Iron.

Loose Pin, dis., 60 per cent.

Wrought Steel.

Fast Joint, dis. 65, 10 and 2½ per cent.
Loose Pin, dis. 65, 10 and 2½ per cent.
Berlin Bronzed, dis. 70, 70 and 5 per cent.
Gen. Bronzed, per pair, 0 40 0 65

Carpet Stretchers.

American, per doz., 1 00 1 50
Bullard's, per doz., 6 50

Castors.

Bed, new list, dis. 55 to 57½ per cent.
Plate, dis. 52½ to 57½ per cent.

Cattle Leaders.

Nos. 31 and 32, per gross, 8 50 9 50

Cement.

Canadian Portland, 2 25 2 75
English, 3 00 3 15
Belgian, 2 50 2 75
Canadian hydraulic, 1 25 1 50

Chalk.

Carpenters Colored, per gross, 0 45 0 75
White lump, per cwt., 0 60 0 65
Red, 0 05 0 06
Crayon, per gross, 0 14 0 18

Chisels.

Socket, Framing and Firmer.
Broad's, dis. 70 per cent.
Warnock's, dis. 70 per cent.
P. S. & W. Extra 60, 10 and 5 p. c.

Churns.

Revolving Churns, metal frames—No. 0, \$8—
No. 1, \$8.50—No. 2, \$9.00—No. 3, \$10.00—
No. 4, \$12.00—No. 5, \$16.00 each. Ditto,
wood frames—20c. each less than above.
Discounts: Delivered from factories, 56
p. c.; from stock in Montreal, 54 p. c.
Terms, 3 months or 3 p. c. cash in 30 days.

Clips.

Axle dis. 65 per cent.

Closets.

Plain Ontario Syphon Jet, \$16 00
Emb. Ontario Syphon Jet, 17 00
Fittings net, 1 00
Plain Teutonic Syphon Washout, 10 00
Emb. Teutonic Syphon Washout, 11 00
Fittings net, 1 25
Low Down Teutonic, plain, 16 00
embossed, 17 00
Plain Richelieu net, 3 75
Emb. Richelieu net, 4 00
Fittings net, 1 25
Lw Down Ont. Sy. Jet, plain net, 15 50
" " emb'd net, 20 50
Closet connection net, 1 25
Basins, round, 14 in., 1 00
" oval, 17 x 14 in., 2 50
" 19 x 15 in., 3 75
Discount 40 p. c., except on net figures.

Compasses, Dividers, Etc.

American, dis. 62½ to 65 per cent.

Cradles, Grain.

Canadian, dis. 25 to 33½ per cent.

Crosscut Saw Handles.

S. & D., No. 3, per pair, 17½
" 5, " 22½
" 6, " 15
Boynton pattern, " 20

Door Springs.

Torrey's Rod, per doz., (15 p. c.) 2 00
Coil, per doz., 0 88 1 60
English, per doz., 2 00 4 50

Draw Knives.

Coach and Wagon, dis. 50 and 10 per cent.
Carpenters, dis. 70 per cent.

Drills.

Hand and Breast.
Millar's Falls, per doz. net list.

DRILL BITS.

Morse, dis., 37½ to 40 per cent.
Standard dis. 50 and 5 to 55 per cent.

Faucets.

Common, cork-lined, dis. 35 per cent.

ELBOWS.

5 and 6-inch, common, (Stovepipe.) per doz, 1 20
7-inch, " 1 35
Polished, 15c. per doz. extra.

ESCUTCHEONS.

Discount, 45 per cent.

ESCUTCHEON PINS.

Iron, discount 40 per cent.

FACTORY MILK CANS.

Discount off revised list, 40 per cent.

FILES AND RASPS.

Great Western, 70 and 10 per cent.
Arcade, 70 " 10 "
Kearney & Foot, 70 " 10 "
Dist. n's, 70 " 10 "
American, 70 " 10 "
J. Barton Smith, 71 " 10 "
McClellan, 70 " 10 "
Eagle, 70 " 10 "
Nicholson, 60 and 10 to 64, 10 and 5 "
Royal, 83
Black Diamond, 60 and 10 to 60, 10 and 5 p. c.
Jowitt's, English list, 25 to 27½ per cent.
Nichols & File Co's "Simplicity" file handle,
per gross, 85c. to \$1.50.

GLASS—Window—Box Price.

Size United Per Star Per D. Diamond Per

Inches, 50 ft. 100 ft. 50 ft. 100 ft.

Under 26, 2 15 4 15 6 00

26 to 40, 2 30 4 45 6 60

41 to 50, 4 85 7 50

51 to 60, 5 15 8 50

61 to 70, 5 50 9 50

71 to 80, 6 00 10 50

81 to 90, 6 50 11 75

91 to 100, 7 15 14 00

91 to 100, 7 15 15 50

99 to 100, 7 15 18 00

GAUGES

Marking, M. rtise, Etc.

Stanley's dis. 50 to 55 per cent.

Winn's, Nos. 26 to 33, each, 1 65 2 40

Rope, ¾ per gross, 9 00

" ½ to ¾, 14 00

Leather, 1 in., per doz., 3 87 1/2 4 00

" 1 1/4 in., 5 15 5 20

Web, —per doz., 1 87 2 45

HALTERS.

Maydole's, dis. 5 to 10 per cent. Can. dis.

25 to 27½ per cent.

HAMMERS.

Nail

Magnetic, per doz., 1 10 1 20

Sledge, 0 07 1/2 0 08 1/2

Ball Pean, 0 22 0 25

English and Can., per lb., 0 22 0 25

HANDLES.

Axe, per doz. net, 1 50 2 00

Store door, per doz., 1 00 1 50

Fork, 1 00 1 50

C. & B., dis. 40 per cent. rev. list.

C. & B., dis. 40 per cent. rev. list.

Saw, 1 00 1 25

American, per doz., 3 15 3 75

Plane, 3 15 3 75

American, per gross, 3 15 3 75

Hammer and Hatchet.

Canadian, 40 per cent.

Cross-Cut Saws, 0 13 1/2

Canadian, per pair, 0 13 1/2

HANGERS.

Steel barn door, 5 85 6 00

Stearns, 4 inch, 5 00

" 5 inch, 6 50

Lane's covered—

No. 11, 5-ft. run, 8 40

No. 11½, 10-ft. run, 10 80

No. 12, 10-ft. run, 12 60

No. 14, 15-ft. run, 21 00

Lane's O.N.T. track, per foot, 4½

HARVEST TOOLS.

Discount, 70 per cent.

HATCHETS.

Canadian, dis. 40 to 42½ per cent.

HINGES.

Blind, Parker's, dis. 50 and 10 to 60 per cent

Heavy T and strap, 4-in., per lb., 0 06 1/2

" 5-in., " 0 06 1/2

" 6-in., " 0 06

" 8-in., " 0 05 1/2

" 10-in., " 0 05 1/2

Light T and strap, dis. 65 and 5 per cent.

Screw hook and hinge, 4 25

6 to 10 in., per 100 lbs., 3 85

12 in. up, per 100 lbs., 3 85

Per gro. pair.

Spring, 12 1/2

HOES.

Garden, Mortar, etc., dis. 50 and 10 p. c.

Planter, per doz., 4 00 4 50

HOLLOW WARE.

Discount, 45 and 5 per cent.

HOOKS.

Cast Iron.

Third Cage, per doz., 0 50 1 10

Clothes Line, per doz., 0 27 0 63

Harness, per doz., 0 72 0 88

Hat and Coat, per gross, 1 00 3 00

Chandelier, per doz., 0 50 1 00

Wrought Iron.

USE PHOSPHORINE BABBITT METAL

It is the new discovery. Ask for particulars.

It is the only Anti-Friction Metal known to be chemically pure.

SYRACUSE SMELTING WORKS
BABBITT METAL

For
Paper and Pulp Mills, Saw and Wood Working Machinery, Cotton and Silk Mills, Dynamos, Marine Engines, and all kinds of Machinery Bearings.

Wire, Triangular and Bar Solder, Pig Tin, Lead, Ingot Copper, Ingot Brass, Antimony, Aluminum, Bismuth, Zinc Spelter, Phosphor Tin, Phosphor Bronze, Nickel, etc., always in stock.

CANADIAN WORKS, MONTREAL, P.Q.
AMERICAN " SYRACUSE, N.Y.

Syracuse Smelting Works

Wire.
Hat and Coat, discount 45 per cent.
Belt, per 1,000..... 0 60
Screw, bright, dis. 55 per cent.

HORSE NAILS.

"C" brand 50 and 7 1/2 p.c. off new list. } Oval-
"M" brand 50, 10 and 5 per cent. } head
Countersunk, 60 per cent.

HORSESHOES

F.O.B. Montreal.

Iron Shoes.
No. 2 No. 1.
and
larger smaller.
Snow shoes..... 3 50 3 75
Steel Shoes..... 3 75 4 00

Light, medium, and heavy... 3 60 3 85
Featherweight (all sizes).... 4 85 4 85
F.O.B. Toronto, Hamilton, London and
Guelph, 10c. per kg additional.
Toe weight steel shoes..... 6 70

JAPANNED WARE.

Discount, 45 and 5 p.c. off list, June 1899

ICE PICKS.

Star per doz..... 3 00 3 25

KETTLES.

Brass spun, 7 1/2 p.c. dis. off new list.

Copper, per lb..... 0 30
American, 60 and 10 to 65 and 5 p.c.

KEYS.

Lock, Can., dis. 45 p.c.

Cabinet, trunk, and padlock,
Am. per gross..... 60

KNOBS.

Door, japanned and N.P., per
doz..... 1 50 2 50

Bronze, Berlin, per doz..... 2 75 3 25

Bronze Genuine, per doz..... 6 00 9 00

Shutter, porcelain, F. & L.
screw, per gross..... 1 30 4 00

White door knobs—per doz. 1 25

HAY KNIVES.

Discount, 50 and 10 per cent.

LAMP WICKS.

Discount, 60 per cent.

LANTERNS.

Cold Blast, per doz..... 7 00 8 50

No. 3 "Wright's"..... 8 50 10 00

Ordinary, with O burner..... 4 00 4 00

Dashboard, cold blast..... 9 00 9 00

No. 0..... 5 75

LEMON SQUEEZERS.

Porcelain lined, per doz..... 2 20 5 60

Galvanized..... 1 87 3 85

King, wood..... 2 75 2 90

King, glass..... 4 00 4 50

All glass..... 1 20 1 30

LINES.

Fish, per gross..... 1 05 2 50

Chalk..... 1 90 7 40

LOOKS.

Canadian, dis. 45 p.c.

Russell & Erwin, per doz..... 3 00 3 25

Cabinet.

Eagle, dis 30 p.c.

English and Am. per doz..... 50 6 00

Scandinavian, "..... 1 00 2 40

Eagle, dis. 20 to 25 p.c.

MACHINE SCREWS. Iron and Brass.

Flat head discount 25 p.c.

Round head discount 20 p.c.

MALLET.

Tinsmiths' per doz..... 1 25 1 50

Carpenters' hickory, per doz 1 25 3 75

Lignum Vitae, per doz..... 3 85 5 00

Caulking each..... 60 2 00

MATTOCKS.

Canadian, per doz..... 5 50 6 50

MEAT CUTTERS.

American, dis. 25 to 30 p.c.

German, 15 per cent.

MILK CAN TRIMMINGS.

Discount, 25 per cent.

NAILS.

Quotations are:

2 d and 3 d..... \$3 55 \$3 85

3 d..... 3 20 3 52

4 d and 5 d..... 2 95 3 35

6 d and 7 d..... 2 85 3 20

8 d and 9 d..... 2 70 3 00

10 and 12 d..... 2 65 2 95

16 and 20 d..... 2 60 2 90

30, 40, 50 and 60 d. (base)..... 2 55 2 85

Wire nails in carlots are \$2.77 1/2
Galvanizing 2c. per lb. net extra.
Steel Cut Nails 10c. extra.
Miscellaneous wire nails, dis. 70 and 10 p.c.
Coopers' nails, dis. 30 per cent.
Flour barrel nails, dis. 25 per cent.

NAIL PULLERS.

German and American..... 1 85 3 50

NAIL SETS.

Square, round, and octagon
per gross..... 3 38 4 00

Diamond..... 12 00 15 00

NETTING.

Poultry, 55 per cent. for McMullen's

OAKUM.

Per 100 lb.

Navy..... 6 00

U.S. Navy..... 7 25

OIL.

Water White (U.S.)..... 0 16 1/2

Prime White (U.S.)..... 0 15 1/2

Water White (Can.)..... 0 15

Prime White (Can.)..... 0 14

OILERS.

McClary's Model galvan. oil
can, with pump, 5 gal.,
per doz..... 10 00

Zinc and tin, dis. 50, 50 and 10.

Copper, per doz..... 1 25 3 50

Brass, "..... 1 50 3 50

Malleable, dis. 25 per cent.

GALVANIZED PAIRS.

Dufferin pattern pairs, dis. 45 p.c.

Flaring pattern, discount 45 per cent.

Galvanized washtubs discount 45 per cent.

PIECED WARE.

Discount 10 per cent. off list, June, 1899.

10-qt. flaring sap buckets, dis. 40 p.c.

6, 10 and 14-qt. flaring pails, dis. 40 p.c.

Creamer cans, dis. 40 p.c.

PICKS.

Per doz..... 6 00 9 00

PICTURE NAILS.

Porcelain head, per gross..... 1 75 3 00

Brass head "..... 0 40 1 00

PICTURE WIRE.

Tin and gilt, discount 75 p.c.

PLANES.

Wood, bench, Canadian dis. 40 per cent.

American dis. 50.

Wood, fancy Canadian or American 7 1/2
to 40 per cent.

PLANE IRONS.

English, per doz..... 2 00 5 00

PLIERS AND NIPPERS.

Button's Genuine per doz pairs, dis. 37 1/2

40 p.c.

Butt's Imitation, per doz..... 5 00 9 00

German, per doz..... 0 60 2 60

PLUMBERS' BRASS GOODS.

Compression work, discount, 60 per cent.

Fuller's work, discount 65 per cent.

Rough stops and stop and waste cocks, dis-
count, 60 per cent.

Jenkins disk globe and angle valves, dis-
count, 55 per cent.

Standard valves, discount, 60 per cent.

Jenkins radiator valves discount 55 per cent.

standard, dis., 60 p.c.

Quick opening valves discount, 60 p.c.

No. 1 compression bath cock..... 2 00

No. 4 "..... 2 00

No. 7, Fuller's "..... 2 50

No. 4 1/2, "..... 3 00

POWDER.

Velox Smokeless Shotgun Powder.

100 lb. or less..... 0 85

1,000 lb. or more..... 0 80

PRESSED SPIKES.

Discount 22 1/2 per cent.

PULLEYS.

Hothouse, per doz..... 0 55 1 00

Axle..... 0 22 0 33

Screw..... 0 27 1 00

Awning..... 0 35 2 50

PUMPS.

Canadian cistern..... 1 80 3 60

Canadian pitcher spout..... 1 40 2 10

PUNCHES.

Saddlers', per doz..... 1 00 1 85

Conductors' "..... 9 00 15 00

Tinners' solid, per set..... 0 00 0 72

" hollow, per nch..... 0 00 1 00

RANGE BOILERS.

Galvanized, 3 gallons..... 7 60

" 35 "..... 8 25

" 40 "..... 9 50

Copper, 30 "..... 22 00

" 35 "..... 26 00

" 40 "..... 30 00

Discount off Copper Boilers 10 per cent.

RAKES.

Cast steel and malleable, 70 p.c.

Wood, 10 per cent.

RAZORS.

per doz.

Elliot's..... 4 00 18 00

Geo. Butler & Co.'s..... 4 00 18 00

Boker's..... 7 50 11 00

" King Cutter..... 12 50 50 00

Wade & Butcher's..... 3 60 10 00

Theile & Quack's..... 7 00 12 00

REAPING HOOKS.

Discount, 70 per cent.

REGISTERS.

Discount..... 40 per cent.

RIVETS AND BURRS.

Iron Rivets, black and tinned, discount 60

and 10 per cent.

Iron Burrs, discount 55 per cent.

Extras on Iron Rivets in 1-lb. cartons, 1/2 c.

per lb.

Extras on Iron Rivets in 1/2-lb. cartons, 1 c.

per lb.

Copper Rivets & Burrs, 35 and 5 p.c. dis.

and cartons, 1 c. per lb. extra, net.

Extras on Tinned or Coppered Rivets

1/2-lb. cartons, 1 c. per lb.

RIVET SETS.

Canadian dis. 35 to 37 1/2 per cent.

ROPE ETC.

Sisal. Manila.

7-16 in. and larger, per lb 11 1/2 15 1/2

Cotton, 3-16 inch and larger 16

" 5-32 inch..... 21

" 1/2 inch..... 22 1/2

Russia Deep Sea..... 15 1/2

Jute..... 6

Lath Yarn..... 10 1/2

RULES.

Bowwood, dis. 75 and 10 p.c.

Ivory, dis. 37 1/2 to 40 p.c.

SAD IRONS.

per set.

Mrs. Potts, No. 55, polished..... 62 1/2

" No. 50, nickel-plated..... 67 1/2

SAND AND EMERY PAPER.

Dominion Flint Paper, 47 1/2 p.c.

B & A sand, 40 and 5 per cent.

Emery, 40 per cent.

Garret (Burton's), 5 to 10 p.c. advance on list.

SAP SPOUTS.

Bronzed iron with hooks, per doz... 9 50

SAWS.

Hand Dieston's, dis. 12 1/2 p.c.

S. & D., 40 per cent.

Crosscut, Dieston's, per ft..... 35 0 55

S. & D., dis. 35 p.c. on Nos. 2 and 3.

Hack, complete, each..... 0 75 2 75

" frame only..... 0 75

SASH WEIGHTS.

Sectional, per 100 lbs..... 2 25 2 50

Solid, "..... 1 75 2 00

SASH CORD.

Per lb..... 0 23 0 30

SAW SETS.

" Lincoln" and 1 Whiting, per doz... 6 60

Hand Sets, No. 1 Woodyard (Morrill) 4 25

X-cut sets, No. 3 Woodyard (Morrill) 9 50

SCALES.

Standard, 45 p.c.

Champion, 65 p.c.

Spring Balances, 10 p.c.

Fairbanks Standard, 35 p.c.

" Dominion, 55 p.c.

" Richelieu, 55 p.c.

Warren's new Standard 45 p.c.

" Champion 45 p.c.

SCREW DRIVERS.

Sargent's per doz..... 0 65 1 00

SCREWS.

Wood, F. H., bright and steel, 87 1/2 and 10 p.c.

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Montreal.

For Provinces of Ontario and Quebec.

—Canadian Representatives— A. C. LESLIE & CO.,
Montreal.

For other Provinces.

Lining tacks, in bulk	15
" " solid heads, in bulk	75
Saddle nails in papers	10
" " in bulk	15
Tufting buttons, 22 line, in dozens only	60
Tin capped trunk nails	25
Zinc glazier's points	5
Double pointed tacks, papers	90 and 10
" " bulk	40

TAPE LINES.

English, ass skin, per doz....	2 75	5 00
English, Patent Leather....	5 50	9 75
Chesterman's each.....	0 90	2 85
" steel, each	0 80	8 00

THERMOMETERS.

Tin case and dairy, dis. 75 to 75 and 10 p.c.	
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TRAPS. (Steel.)

Game, Newhouse, dis. 25 p.c.	
Game, H. & N., P. S. & W., 65 p.c.	
Game, steel, 72½, 75 p.c.	

TOWELS.

Disston's discount 10 per cent.		
German, per doz.....	4 75.	6 00
S. & D., discount 35 per cent.		

TWINES.

Bag, Russian, per lb.....	0 27	
Wrapping, cotton, 3-ply.....	0 18	
" " 4-ply.....	0 23	
Mattress, per lb.....	0 33	0 45
Staging, "	0 27	0 35

VISES.		
Wright's .....	.....	0 13½
Brook's .....	.....	0 12¾
Pipe Vise, Hinge, No. 1.....	.....	3 50
" " No 2 .....	.....	5 50
Saw Vise	4 50	9 00

ENAMELLED WARE.

White, Princess, Turquoise, Blue and White, discount 50 per cent.	
Diamond, Famous, Premier, 50 and 10 p.c.	
Granite or Pearl, Imperial, Crescent, 50, 10 and 10 per cent.	

WIRE.

Brass wire, 50 to 50 and 2½ per cent. off the list.	
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Copper wire, 45 and 10 per cent. net cash 30 days, f.o.b. factory.	
Smooth Steel Wire, is quoted at the following net selling prices:	
No. 6 to 8 gauge.....	\$2 90
" 9	2 80
" 10	2 87
" 11	2 90
" 12	2 95
" 13	3 15
" 14	3 37
" 15	3 50
" 16	3 65

Other sizes of plain wire outside of Nos. 9, 10, 11, 12 and 13, and other varieties of plain wire remain at \$2.81 base with extras as before. The prices for Nos. 9,	
---	--

to 13 include the charge of 10c. for oiling. Extras net per 100 lb.: Coppered wire, 60c.—tinned wire, 32c.—oiling, 10c.—special hay-baling wire, 30c.—spring wire, \$1—best steel wire, 75c.—bright soft drawn, 15c.—in 50 and 100-lb. bundles net, 10c.—in 25-lb. bundles net 15c.—packed in casks or cases, 15c.—bagging or papering, 10c.

Fine Steel Wire, dis. 17½ per cent. List of extras: In 100-lb. lots: No. 17, \$3—No. 18, \$5.50—No. 19, \$6—No. 20, \$6.65—No. 21, \$7—No. 22, \$7.30—No. 23, 7.65—No. 24, \$8—No. 25, \$9—No. 26, \$9.50—No. 27, \$10—No. 28, \$11—No. 29, \$12—No. 30, \$13—No. 31, \$14—No. 32, \$15—No. 33, \$16—No. 34, \$17. Extras net—tinned wire, Nos. 17-25, \$2—Nos. 26-31 \$4—Nos. 32-34, \$6. Coppered, 5c.—oiling, 10c.—in 25-lb. bundles, 15c.—in 50 and 10-lb. bundles, 25c.—in 1-lb. hanks, 50c.—in ½-lb. hanks, 75c.—in ¼-lb. hanks, \$1—packed in casks or cases, 15c.—bagging or papering, 10c.

Galvanized Wire, per 100 lb.—Nos. 6, 7, 8, \$3.50 to \$3.85—No. 9, \$2.85 to \$3.15—No. 10, \$3.60 to \$3.95—No. 11, \$3.70 to \$4.10—No. 12, \$3 to \$3.30—No. 13, \$3.10 to \$3.40—No. 14, \$4.10 to \$4.50—No. 15, \$4.60 to \$5.05—No. 16, \$4.85 to \$5.35. Bare sizes, Nos. 6 to 9, \$2.57½ f.o.b. Cleveland. Clothes Line Wire, regular 7 strand No. 17, \$4.65; No. 18, \$2.9; No. 19, \$2.60. Hol

low 6 strand, No. 17, \$4.30; No. 18, \$2.70 No. 19, \$2.35; No. 20, \$2.30, f.o.b. Hamilton, Toronto, Montreal.

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Galvanized barb	3 05
Galvanized, plain twist.....	3 05
Galvanized barb, f.o.b. Cleveland, \$2.82½ in less than carlots, and \$2.70 in carlots	

WIRE CLOTH.

Painted Screen, per 100 sq. ft., net..	1 35
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WASTE COTTON.

Colored.....	per lb.
White	6

WRENCHES.

Acme, 35 to 37½ per cent.		
Agricultural, 60 p.c.		
Coe's Genuine, dis. 20 to 25 p.c.		
Towers' Engineer, each.....	3 00	7 00
" S., per doz.....	5 80	6 00
G. & K.'s Pipe, per doz.....	...	3 40
Burrell's Pipe, each.....	...	3 00
Pocket, per doz.....	0 25	2 90

WRINGERS.

Leader.....	per doz.	\$30 00	33 00
Royal Canadian..	"	24 00	
Royal American..	"	24 00	
Sampson.....	"	24 00	

Terms 4 months, or 3 p.c. 30 days.

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Canadian make, discount, 40 per cent.

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STOVE BRICKS, OPEN GRATE BACKS,

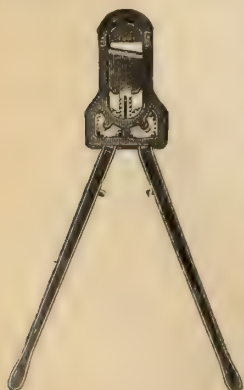
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Made of the best Steel and Gas Annealed Iron (no wood).
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Trimmers, Scissors,
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You find them a good staple line—good selling if you keep Candaper toilet papers. You can recommend quality, and these papers are done up in packages that make an attractive display on counter, shelves or windows. Various styles and prices to suit the needs of your customers.

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Design Patented
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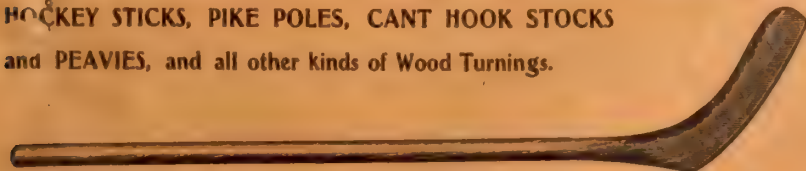
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Established 1876.

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Twelve  Medals

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HIGH PRESSURE PACKING.

For Steam, Hot or Cold Water, and Air.

Packs equally well for all. There is no packing made that will last as long or withstand as well the action of steam heat. Carried in stock in rolls about 36-in. wide, and the following thicknesses: 1/32, 1/16, 3/32 and 1/8.

"BLUESTONE" Pneumatic Sectional Gaskets - the best and longest wearing on the market. Will conform to any seat, no matter how rough. Made in the following sizes: 3/8-in., 1/2-in. and 5/8-in.

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LANGWELL'S BABBITT
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CANADIAN

HARDWARE

AND METAL
MERCHANT

The Weekly Organ of the Hardware, Metal, Heating, Plumbing and Contracting Trades in Canada.

VOL. XIII.

MONTREAL AND TORONTO, NOVEMBER 23, 1901.

NO. 47

POCKET **H. BOKER & Co's** KNIVES
IMPROVED
TREE BRAND
TRADE MARK
RAZORS **CUTLERY** SCISSORS

FOR SALE BY LEADING WHOLESALE HARDWARE HOUSES.

"Queen's Head" Iron



"Looks better,
Is better."

JOHN LYSAGHT, Limited, Makers. A. C. LESLIE & CO., MONTREAL,
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IT'S NOT "HEARSAY," BUT STRAIGHT, EXISTING EVIDENCE. IT'S BEFORE YOUR EYES AT EVERY TURN.

THE "SAFFORD RADIATOR"—

THE MOST SUCCESSFUL HEATER OF THE AGE. IT HAS BEEN ACKNOWLEDGED SUCH BY YOUR COUNTRYMEN, BY BUILDERS OF EVERY COUNTRY. YOU CAN'T DOUBT ITS SUPERIORITY.

POINTS.

And why is the "Safford" Radiator so popular? Because the "Safford" is a positively non-leakable Radiator without bolts or packing. It is unique in construction, graceful in decoration and design. Non-leakable, that's the great point—a simple screwed-pipe connection—no red lead, no bolts nor packing. The heat circulates evenly and immediately because all this insures a free passage.

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Remember, we are the Largest Radiator Manufacturers Under the British Flag.



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CARVERS IN CASES
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WHOLESALE

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"Stewart's Patent" Horse-Clipping Machine.

Latest and Best.

Absolutely the Best Machine ever
Invented.

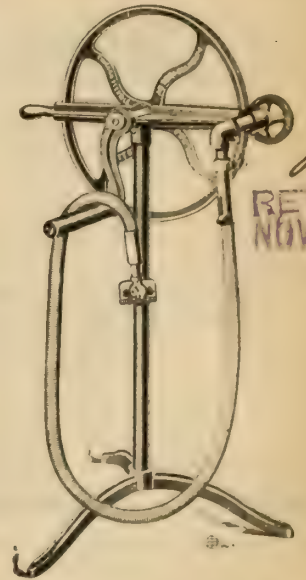
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All Gearing Cut from Solid Metal.



	Each
Price of New Chicago Knife and Handle complete.....	6.75
Price without Handle.....	3.75
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" Top Plate.....	1.50
" Bottom Plate.....	2.25

Simple
Strong
Compact
Light-Running



Price Complete.....Each 15.00

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No Slip

It is an entirely new departure over the old-style belt machines, as it does away with all unnecessary weights, belts, stands, balance wheels, etc. Gears are substituted for belts, thus doing away with the great amount of slippage which was always such a source of trouble with the old-style machines. No experience is necessary to operate this Clipper, and the knives may be forced as fast as the operator can work, and there is no such thing as clogging. It was with this machine that all records were recently broken by Ted Hansom, of New York, who clipped a horse complete in 14 minutes, which was a most wonderful performance, and which was not possible with the old-fashioned machine.

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Cut Gearing has never been used heretofore on anything but the most expensive machinery. A modern plant and an immense output alone make it possible to use it on this machine at so low a price.

INCOMPARABLY THE BEST MACHINE EVER MADE.

Notice the little turned and true balance wheel at top of the shaft. It runs 2,200 times a minute, and steadies the motion perfectly. You can turn with the left hand as well as with the right. Nothing to compare with it has ever been made. A child can turn the crank.

IT IS ABSOLUTELY RIGHT IN EVERY PARTICULAR.

Each machine is furnished with Stewart's Patent One-Nut Tension Knife, which cannot get out of adjustment.

H. S. HOWLAND, SONS & CO., Toronto.

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ARE RIGHT

Graham Wire and Cut Nails are the Best.

Factory: Dufferin Street, Toronto

WE SHIP
PROMPTLY

TRADE



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Canada Horse Nail Company

Montreal

Established 1865.

Horse Nails

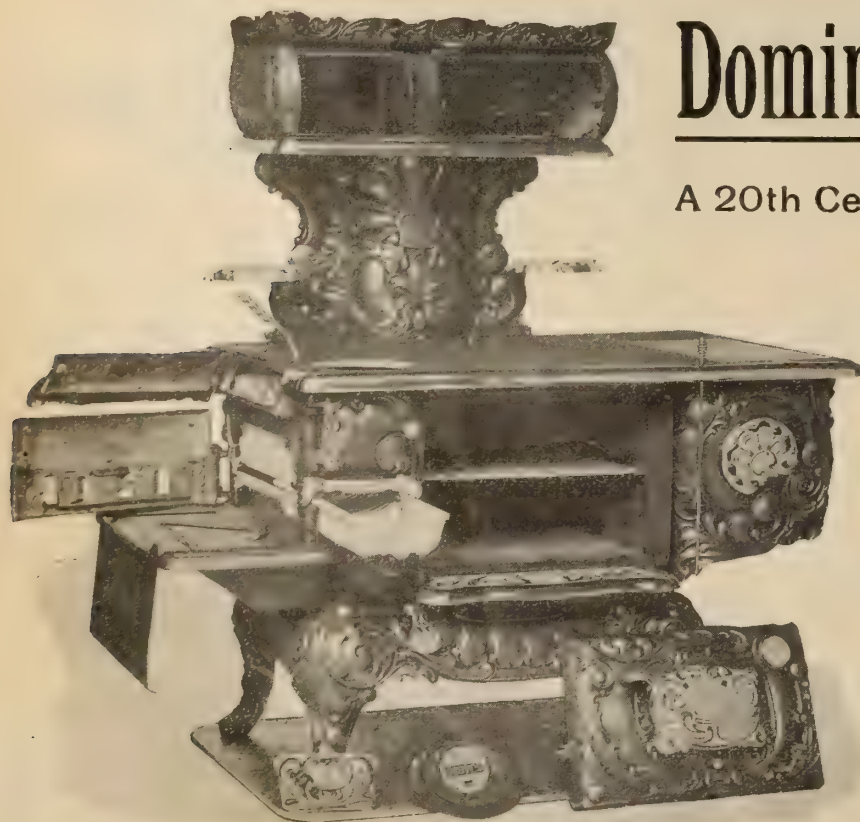
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They are hot forged from the best Swedish Charcoal Steel Nail Rods, combining the best process and the best material known for making a horse nail.

They will wear longest, as they are the toughest, and drive easier than any other, by reason of their faultless design and perfect hardened points.

Every dealer in horse nails will find it to his advantage to sell our "C" brand in preference to any other, as they are the best known to the Farrier trade, and conceded by them whenever used, to be the most satisfactory nail to use.

They are to be obtained from nearly all the leading wholesale dealers in Canada. If you cannot get our "C" brand on order from them, do not accept substitutes, but apply direct to us.



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A 20th Century Range, *made in all styles.*

SOME FEATURES PECULIARLY ITS OWN :

Genuine Steel Oven—as fitted in the celebrated Grand Jewel Wood Cook. Rolling steel front on high closet. Drop hearth.

Oven is square, 20 in. x 20 in., and is 13 inches high.

Note features as shown.

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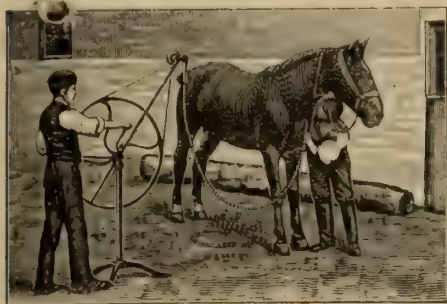
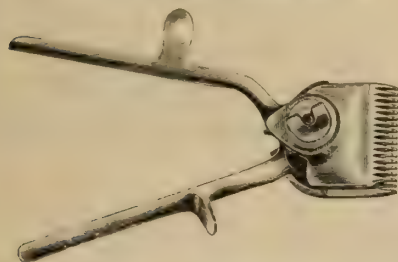
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Established 1871.

BIRMINGHAM, ENG.for Horsemen
and Barbers.

NO. 297.

**NO. 3—POWER CLIPPER, with "Wrist Joint."**As supplied to:
(The Czar of Russia,
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Earl Roberts, Etc., Etc.)**THE "LEOPOLD" TOILET.****SEND FOR PRICE LIST AND TERMS.**To be obtained from all the principal Jobbers throughout
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CLIPPER.**

Cuts over three teeth.

As supplied to
His Majesty's
War Department.**"C.R.C." Star****RED RUBBER PACKING**

FOR HIGH-GRADE WORK

Good PackingGood PriceGood ProfitsGood Advertising Matter

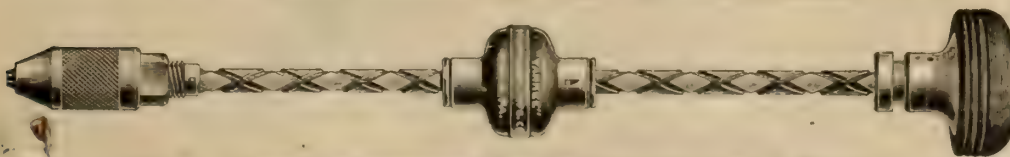
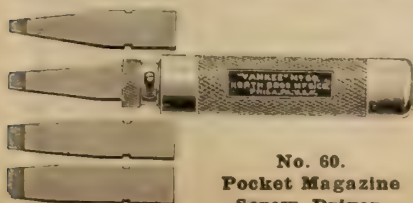
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The Canadian Rubber Co.

MONTREAL

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WINNIPEG

Other Tools are very
good Tools, but**"YANKEE TOOLS"**ARE
BETTER**No. 15. "Yankee" Ratchet Screw Driver, with Finger Turn on Blade.****No. 30. "Yankee" Spiral-Ratchet Screw Driver, Right and Left Hand.****No. 41. "Yankee" Automatic Drill, Eight Drill Points in Handle.****No. 50. "Yankee" Reciprocating Drill, for Iron, Steel, Brass, Wood, etc.****No. 60.
Pocket Magazine
Screw Driver.**Our "YANKEE" Tool Book
tells all about them. Mailed
free on application.

Manufacturers also of

**LIGHTNING,
GEM and
BLIZZARD
Ice Cream Freezers.****Toy Freezers,
Ice Shaves and
Ice Chippers.****Fluting Machines,
Hand Fluters.****Sold by Leading Jobbers
in Canada.****NORTH BROS. MFG. CO.,****Philadelphia, Pa., U.S.A.**

Henry Rogers, Sons & Co.

Wolverhampton, England.

Manufacturers of 

"Union Jack" Galvanized Sheets
Canada and Tin Plates
Black Sheets
Sleigh Shoes and Tyre Steel
Coil Chain, Hoop Iron
Sheet and Pig Lead
Sheet Zinc

Quotations can be had from

Canadian Office:

6 St. Sacramento St., MONTREAL

F. A. YORK, Manager.



Made in Two Sizes—6 and 7-inch Pipe.

E. T. WRIGHT & CO.,
HAMILTON,
Manufacturers.

KNOX HENRY

Heavy Hardware and Metal Broker
Room 32, Canada Life Bldg., MONTREAL.

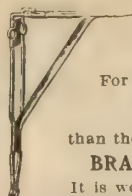


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HORSE NAILS—"C" Brand Horse - Nails
Canada Horse Nail Co.

"BRASSITE" GOODS—Gunn Castor Co.
Limited, Birmingham, Eng.

McLashell, Dougall & Co
Fine Varnish & Japan
Manufacturers.
Montreal
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Will Hold Up a Shelf!

That's what a shelf bracket is for.

For this purpose there can be

NOTHING BETTER
NOTHING CHEAPER

than the

BRADLEY STEEL SHELF BRACKET

It is well **Japanned, Strong and Light.**
The saving in freight is a good profit, aside
from the **lower price** at which the goods are sold.
Order direct or through your jobber.

ATLAS MFG. CO., New Haven, Conn., U.S.A.

CANADIAN ADVERTISING is best done by **THE E. DESBARATS ADVERTISING AGENCY, MONTREAL.**

ALEXANDER GIBB

Manufacturers' Agent and Metal Broker

13 St. John Street, Montreal

Representing British and American Manufacturers. Correspondence invited from firms wishing to be represented in Canada.

STEVENS SINGLE BARREL SHOT GUN.

LATEST AND
BEST SINGLE
GUN ON THE
MARKET.



MADE IN
THREE STYLES
THREE GAUGES
UP-TO-DATE.

FINEST SINGLE GUN YET PRODUCED.

Our Goods are Handled by the Leading Jobbers.

J. Stevens Arms & Tool Co., P.O. Box 217 Chicopee Falls, Mass., U.S.A.

Nobles & Hoare.

CORNWALL ROAD STAMFORD STREET.

LONDON, ENG.

Manufacturers of

HIGH-CLASS VARNISHES ONLY

Which can be obtained direct from the works
or from the principal Color Dealers in Canada.

The Latest and Best.

**H. & R. Automatic Ejecting
Single Gun.**

Model
1900.



Steel and Twist Barrels
in 30 and 32-inch.
12 Gauge.

Harrington & Richardson Arms Co.

Worcester, Mass., U.S.A.

Descriptive Catalogue on request.

London Fence Machines have no equal in the world.

Our new reversible crank machines are perfect, will work easily over any ground. The "London" saves money for the farmer and makes it for the dealer.

Kincardine, Oct. 14th, 1901.

The London Fence Machine Co.,

London, Ont.

Gentlemen—We have sold eighteen "London" Fence Machines so far this season. Without exception they have surprised their purchasers with their rapid and excellent work.

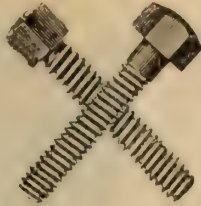
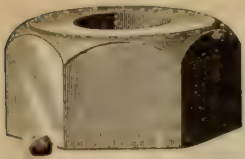
The farmers appear to prefer building and weaving their own fence, having found the economy of adopting your rapid and easy-working machines and tools.

Yours, very truly,

MASON BROS., Hardware Merchants.

Send us your order for a sample pair of our "Safety" Tackle Blocks at wholesale price.
All kinds of Fence Supplies and Wire wholesale.

The London Fence Machine Co., London, Canada.



THE

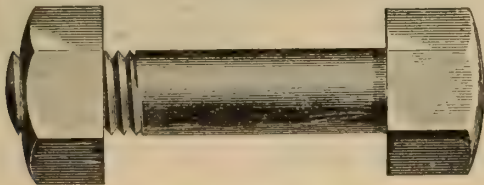
Diamond Machine & Screw Co., Limited

TORONTO, CANADA.

Manufacturers of

CAP and SET SCREWS, STUDS,
COUPLING BOLTS,
SPECIAL MILLED WORK, ETC.

COLD PRESSED SQUARE AND
HEXAGON NUTS.



HERE WE ARE AGAIN!

We are pleased
to again be in a position
to offer the trade:

BARB WIRE
PLAIN TWIST FENCING
and **GALVANIZED WIRE**

of
our
own
make



of
our
own
make

Ask for "Dominion" Goods.

and we solicit your favors.
Other well-known lines we have to offer are:

Steel, Brass and Copper Wire,
WIRE NAILS, STAPLES,

Wood Screws, Jack Chain,
Bright Wire Goods, Door Pulls,
Cotter Pins, Coat and Hat Hooks.

DOMINION WIRE MFG. CO.

Montreal Limited Toronto

HIGH-
GRADE
AMERICAN
BURNING
OILS.



THE
ATLANTIC
REFINING CO.

Esplanade and
Jarvis Sts.,

TORONTO.

The Popularity
of Our Splendid

IMPERIAL OXFORD

Insures Speedy Sales.

Its splendid new features and patented improvements give it a superiority quickly appreciated—its practical ease of regulation and economy with fuel commend it to everyone.

**ITS DIFFUSIVE FLUE CONSTRUCTION
FRONT DRAW-OUT GRATE
OVEN THERMOMETER
DRAW-OUT OVEN RACK**

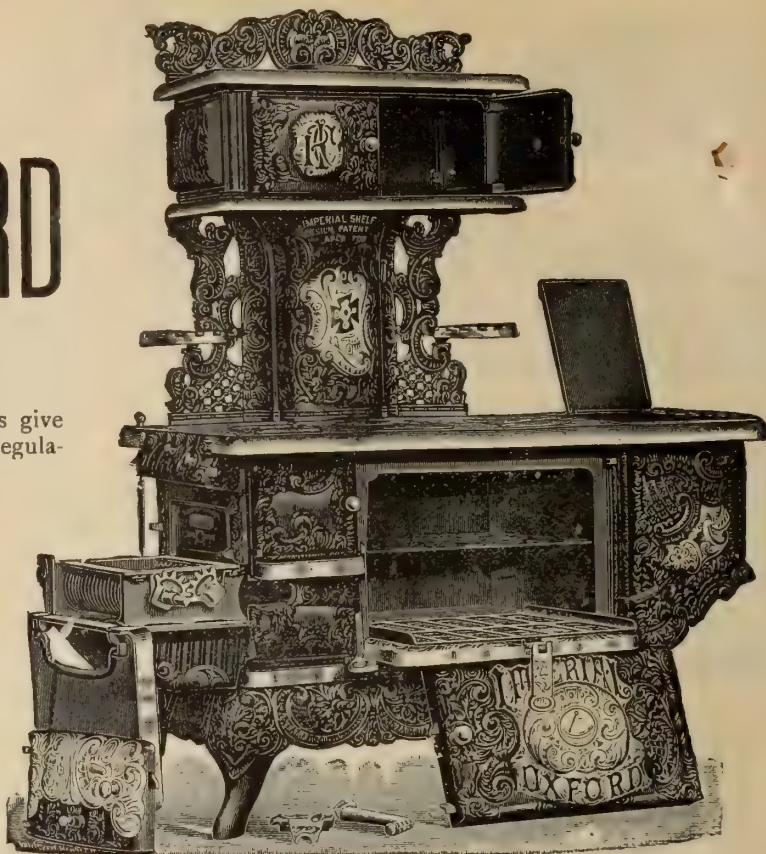
and other details of construction appeal irresistibly to the buyer.

Write us for full information, if you aren't handling them.

THE GURNEY FOUNDRY CO., Limited

TORONTO. WINNIPEG. VANCOUVER.

THE GURNEY-MASSEY CO., LIMITED, MONTREAL.



"THE EMLYN" SAW BENCH

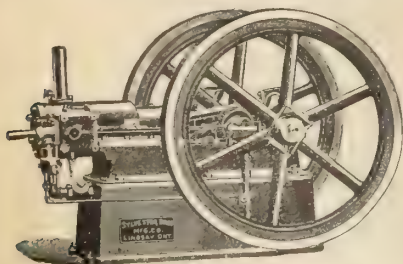
Made in 6 sizes. Best value obtainable. Specially designed for export. With or without "Emlyn" Patent Guard. Sole maker—

CHARLES D. PHILLIPS,

Cables— Emlyn Engineering Works,
"Machinery," Newport. NEWPORT, MON., ENGLAND.

◀ THE ▶

SYLVESTER Gas and Gasoline ENGINES



are, beyond doubt, the most complete and economical engines on the market. They are compact and perfectly under control, easily managed, get up speed immediately, thoroughly reliable, and, where intermittent power is required, they are just the thing.

They are built in sizes from 1 to 20 horse power, upright and horizontal, for pleasure yachts, boats, shops, farm work, and any purpose where light power is required.

Tell us to what use you want to put the engine and what power you require, and we will name you prices.

THE SYLVESTER BROS. MFG. CO.,

LINDSAY, ONT.

Special list of low-priced Japanned and Regalvanized Wire Cloth.

24, 30, 36 in. wire, in 50 ft. rolls.

SAMPLES SENT WHEN DESIRED. WRITE FOR PRICES.

The B. GREENING WIRE CO., Limited

Hamilton, Ont., and Montreal, Que.

Dundas Axes

One customer writes: "We have found your Axes the best we have ever handled." Another writes: "Duplicate the shipment made us July 4th." Another says: "We sell the 'Crown Jewel' at \$1.00 and it goes every time."

DUNDAS AXE WORKS

Dundas, Ont.

W. L. Haldimand, Jr., Agent, Montreal.

The Robin Hood Powder Company

If you want the best Trap or Game load in the world, buy "Robin Hood Smokeless," in "Robin Hood" Shells. It is quick, and reliable. Try it for pattern and penetration from forty to seventy yards against any powder on the market. We make the powder, we make the shells, and we load them. Write for our booklet, "Powder Facts."

The Robin Hood Powder Company

SWANTON, VT.

AMERICAN SCYTHES.

Hubbard & Blake's
and Isaiah Blood's

Celebrated Scythes

PRICES NO HIGHER THAN CANADIAN—QUALITY BETTER.

If you want them and your Jobber has not got them write to us.

Thos. C. Collins & Sons

301 St. James St.

MONTREAL

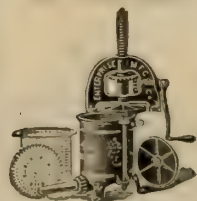
SALES AGENTS FOR CANADA.

American Axe & Tool Co.

253 BROADWAY,

NEW YORK, N.Y.

Sausage Stuffer, Lard
and Fruit Press



8 Sizes and Styles

Rapid Grinding and
Pulverizing Mills

40 Sizes and Styles
for Hand and Power



No. 3, \$5.00

Bone, Shell and Corn
Mill



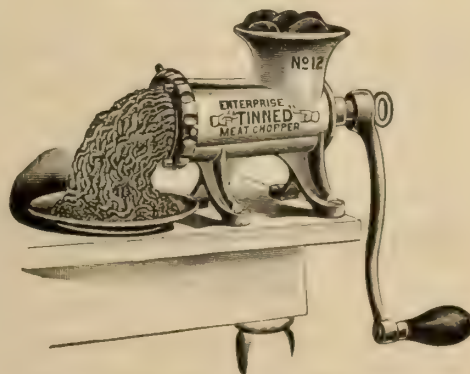
No. 750, \$7.50

TRADE "ENTERPRISE" MARK

Meat and Food Choppers

TINNED

40 Sizes and Styles for Hand and Power
from \$1.00 to \$300.00



No. 12, - - \$2.50

Sold by all the leading Jobbers of the Dominion
ILLUSTRATED CATALOGUE MAILED FREE

The Enterprise Mfg. Co. of Pa.
Philadelphia, Pa., U. S. A.

Meat Juice Extractor



No. 21, \$2.50

Raisin Seeder

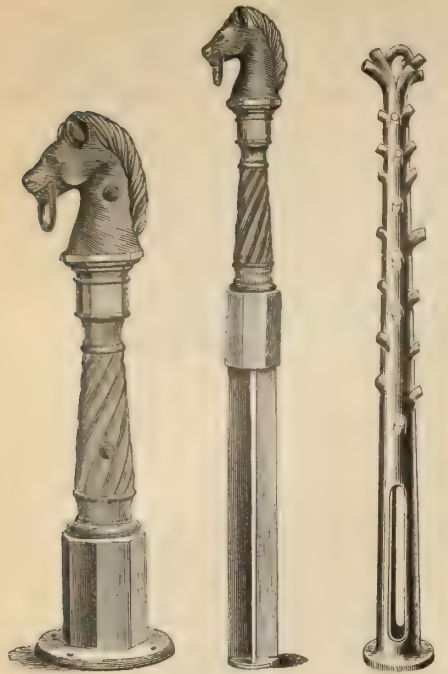


No. 36, \$1.00

Cold Handle Polishing
IRON



No. 82, \$6.75 per doz.



No. 32. No. 33. No. 34.

Hitching Post

Made from Highest
Grade of GRAY IRON.

Handsomely finished.
Thoroughly satisfactory.

The No. 34, Hickory Pattern, is
especially attractive.

Try a Sample.

RETURNED

Manufactured by A. R. WOODYATT & CO., Guelph, Canada.

SOLD ONLY THROUGH THE WHOLESALE TRADE

DEC 18 1901

Leaders For the Fall Trade.

IT WILL PAY YOU TO HANDLE THESE LINES.

Kemp's "Royal" Tea Kettles.

Made with Pit and Body in one piece. A strong and durable Kettle, supplied in all copper or all copper heavily nickel plated.



Kemp's "Climax" Hot Water Kettles.

For Base Burners or table use. All copper, nickel plated, with embossed ornamental snowshoe band around bodies; also supplied with plain bodies.

Each of these articles is wrapped and put up separately in a cardboard box.

Kemp Manufacturing Co., Toronto, Ont.



VOL. XIII.

MONTREAL AND TORONTO, NOVEMBER 23, 1901.

NO. 47.

President,
JOHN BAYNE MACLEAN,
Montreal.

THE MacLEAN PUBLISHING CO.
Limited.

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, North-West Territories, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, P.E. Island and Newfoundland.

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Telephone 1255.
TORONTO - - - - - 10 Front Street East.
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NEW YORK - - - - - 176 E. 88th Street.

Subscription, Canada and the United States \$2.00.
Great Britain and elsewhere - - - 12s.

Published every Saturday.

Cable Address { Adscript, London.
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**WHEN WRITING ADVERTISERS
PLEASE MENTION THAT YOU SAW
THEIR ADVERTISEMENT IN THIS PAPER**

THE TROUBLES OF THE SHIPPERS.

THE close of navigation and the advent of winter freight rates have brought more than their usual quota of trouble this year to Montreal wholesale houses. Every fall jobbers are inundated with orders to ship by last boat or just before the imposition of winter freights. So far has this habit gone with the retailers that it is now absolutely impossible to comply with the requests of even a small majority of them. One wholesaler told us this week that it would have required eight or ten last boats from Montreal to take his shipments alone, so he was compelled to override the retailers'

directions and ship just as the goods were ready.

But although the wholesalers foresee the impossibility of sending everybody's fall stocks out by the last boats, they are not able to relieve the pressure entirely. This year there has not been sufficient space for the shipments and, what has been more troublesome, is that there has been an insufficient cartage service. Montreal streets are bad at their best, but covered as they have been with slush during the past two weeks, they have allowed only half loads. It has been absolutely impossible to get goods to the wharf or station or even to make prompt city delivery. The consequence is that many retailers will not get their goods as they require them.

To this problem there is only one solution; country merchants must come early and avoid the rush. They must not allow their desire to avoid small interest and insurance charges to swell their transportation expenses or delay the arrival of new goods till late in the season. Wholesalers have great trouble in convincing retailers that everybody cannot be supplied at once, but if nothing else will teach them, experience must. There have been several very forceful lessons taught to country merchants this week who persist in postponing their orders till the last day in ordering their goods to go by the last boat or summer freight train.

BUSINESS MEN'S COSTLY BATHS.

A business man, while taking a bath in New York the other day, was robbed of \$15, and a contemporary remarks that his bath cost him \$15.

Although there can hardly be said to be a parallel, we are reminded by this incident of the action of a Toronto auctioneer whose bath cost him a great deal more than \$15.

During the early days of the real estate boom in Winnipeg he amassed a great deal of money, and one day, to celebrate a particularly good transaction, he ordered champagne to be emptied into his bath sufficient for an ablution.

To-day he would probably be glad of sufficient champagne to slake his thirst, for when the boom burst his wealth disappeared.

ADVANCE IN GUM SHELLAC.

It seems certain that the prices of shellac must be materially advanced by the manufacturers before the turn of the year, on account of a rapidly-rising market in gum shellac. The gum that is now being worked cost about 17c., but the New York market, which is the lowest in the world to day, is quoted at 28 to 29 for this Tn. grade. Calcutta merchants are buying Tn. grade at an equivalent of 32½c. and the London market is high in sympathy. Both London and Calcutta are reported advancing regularly. Canadian manufacturers figure that the rise means a difference of 50c. per gallon in the price of shellac, and if the price of raw material does not recede this difference will have to be asked in the finished article.

To date November shipments to America have been only one half of what they were last year, and as November is one of the biggest receiving months in the year the shortage will be quite considerable.

CANADA AND THE UNITED STATES RECIPROCITY MOVEMENT.

THE question of reciprocity with Canada and other countries has for some months been the subject of a good deal of consideration in the United States, but not since the famous speech of President McKinley, on the day preceding his assassination, has it been brought more prominently before the public than during the past two weeks. This is due (1) to the influential deputation representing the manufacturers and merchants of Boston, Cleveland, Detroit, New York, Indianapolis, Cincinnati, Baltimore, Buffalo and Pittsburg, which, on November 13, waited on President Roosevelt, asking him to advise the establishment of reciprocal trade with Canada, and (2) the reciprocity convention which is meeting this week in Washington at the call of the Manufacturers' Association of the United States.

These particular incidents show that the question of reciprocity has assumed a phase unique in the history of the United States. Hitherto the movement for reciprocity has been from without, not from within. Born of their astonishing industrial development, the vastness of their country and the variety of its resources, they gathered wrong conceptions of their economical position among the nations of the world. But, while their sense of the industrial importance of their country has not diminished, they are awakening to the fact that studied exclusiveness is incompatible with commercial principles. There are indications on the commercial horizon that its continuance might produce unpleasant results. The day before he was shot the late Mr. McKinley declared: "The period of exclusiveness is past. Reciprocity treaties are in harmony with the spirit of the times; measures of retaliation are not." And, if it is as we are told, that the Presidents of the United States do not run ahead of public opinion, we must conclude that the voice of Mr. McKinley was the voice of the people.

But realizing that "the period of exclusiveness is past" and that "reciprocity treaties are more in harmony with the spirit of the times," is very well as far as it goes. It must, however, go farther if treaties are to become a fact. A reciprocity treaty is a

give-and-take affair. And we in Canada do not believe that the United States have yet got that far in their new-found faith. Their idea of reciprocity is akin to that of the wolf who made overtures to the lamb.

Our belief is not based on a mere supposition. We have not forgotten that the reciprocal plank in the national platform of the Republican party is to the effect that the market of the United States shall be opened on favorable terms to what the country does not produce on condition that the products of the United States are allowed free entry into the other country that is party to the bargain. They are willing to take, but they are not willing to give.

Under such a formula Canada will never even discuss reciprocity, much less

Notice to Advertisers

THURSDAY NEXT, Nov. 28, having been proclaimed a PUBLIC HOLIDAY, it will be necessary for us to close this paper for press on Tuesday night instead of Wednesday night.

We ask advertisers who wish to change their advertisements to kindly let us have copy, etc., on Tuesday next, otherwise we cannot guarantee insertion of new matter.

THE PUBLISHERS.

become a party to a treaty. And that is the explanation of the quiet unconcern that obtains in this country at the moment in regard to the question. It is not that we are not open to the consideration of a treaty that would be fair to both parties. Most people who look at the subject from a business standpoint believe that a treaty that was reciprocal in fact as well as in name would be a good thing for both countries. And they would scarcely be businesslike if they did not believe so. A de facto reciprocity treaty would mean the removal or the diminishing of at least some of the obstacles to the development of trade which now exist on both sides of the boundary line. But, since the opening of the convention at Washington it is evident, as the correspondent of one of the Toronto daily papers in attendance remarks, that most of the manufacturers in the United States are

"shivering behind a 50 per cent. tariff," afraid of the very subject which they were called together to discuss.

While, however, reciprocity between Canada and the United States is not probable in the near future, we believe that those on both sides of the boundary line who are in favor of it will finally become sufficiently strong to bring it about.

NEW PRICES ON WIRE.

NEW prices for the Canadian market have been issued by the wire manufacturers of the United States. They are 5c. lower than those previously quoted.

At the reciprocity convention in Washington on Wednesday, one of the speakers pointed out the fact that the Trust was selling wire a great deal lower in Canada than it was to its customers in its own country.

This is quite true, as HARDWARE AND METAL has on more than one occasion pointed out. At one time there was a difference of as much as \$11 per ton in favor of the dealer in Canada, and it is now \$7 per ton.

As we have explained before, the price is kept low for the Canadian market in order to discourage the importation by dealers in this country of wire from Great Britain and Germany.

Under the reduced prices which now obtain in Canada, barb wire is quoted to the retail trade at \$2.77½ in less than carlots and \$2.65 in carlots f.o.b. Cleveland. The price of plain galvanized is \$2.52½ in less than carlots and \$2.42½ in carlots.

A CHANGE IN POULTRY NETTING.

Hardwaremen will secure their supplies of poultry netting the ensuing season at slightly lower figures than those which ruled during the previous season.

Some difference is also made in the method of quoting, there being different discounts on the 18 and 19 wire gauges. On 2-in. mesh, 19 w.g., the discount is 60 per cent. off the list, and on 2-in. mesh, 18 and heavier w.g., 50 and 10 per cent.

It has been decided to leave green wire cloth as before, namely, \$1.35 per 100 square feet.

TO INCREASE EXPORTS TO SOUTH AFRICA.

INTEREST in the South-African War and the part Canada has taken in it may be declining, but the interest in South-African trade and the share we are getting of it is decidedly on the increase. Our exports to that country have grown to such a volume, and the outlook for an increase of trade is so favorable that the manufacturers in convention in Montreal pledged their ability to keep up a subsidized line of steamers plying between a Canadian and South-African ports.

The points that Mr. Cumming emphasized in his speech should not be forgotten either by the Government, which is being importuned, or by our manufacturers, who should be seriously concerned. South Africa, in peace, promises to be one of the greatest consuming countries in the world, both of agricultural and manufactured products. It is essentially a mining country, and its inhabitants are not steady or scientific agriculturists, nor are its workmen skilled in any manufacture. Consequently, it must import many of its cereals and nearly all its hams, bacon, cheese and manufactured articles. It is a country with features entirely dissimilar from our own and a country with which trade ought to be mutually profitable. Should the war stop now, Mr. Cumming reckons that South Africa would be exporting £150,000,000 of gold in five years. It is a rich country, but only in certain lines. What it wants, we can supply.

Of course, we have already done considerable trade with South-African ports, but as yet Canadian South-African trade is not established on a proper basis—as if we meant business. True, we have sent out many tons of hay, some cargoes of oats, a large amount of clothing and boots, and our exporters, farmers and manufacturers have reaped their reward. But this trade is not permanent; it holds out no hope for the future. It would discontinue to-morrow if the war was brought to a close. What we want is a permanent outlet for our goods, one that will be open in peace as in war. We have many lines that will sell after the war is over, and these ought to be introduced now. Our exporting firms should work up

a connection with South-African importing houses.

We are not blind to the fact that many connections have already been established. Canadian goods are being exported in large quantities, but we are not taking the place we are entitled to occupy in the South-African trade returns. As Mr. Cumming says, as we have pointed out on several occasions, and as the Manufacturers' Association has repeatedly urged, what we want is a direct line of steamships that will visit Australian ports. At present, the bulk of our goods is carried through American ports, but on this account they have been neglected, it being known that Canadian goods, after being placed in the hold of an American vessel, have been taken out to wait for the next vessel to make room for United States products. Not only is the cost of transportation heavy, but the delays are oftentimes very grievous. Working under such disadvantages, the wonder is that our Canadian firms have been able to do a South-African or Australian business at all. What we want is a direct steamship and mail connection from our Atlantic ports with these two sister colonies, whereby trade will become more satisfactory. We will then grow to have a more practical knowledge of each other's requirements, which will go a long way to prepare for that Imperial preferential tariff towards which people would have us believe we are tending.

It should be borne in mind by our manufacturers that South Africa wants only finished goods. It does not want lumber cut merely into deals; it wants it dressed and ready to nail together into a house. There is no skilled labor there. The people there do not want leather; they want ready-to-wear boots. And so we might go down the list. At present, we are sending a by no means small quantity of raw material to the United States and England, where it is being finished and reshipped at a neat little profit.

Mr. Moffatt, the Canadian representative in South Africa, has suggested that a dozen Canadian manufacturers club together and send a hustling representative out there.

Travellers' expenses are very high, but by a cooperative movement this heavy expense could be distributed. There is certainly plenty of room for action. Ten years ago, the United States began to trade with South Africa; last year, \$19,000,000 worth of goods were sent over from their ports.

OUR EXPORTS OF PIG IRON.

ACCORDING to our exchanges just to hand, Canadian pig iron is beginning to exercise some influence on the British market. "Cleveland iron," remarks Ironmonger, of November 9, "is feeling the pinch of the competition offered by the Dominion iron, of which 14,000 tons have already been imported and more is on the way."

HARDWARE AND METAL does not know how much is on the way, but as the ss. Mira sailed from Sydney for Liverpool the other day with 4,500 tons of pig iron on board, there must be at least that quantity, which will bring the total up to, at least, 18,500 tons.

According to our own trade returns, the quantity of pig iron exported for the first two months of the fiscal year was 7,894 tons, or 1,684 tons more than for the whole of the preceding 12 months. During the 12 months ending June 30, last, we sent 1,603 tons to Great Britain; during the two months ending August, we sent 7,879 tons to that country.

The exports of pig iron to the United States for the two months ending August were only 15 tons, but a steamer was due to leave Sydney a few days ago with 4,000 tons for Boston. During the 12 months ending June last the quantity was 3,091 tons, so we are already assured that our exports to the United States will also exceed those of last year.

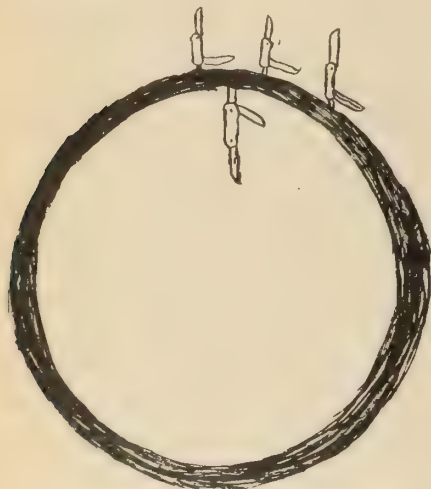
WOODENWARE 7½ PER CENT. DEARER.

An advance of 7½ per cent. on the old list has taken place all round in the price of woodenware. The advance in iron and in other raw materials going into the manufacture of woodenware, is the cause of the appreciation in prices. Hoop iron it is almost impossible to get, the effects of the strike in the United States of the iron and steel workers still being seriously felt.

HARDWARE WINDOW DRESSING.

CUTLERY TRIMS.

A NEAT idea for displays of pocket knives can be carried out by getting a number of circular pieces of wood (the number to be determined by the size of your window). The dimensions for these circles should be 1 inch thick, diameter about 18 inches. These can be wound with crepe paper in some pretty color to harmonize with your background, or a neater way is to cover them smoothly with velveteen glued on. Knives can be stuck on the inside edges of these circles without injuring the blades. These circles are suspended by invisible wires from the ceiling of window. The rough sketch below will convey the idea :



These circles can be used for dozens of lines of goods in the hardware stock.

IDEA FOR A CENTREPIECE.

A good sign for a centrepiece for your hardware trim can be made in the following way : Take a solid frame, either square or oblong in shape, cover it with either white or manila wrapping paper and print the following sentences on it, and, instead of using the words, use the different articles of the same name. The following will explain my idea. For instance, use this sentence : Our (a stock) it is (a plane) to be seen is large and well assorted. It (a can) not be equalled. We (a saw) that to be on the (a level) or a (a bit) ahead of our competitors, we must keep everything. We do this which (adze) to our reputation, and by (a square) treatment, for we never (gouge), we have secured (awl) the best trade in the city.

The above will be easily understood. Substitute the article itself in place of the

word. For instance, the following tools would be necessary to complete the above sign, viz.: An adze, a level, saw, bit, square, gouge and plane. People will stop and read a sign of this kind and will talk about it. Novel ideas like this bring trade indirectly. Dozens of different signs can be constructed after this idea.

NICKELWARE DISPLAYS FOR CHRISTMAS.

A nice display for Christmas week could be made with nickelware. Select a good assortment of nickel goods (small articles). Erect some fancy framework design, cover it smoothly with white canton flannel, soft side out. On this pin or nail with wire brads the different nickel articles. Use as many electric lights as you can on the framework. Cover the back and floor of window with white canton, and arrange neatly the different lines, using plenty of price cards. Such articles as the following would make good Christmas gifts : Nickel soap boxes, nickel cups for children, coffee and tea pots, chafing dishes, bathroom fixtures, shaving brushes with the nickel finishings, fancy scissors suitable for gifts for ladies, table call bells, sponge holders, and there are dozens of other nickel articles that make good, sensible presents. Many trimmers prefer black backings and floorings on which to show these nickel goods, but the white canton flannel looks much nicer, especially if there is lots of light shining on the goods.

STOVE DISPLAYS.

As this is the month for displays of coal stoves, a good idea, while not a new one, is to put the best-looking coal stoves in the window. Have mica put in the doors. If you have the electric light in your window it is an easy matter to run a flexible electric cord with a lamp on the end of it into the firepot of each stove. Get a few sheets of orange tissue paper and puff it in the firepot hiding the lamp and lay a few pieces of coke here and there on the tissue. The effect, especially at night, is a good one. It looks just as if a good warm coal fire was burning in each stove. Hide the wires so as not to give the public the idea of how it is done. The background for a display of stoves should be of some warm-looking color. A brass rod the full length of the window on which suspend a red curtaining of some kind always makes a rich, neat-looking background for stoves. Red rep is the best as it does not fade easily and stands a lot of wear. Stoves will show up 100 per

cent. better with a nice warm-looking background, than if just placed in the window against a cold, bleak, glass backing, as is usually seen in the average stove store. Two or three choice stoves shown at one time and changed often look far better, and the results will be better than if more are used and crowded up with all kinds of other articles. If you have a few rugs or mats to place around the floor, or a fancy screen, it will add greatly to the appearance of a stove display and make it look more like it would look when set up in the home with the other furnishings. A neat price and descriptive card on each stove will do the work.

WORLD'S PRODUCTION AND USE OF IRON.

The society of German Iron and Steel Manufacturers has just published a comparison of the iron production and consumption per caput in the leading nations of the world for 1900. The figures are as follows:

	Production, Pounds.	Consumption, Pounds.
Great Britain.....	485	291
United States	385	351
Germany.....	304	290
France.....	156	152
Austria-Hungary	69	68
Belgium	320	206
Russia	49	57
Italy.....	1	39
Sweden	231	128

The production of Germany is placed at 8,520 tons of pig iron, the imports (including iron manufactures converted into pig iron by adding one-third of their weight) at 1,156,000, the exports at 2,309,000, and the consumption at 7,377,000.

A RULE FOR THE TRADE.

The James Smart Manufacturing Co., Limited, Brockville, Ont., is distributing among the trade a handy foot rule. It is made of hardwood. On one side is the name of the firm, its trade mark and a statement regarding the goods it deals in and manufactures. The other side is devoted to the Kelsey corrugated warm-air generators, for which The James Smart Manufacturing Co., Limited, is the Canadian agent.

WIRE NAILS TACKS WIRE

Prompt Shipment

The ONTARIO TACK CO.
Limited
HAMILTON, ONT.

BUSINESS CHANGES.**DIFFICULTIES, ASSIGNMENTS, COM PROMISES.**

WM. A. DIAMOND, general merchant, Mountain, Ont., has assigned to Geo. H. Ferguson, Comptville, Ont.

H. Desmarais, general merchant, Marieville, Que., has assigned.

A. B. Waldron, general merchant, East Clifton, Que., has assigned.

Elias Pullan, dealer in scrap iron, Ottawa, is admitting a partner.

Herbert & Guertin, general merchants, St. Charles, Que., have dissolved.

The creditors of B. F. Reid, general merchant, Alywin, Que., will meet on the 22nd inst.

Schachter Bros., general merchants, Shawenegan Falls, Que., are offering 40c. on the dollar.

W. T. Bremner, general merchant, Bal-dur, Man., has assigned to The Winnipeg General Trusts Co.

There was a meeting of the creditors of J. U. Langlois, general merchant, Mago., Que., on the 18th inst.

The creditors of Wm. Smith, general merchant, Point Gatineau, Que., held a meeting on November 18.

The creditors of O'Leary & Dennis, general merchants, Roseneath and Hastings, Ont., met on the 20th inst.

The creditors of J. B. Dumesnil, general merchant, Dalhousie Station, Que., held a meeting on the 18th inst.

Davidson & Woods, general merchants, Rosthern, Man., have assigned, and their creditors met on November 15.

Maranda & Frere, general merchants, St. Raymond, Que., are offering to compromise at 60c. on the dollar.

A. R. Dionne & Co., general merchants, Mille Vaches, Que., have assigned to V. E. Paradis, provisional guardian.

Page Bros. & Co., general merchants and mitt manufacturers, Ojibwa, Ont., have dissolved, Leo Page continuing.

Joseph Ruel, general merchant, St. Francois Xavier de Brompton, Que., has assigned, and his creditors are to meet on November 22.

SALES MADE AND PENDING.

William Clark, blacksmith, Maxwell, Ont., has sold out to Kerten Bros.

Found Bros., stoves and tinware, Gorie, Ont., are advertising their business for sale.

W. H. Bingham, hardware merchant, Grand View, N.W.T., is selling out to Charles Earnt.

CHANGES.

J. C. Price, Ridgetown, Ont., has sold his general store to F. W. Fay.

White & Burling have bought out the general store of Louis Robins, Cottam, Ont.

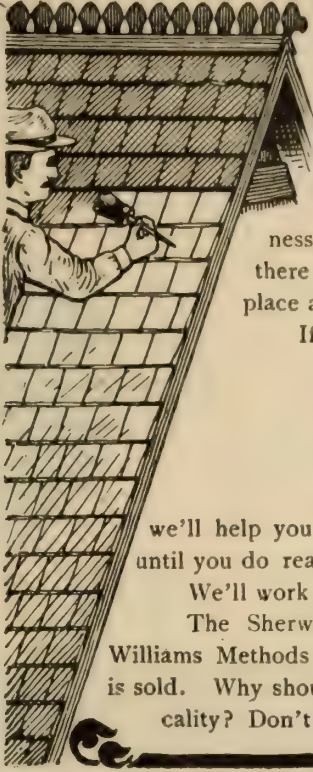
Jules Robinet & Co., general merchants, Sandwich, Ont., have sold out to Arthur L. Page.

Hilliker Bros., general merchants, Dalesville, Que., have removed to Renfrew, Ont.

Garipey & Lessard have succeeded Garipey & Brosseau, general merchants, Edmonton, N.W.T.

The Cardston Co., Limited, general merchants, Cardston, N.W.T., have sold out to Wood, Ibey & Co.

Dumesnil & Co., have registered as



*At
the Top.*

All the paint dealers in your town can't stand at the top of the business. There's room for just one man there and it can be *you*, if you want the place and work to get it and hold it.


If you handle

**THE
SHERWIN-WILLIAMS
PAINT**

we'll help you reach the top and will not be satisfied until you do reach it.

We'll work with you constantly to that end.

The Sherwin-Williams Paint and The Sherwin-Williams Methods can win first place anywhere paint is sold. Why shouldn't they win it for *you* in your locality? Don't be satisfied until you stand at the top.



THE SHERWIN-WILLIAMS Co.
PAINT AND VARNISH MAKERS.

CHICAGO, NEW YORK,	NEWARK, MONTREAL,	CLEVELAND, BOSTON, TORONTO,	SAN FRANCISCO, KANSAS CITY
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commission merchants in hay and grain, Dalhousie Station, Que.

Thomas Gregg, blacksmith, Swan Lake, Manitoba, is out of business.

Lomas Simon succeeds James Hout, blacksmith, at Stonfield, Ont.

Frederick Seyner, hardware merchant, Crediton, Ont., has removed to Durham, Ont.

Issac Greenwell, stoves and tinware, Sydney, N.S., has bought out the stock of J. R. Wilson.

The Owen Sound Dry Dock and Ship-building Co., Limited, has obtained a charter.

C. F. Turner, hardware merchant, Dauphin, Man., has sold out his Gilbert Plains branch to W. C. Ingles.

Sutherland & Stelek, hardware merchants, Dauphin, Man., have sold out the Gilbert Plains branch of their business to C. C. Baker.

DEATHS.

Chas. Trepanier, of Trepanier & Co., general merchants, Louiseville, Que., is dead.

METALLIC ROOFING CO. WINS.

The Metallic Roofing Co., Limited, who brought an action against the City of Toronto, for damages in the neighborhood of \$20,000, by reason of delay in giving possession of a lot leased to them by the city, have agreed to accept \$200 and costs to be taxed in settlement of their claim. At a meeting of the Board

of Control on Wednesday, City Solicitor Caswell recommended that the offer be accepted, and the board concurred in the recommendation. The company will pay \$100 a year for the lot, which is on the north side of King street, adjoining their premises.

TAKING HANDSOME PREMISES.

B. & S. H. Thompson, dealers in metals, Montreal, have decided to move from their present quarters on St. Sulpice street to the new building at the corner of St. Sulpice and DeBroses streets, occupied before the fire by Leeming, Miles & Co. This will give them most desirable quarters, as the warehouse has been erected according to plans and specifications to suit a business such as theirs. First and foremost it is one of the strongest warehouses in the city, its beams being of heavy steel throughout; it is calculated, in fact, that the floors will carry 400 pounds to the square foot. There are four storeys and a basement, all open on three sides, giving plenty of light and good shipping facilities. As yet the interior decorations have not been finished, but enough can be seen to give one an idea of the pleasing effect that will be produced. The walls and ceilings are all of brightly polished wood, and the whole building will have the appearance of a series of sample rooms. It is expected that it will be ready for occupation by January, but B. & S. H. Thompson may not move in till May 1, when their present lease expires.



ACETYLENE GAS IN STORES.

Editor **HARDWARE AND METAL**,—Re acetylene gas apparatus in your issue of November 9. I have a Dundas safety machine, 24-light power, 2 generators, in my store, which is 30 x 45 x 10 ft. I use $\frac{1}{2}$ -in. pipe for main; have the lights well distributed; never use more than eight lights in the store and six in the windows, except on special nights, when I use the whole. When the 24 are lit up the store simply looks grand. I use the Naphey burner. I consider I have the best lit store in our county. No shades are on the counters. I use partly ground globes. I have had the machine three years and would not go back to coal oil at all. I consider acetylene gas the finest light possible for a store; is cheap, clean and perfectly safe when commonsense is used. I clean the burners about every three months.

If buyers of acetylene gas machines would follow the directions given by the makers, all would be well. The trouble with the Texas machine, in my opinion, is that it is a poor one and the carbide not good. I never saw an acetylene gas machine until I set mine up. Given a good make, good carbide and commonsense, no light is better.

J. M. WATSON.

Windsor, Ont., November 9.

ADJOURNED TO CANADA.

The sales department of the Canadian branch of the Sherwin-Williams Paint Co., including Mr. C. C. Ballantyne, the energetic manager, and his 12 hustling salesmen, migrated from Cleveland after the annual convention last week, and immediately went into session in a two-day's Canadian conference in Montreal. We understand that the "heart-to-heart talks" were very encouraging, and that it was resolved while Sherwin-Williams' paints are covering the earth, it is not intended that any spot in Canada shall be overlooked. During the past year this company's business has prospered very appreciably, new additions, notably to the varnish factory, have been built, the plant has been kept up to date in every particular, and, altogether, their Montreal establishment has maintained its proud reputation of being one of our most important Canadian industries.

As soon as a carload of goods arrives M. Siegner will open up a new tinsmith and hardware store at Durham, Ont.

FILES.

WE ARE NOT IN THE TRUST.

Quality of our goods guaranteed and our discounts very liberal. A trial order solicited. Write for discounts.

99 Niagara St.,

TORONTO FILE CO.

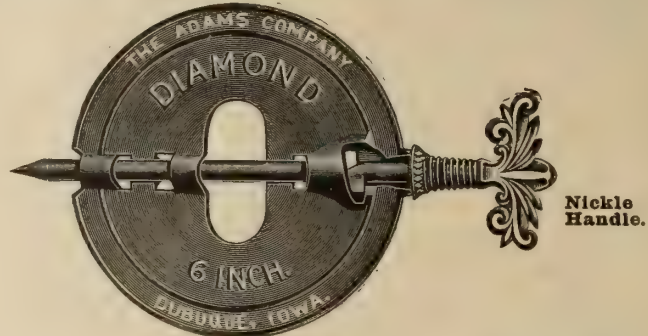
CANADIAN GOODS FOR CANADIANS.

RASPS.

DIAMOND STOVE PIPE DAMPER.

U.S. Patent June 25th, 1895

Canadian Patent December 1th, 1894



Nickle Handle.

Made by **THE ADAMS COMPANY**, Dubuque, Iowa, U.S.A. **A. R. WOODYATT & CO.**, Guelph, Ont.



E. B. SALYERDS

Manufacturer of

Hockey Sticks

PRESTON,

Ontario, - Canada.

The Best Stick.

Made of Rock Elm.

Wholesale Trade Only Supplied.

Ask your Wholesale House for the Preston make of Stick.

Write for Prices.

**Safety
Simplicity
Accuracy
Novelty**

WHAT MEN SAY WHO SHOOT IVER JOHNSON SINGLE GUNS

"I am using one of your guns at present, and there is no better, for there cannot be a better gun made than the Iver Johnson Gun.

"G. A. Benson, Port Royal, S.C."



Semi-Hammerless.
12 and 16 Gauge.

Trigger Action.
30 and 32 Inch Barrel.

Automatic Ejector or
Non-Ejector.

Catalogues mailed upon receipt of application.

IVER JOHNSON'S ARMS & CYCLE WORKS,

New York Office—
99 Chambers Street.

FITCHBURG, MASS.

GENUINE ACME SKATES

CAUTION.

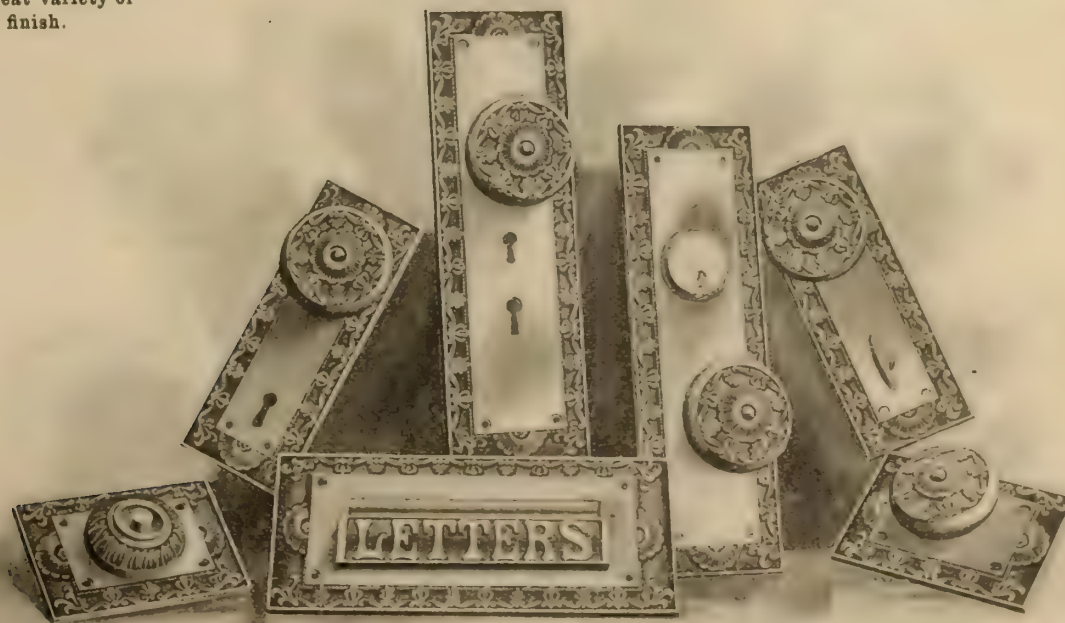
IT having been brought to our notice that inferior imitations of our "Genuine Acme Skates" are being advertised and offered for sale in such a manner as to mislead the public, **This is to Give Notice** that in event of any one found infringing our copyrighted Trade Mark "ACME," legal steps will at once be taken by us to protect our rights.

THE STARR MFG. CO., Limited

Works and Office, DARTMOUTH, N.S., Canada.

LOCKS and BUILDERS' HARDWARE

Made in great variety of design and finish.



The Gurney-Tilden Co., Limited, - Hamilton, Canada.

BUTLER'S

FAMOUS

Sheffield Cutlery.

Fish and Dessert Knives ; Spoons and Forks ;
Cabinets and Cases of Cutlery and Plate.

“BUTLER” was registered as a
Trade Mark, A.D. 1768.

Sole Makers of the celebrated
“KEEN” Razors, “CAVENDISH”
brand of Table Knives and Carvers.

HIGHEST AWARDS.

SPECIAL MENTION.

—Full Line of Samples and stock at—

GEORGE BUTLER & Co.'s

LONDON SHOWROOM: 62 HOLBORN VIADUCT, E.C.
(Over Snow Hill Station.)

MANUFACTORY:
Trinity Works, SHEFFIELD, ENG.

Catalogues and price list mailed on
application.

THE LARGEST MAKERS
IN THE DOMINION.

THE ADVERTISING ARENA

CHRISTMAS ADVERTISING.

It is fortunate for some business men that Christmas trade makes things hum, otherwise the average of the year's sales would be very discouraging, indeed. But is it not a "little bit" unfair to wait for the three weeks around Christmastide that the average of the year's business make a good showing? Do you find the most successful business men "waiting for Christmas trade to swell their sales?" No; the live up-to-date merchant

WAITS FOR NOTHING.

He gets business every month, every week, every day. He leads. His wares are always before the people. People appreciate his store news, and have come to regard the announcements of reliable merchants a part of their visit to the store. People are always buying. That merchant who is most enterprising, who always avails himself of a

PROPER AMOUNT OF ADVERTISING

is the man who gets the trade. "But, what is a proper amount?" you ask. I think any business man who hesitates to invest at least 5 per cent. of his year's turnover is very short-sighted, and indifferent to his highest interests. Why is it that Mr. Brown does so much more business than Mr. Jones? Simply because Mr. Brown tells the people through a well-written advertisement that he wants their patronage—that he appreciates it; and because the people, on the other hand, appreciate his store's intelligence. Most men and women will tell you that when they see some

SPECIAL LINE OF GOODS

they want, or see an inducive price mentioned, they have a special interest in going to that store. Very few men or women who go out shopping ever think of dropping into a store that does not advertise. That is just why people pass your door and go to another's door. This is a fast age. People value their time more to-day by 50 per cent. than they did 10 years ago, and will not lose time running from store to store to see where the best bargains are to be obtained. They simply scan their local merchants' store news and go direct to the store whose advertisements are best written. By that, I mean most convincing, and whose advertisement has said something about what is a part and parcel of the most saleable goods for each particular season of the year.

There is absolutely no use advertising summer suits in winter weather or in advertising fur goods in summer. People buy as they need, and he is the most up-to-date and successful merchant who makes his public announcements suited to each month or week during the year.

THE PLEASURE OF GOOD BUSINESS

at Christmas time should be an example for the merchant who wants better business, or a more steady business at all seasons of the year. If you would do your whole duty to those who patronize you, you will constantly study the markets for new goods and think of the wants

of the community; then hustle to acquaint them with the fact and have them ready to buy as soon as you are ready to sell. Don't buy too heavy.

ACCUMULATED STOCKS

are a loss, and unless you are a shrewd advertiser it's dollars to doughnuts your stock is accumulating on goods that are in less demand, with the result that the same old goods and the same old styles are always staring customers in the face till at last disgusted they drift away to a more up-to-date merchant who understands advertising. His advertisements are invitations, and people like to be invited to look at stocks before they buy. Dispositions are so various that only those who have studied human nature can equip themselves for successful business.

DO NOT PROCRASTINATE

Mr. Merchant, if you would enjoy a full measure of success—do not wait till it is too late to take advantage of changes in conditions and inclinations—get into line at once. Advertising always pays in the long run—advertising makes business all round—it makes profit for the advertiser; bigger sales, and consequently more profit to the wholesale merchant, who, in competition, is shrewd enough to know that he must also keep his wares before the great mass of enterprising merchants by patronizing the columns of the best trade papers.

Yours, for increased business,

MY AD-WRITER.

A FABLE ON THE COST OF ADVERTISING.

Many of my experiences with dealers are no doubt the same as those my fellow salesmen are continually running up against in their respective territories. I run across a dealer once in awhile who can't get it through his head how in the world The Sherwin-Williams Co. can do so much advertising—so much more than all their competitors—without making the consumer pay for it.

I sometimes find it an easy matter to set this dealer thinking right by telling him "The Fable of the Man Who Had a Good Thing and Spent Money to Push It," which runs as follows:

There was once a man who owned an apple orchard. It yielded him one thousand dollars a year. His neighbor owned one just like it. One day the man began to think. He decided to spend some money and straightway paid out one hundred dollars cultivating his orchard.

His neighbor laughed at him and said, "Who pays for all this? You will have to add ten per cent. when you sell the apples to cover the cost." He continued to cultivate and said nothing.

That year he got twelve hundred dollars for his apples. Did he have to charge more money for them? Not he. He sold more apples—that was all—and gave better and larger apples—in fact they were full measure apples. This led to an increased demand and bye-and-bye he had to buy out his neighbor on account of his growing business and because the people were rushing to buy his kind of apples. His neighbor gave up trying to compete.

But the man who was doing all the business continued the same policy of spending money to cultivate the soil—in other words of spending money to get business. Very soon he had all the good business there was and covered the earth with his brand of apples.

Moral—Good advertising pays for itself.—S. W. Smith in The Chamleon.

JOBBER'S ADVERTISING.

Advertising is as essential to the jobber as to anyone else. Or, to say the least, if not absolutely essential, it's as beneficial, which, as far as the reason for doing it is concerned, amounts to about the same thing. For no firm whose business can be increased by publicity ought to ignore advertising. It isn't business wisdom to ignore it.

The jobber, wholesaler, or whatever else you call the middleman, who refuses to advertise, or doesn't do it, for any reason whatsoever, is giving his competitors a better chance to pull trade. He who uses publicity is bound to build up his trade. It follows as naturally as that the sun follows the night and makes day, and that the night follows the day again, in turn. Advertise—let folks know what you have to sell, no matter whether you're retailer, jobber, maker, commission man, or what not, and folks will deal with you as a consequence.

Whether a jobber advertises or doesn't advertise, if he is well located he will do business. In course of years, if his goods, prices, and service are such as to invite continuous trading, his business will grow. Can't help growing, for as fast as other retailers find out his resources and advantages they will be attracted thereto. The trouble with this process lies in the fact that it's necessarily a slow one at best. It doesn't grow fast enough to suit modern ideas, and some other power must be added to make the increase quicker.—American Grocer.

INDEPENDENT SELF-RELIANCE

The advertiser who prepares what he believes in his innermost soul is a good ad., should have the courage of his conviction and give it a chance to do the work he believes it capable of doing.

There's many a good, strong advertisement gone into the waste basket through ill advice, from one having a reputation for perfect judgment on such things, but which would have proven a hit had the writer of the ad. used his own judgment instead.

It is said of Conan Doyle, when a boy, that his teacher took him into his room alone, as he was about to leave the school, and said to him: "Doyle, I have known you now for seven years, and as I know you thoroughly, I am going to say something you will remember in after life. Doyle you will never come to any good."

The world knows how wrong that teacher's judgment was.

And we should see more good advertising if men of ability were strong enough to stand up in their boots and follow their own instincts in regard to what is and what is not fit, among their own writings, to go into print. There is, of course, such a thing as over confidence; yet the judgment of self should be equal to the "next man's," and often is better.

All this under proper conditions, of course.—Clifton S. Wady.

TRADE IN COUNTRIES OTHER THAN OUR OWN.

BRITISH IRON AND STEEL TRADE.

It cannot be said that the general position of iron and steel is any better on the week. With the solitary exception of the Staffordshire bar firms, complaints are everywhere met with of a scarcity of work, and foreign material is being pressed for sale as vigorously as ever, and at prices, too, which are not only far below those quoted by British manufacturers, but which are believed to be far below the actual cost of production. Many German works are really under the thumb of the banks, who are seizing the output and selling it at the best price obtainable. Hence heavy rails are quoted at £1 9s. to £1 10s. f.o.b. Antwerp, plates at £5 15s., joists at about £4, and so on. Fortunately the market is not at the same time feeling the pressure of American material. The absence of orders, however, is becoming increasingly felt, and in some directions makers would be disposed to shade their quotations to secure good-sized specifications. German steel is now reaching the United States.—Ironmonger, November 9.

GLASGOW PIG IRON WARRANT MARKETS.

The Glasgow pig iron market has been distinctly flat this week. The increasing stock in the north of England and the quieter demand for export having induced bear sales. Holders would appear to be recognizing there is now not much use standing by their iron during the winter season now upon us. The London syndicate have shown some anxiety to open up the market by parting with warrants, and thereby placing more in circulation. The flatness has been most pronounced in Cleveland, and the price at the mid-week market touched 44s., which places it at fully 10s. per ton lower than Scotch, the widest difference yet shown between the two brands. The selling of Cleveland has come from the North of England, and has been induced by the unsatisfactory stock position created last month. During the 10 months of this year Cleveland stocks have trebled, and are now bordering on 110,000 tons, notwithstanding the fact that the number of furnaces in operation is considerably under that of 12 months ago.—Iron and Coal Trades' Review, November 8.

THE BRITISH TINPLATE TRADE.

A steady trade has been done during the past week, but for forward delivery slightly reduced prices are reported to have been accepted. Prompt plates are still in good request, and 14s. 3d. to 14s. 6d. has been paid for common 14 by 20 Bessemer cokes f.o.b. Wales or equal for quick delivery. For forward delivery, that is, end of this and early next year, quotations run generally 13s. 10½d. to 14s. 3d. per box f.o.b. Wales, according to date of delivery required.

Squares and odd sizes have been largely inquired for, especially for early delivery, and for these full prices have been paid. 14s. 6d. to 14s. 7½d., and 14s. 9d. common basis Bessemer coke f.o.b. Wales with Siemens steel at 1½d. to 3d. basis advance, and lights at usual differences. Makers' quotations for delivery next year are 14s. 3d. to 14s. 6d. common basis Bessemer cokes f.o.b. Wales option of Siemens cokes at 1½d. to 3d. basis extra and 100 lb. at 3d., 95 lb. at 4½d. and 90 lb. at 6d. reduction, and crosses, as a

rule, 1s. 6d. to 1s. 9d. rise. There has only been a limited business done, however, for forward delivery, buyers' ideas being in most instances too low.

A small trade has been done in odd sizes for quick delivery, and common 14 by 18½ 12½ sheets 110 lb., 14 by 19½ 12½ sheets 110 lb. Bessemer cokes, and common 20 by 10 22½ sheets 156 lb. Siemens cokes have changed hands at full figures. For delivery next year little or no business of any moment is reported, there being a large margin of difference between buyers' and sellers' views. Makers' quotations are: common 14 by 18½ 12½ sheets 110 lb., 14 by 19½ 12½ sheets 110 lb. Bessemer cokes 13s. 9d. to 14s. 3d. per box and common 20 by 10 22½ sheets 156 lb., Siemens cokes, 20s. 6d. to 21s. 6d. per box, all reasonable delivery and f.o.b. Welsh ports.—Iron and Coal Trades' Review, November 8.

NEW YORK METAL MARKET.

TIN — There was little if any business done in spot tin, as buyers are not inclined to pay present prices. The nominal quotations on spot were the same as yesterday, namely, 28c. asked, with 27c. bid. There were bids of 25.75c. for November and 24.75c. for December delivery, but so far as learned there were no offerings. Ex-steamer sales were made to-day, according to report, at 26c., which would indicate an easier tone. At the close the feeling was unsettled and the market appeared to be in a state of waiting. London opened firm, with a further advance of 2s. 6d. on spot, but the market soon turned the other way and closed easy at a decline for the day of 7s. 6d. Futures were 10s. higher in the morning, but dropped back to last night's figures before the close. An advance of 17s. 6d. in the Singapore quotation was made, which was £109 10s. f.o.b. London.

COPPER—The situation was practically the same as for some time past. Little business was reported, but prices appeared to be steady at 16.85 @ 17c. for Lake Superior; 16½ @ 16½c. for electrolytic, and 15½ @ 16½c. for casting, as to brand. Continued activity in London kept that market firm on the basis of yesterday's quotations.

PIG LEAD A further advance of 1-3d. was cabled from London, but there was no change here or in St. Louis. This market was dull, with prices based on 137½c. for lots of 50 tons or more. St. Louis was quiet at 1.21 @ 1.27½c.

SPELTER—Prices are maintained although the market seems to be quiet. We continue to quote 1.30 @ 1.35c. for spot and 1.25c. for futures. St. Louis was unchanged at 1.12½c. London prices were the same as for some time past.

REGIUS ANTIMONY The market was quiet but steady at 10½c. for Cookson's; 8½c. for Hallert's, and 8 to 8½c. for other brands.

OLD METALS Prices are maintained under a moderate demand.

IRON AND STEEL It is reported that pig iron is scarce for prompt delivery in some sections and that those in need of immediate supplies, have, in some instances, to pay a premium of 25c. per ton. Discussing the situation in a circular just issued, a prominent firm, says: "The reduction of pig iron stocks by

nearly 90,000 tons in October need cause no alarm. It is true that the reserve of stocks at furnaces will be practically exhausted before the year is out, but it is also true that productive capacity of furnaces has exceeded all calculations and is now close to 17,000,000 tons basis. There will be iron enough for all with the exercise of a little patience on the part of buyers. The greatest evil in the past history of the trade is what might be termed a buyers' panic. Acting under the fear that supply may be insufficient, or moved by speculative motives, consumers have thrown orders on the market largely in excess of legitimate needs. This was demonstrated two years ago when the market was forced up 85 to 810 per ton, only to prove when the slump came that many buyers had heavily overbought. One thing that speaks well for the present market is that, up to this time, the leaning of buyers has been rather to overconservatism than to speculation. The same can be said of furnace interests. There has been a determined opposition to sharp advances in prices. If both sides will continue to pursue this policy, a year or more of heavy demand at good profitable prices for all interests is clearly in sight.

Concerning finished material, the Philadelphia correspondent of The Metal Exchange, writes: "The market is somewhat confusing, as the mills talk business as being very active, while buyers of plates and bars say there is no difficulty now in getting prompt deliveries. The fact that four of the Eastern plate mills are being bought up so as to avoid cutting in prices also appears to confirm the reports of slackness. The agreement to maintain prices was all right, but some of the mills were losing business, hence the dissatisfaction. The bar trade is on a different basis, there being a money compensation for those who fall below their allotment; but there was no provision of that kind as regards plates."

TINPLATE The market was quiet and presented no features of special interest. N. Y. Journal of Commerce, November 20.

NOVA SCOTIA STEEL BONDS.

Of the \$2,500,000 six per cent. bonds now offered to the public by The Nova Scotia Steel and Coal Co., a prominent Halifax banker says that one and three-quarter million dollars' worth have already been applied for. More than half of it is taken in the Province of Nova Scotia. New Glasgow is asking for large blocks. Three banks in Halifax underwrote between them one million dollars of the bonds as follows:—At 90, Union Bank, \$500,000; People's Bank, \$250,000; Halifax Banking Co., \$250,000. J. C. Mackintosh, banker and broker, underwrote \$30,000, and several citizens also guaranteed amounts equally large.

NOVA SCOTIAN COAL TRADE.

The Dominion Coal Co., Halifax, N.S., has secured the contract for the supplying of the Quebec Central Railway with its winter's supply of coal. Until the order is completed, 20 to 30 tons daily, will be shipped. This company is also going to ship to Boston, Mass., this winter, over 200,000 tons of coal, from Louisbourg, Cape Breton. To fill their orders there they will send an average of 80,000 tons a month, commencing right away.

MARKETS AND MARKET NOTES

QUEBEC MARKETS.

Montreal, November 22, 1901.

HARDWARE.

ALTHOUGH winter freight rates are now in force, shipments continue to go out in surprisingly large quantities. One regrettable feature of the trade that crops up every fall is the inability to get sufficient space on last boats to leave this port for distributing points in Canada. Several firms have had freights refused this week. There is also a shortage of carters in the city this week; full loads cannot be carried over the roads in their present state. The demand is, as heretofore, spread over a general line of goods. Snowshovels have sold surprisingly well since the first arrival of snow in different parts of the country. The feature of the week is a decline of 5c. per 100 lb. in the price of barbed and galvanized wires. The prices of poultry netting and screen wire cloth have been settled for the coming season. Horseshoes are getting scarce and the demand is still running high. The cutting that has been going on in several lines of hardware seems to have pretty well abated. Payments are good.

BARB WIRE — This week the market has declined 5c. per 100 lb., barbed wire

now being quoted at \$3 per 100 lb. f.o.b. Montreal. There is not much doing.

GALVANIZED WIRE — This line has also declined 5c. per 100 lb. We quote: No. 6, 7 and 8 gauge, \$3.45; No. 9, \$2.80; No. 10, \$3.55; No. 11, \$3.65; No. 12, \$2.95; No. 13, \$3.05; No. 14, \$4.05; No. 15, \$4.55; No. 16, \$4.80; No. 17, \$5.20; No. 18, \$5.45.

SMOOTH STEEL WIRE — There has been no change to report. We quote oiled and annealed, No. 9, \$8.80; No. 10, \$2.57; No. 11, \$2.90; No. 12, \$2.95; No. 13, \$3.15 per 100 lb. f.o.b. Montreal, Toronto, Hamilton, London, St. John and Halifax.

FINE STEEL WIRE — Business is moderate at the former discount, 17½ per cent.

BRASS AND COPPER WIRE — A steady business is being done. The discounts are still 55 and 2½ per cent. on brass and 50 and 2½ per cent. on copper.

FENCE STAPLES — There is not much business reported in this line. We quote: \$3.25 for bright and \$3.75 for galvanized per keg of 100 lb.

WIRE NAILS — There is a fair trade passing in nails at unchanged prices. There has been some cutting of prices but we understand that the lower rates are withdrawn. We quote \$2.85 for small lots and \$2.77½ for carlots f.o.b. Mont

real. London, Toronto, Hamilton and Gananoque.

CUT NAILS — The market is steady with fair amounts moving. Orders are rather small, no one stocking to any extent. We quote as follows: \$2.55 per keg for small and \$2.45 for car lots; flour barrel nails, 25 per cent. discount; coopers' nails, 30 per cent. discount.

HORSE NAILS — The demand is moderate and prices seem to be steady. "C" brand is sold at a discount of 50 and 7½ per cent. off the new list. "M" brand is quoted at 60 per cent. off old list on oval and city head and 66 2/3 per cent. off countersunk head. Monarch's discount is 66 2/3 per cent., and 70 per cent. in 25 box lots.

HORSESHOES — Stocks are very low and the market seems to be in a better shape. We quote as follows: Iron shoes, light and medium pattern, No. 2 and larger, \$3.50; No. 1 and smaller, \$3.75; snow shoes, No. 2 and larger, \$3.75; No. 1 and smaller, \$4.1; X L steel shoes, all sizes, 1 to 5, No. 2 and larger, \$3.60; No. 1 and smaller, \$3.85; feather-weight, all sizes, \$4.85; toe weight, steel shoes, all sizes, \$5.95 f.o.b. Montreal; f.o.b. Hamilton, London and Guelph, 10c. extra.

SCREWS — There is a brisk movement reported in screws at firm quotations.

Why not get your share of the Money spent for XMAS PRESENTS?

We have novelties in Decorated Enamelled Ware which make good, sensible gifts, sell easily and leave a wide margin of profit.

The drawings below give only a faint idea of the rich hand work on these goods. Better illustrations are given on the colored pages of our Tinware catalogue.

All lines enamelled in two colors (dark blue and white), and extra decorated for Xmas trade.

Prompt shipment guaranteed.

Tea Pots.

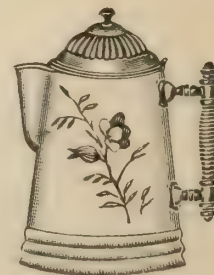


Makes a nice present for mother or married sister.

Child's Plates. Straight Mugs. Coffee Pots.



These make a nice present for the children, and they won't break.



Should go with the teapot to complete the set.

RETURNED
The McGlary Manufacturing Co., DEC 13 1901

LONDON

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MONTREAL

WINNIPEG

VANCOUVER

ST. JOHN, N.B.

"EVERYTHING FOR THE TINSHOP."

THE PAGE-HERSEY IRON & TUBE CO.

Limited

MONTREAL.

Manufacturers of

Wrought Iron Pipe

For Water, Gas, Steam, Oil,
Ammonia and Machinery.

DRAIN PIPES, PORTLAND CEMENTS, FIRE BRICKS AND CLAY SILICA AND MAGNESIA BRICKS,

with specially prepared mortar.

Contractors' and Founders'
Supplies.

F. HYDE & CO.

31 WELLINGTON ST., MONTREAL

... FULL STOCK ...

Salt Glazed Vitrified



Double Strength Culvert Pipe
a Specialty.

THE CANADIAN SEWER PIPE CO.

HAMILTON, ONT. TORONTO, ONT.
ST. JOHNS, QUE.

Deseronto Iron Co.

LIMITED

DESERONTO, ONT.

Manufacturers of

Charcoal Pig Iron

BRAND "DESERONTO."

Especially adapted for Car Wheels, Malleable Castings, Boiler Tubes, Engine Cylinders, Hydraulic and other Machinery where great strength is required; Strong, High Silicon Iron, for Foundry Purposes.

Discounts are as follows: Flat head bright, 87½ and 10 per cent. off list; round head bright, 82½ and 10 per cent.; flat head brass, 80 and 10 per cent.; round head brass, 75 and 10 per cent.

BOLTS — Complaints have reached us about some cutting in this line to manufacturers, but we understand that the trouble is now past. There is a good demand. Discounts are as follows: Norway carriage bolts, 60 and 5 per cent.; common, 55 and 5 per cent.; full square carriage bolts, 60 and 5 per cent.; machine bolts, 55 and 5 per cent.; coach screws, 70 per cent.; sleigh shoe bolts, 70 per cent.; blank bolts, 60 per cent.; bolt ends, 60 per cent.; plough bolts, 55 and 5 per cent.; tire bolts, 67½ per cent.; stove bolts, 67½ per cent. To any retailer an extra discount of 5 per cent. is allowed. Nuts, square, 3½c. per lb. off list; hexagon nuts, 4c. per lb. off list. To all retailers an extra discount of ½c. per lb. is allowed.

BUILDING PAPER — There is not much business being done in this line just now. Prices are unchanged. We quote as follows: Tarred felt, \$1.70 per 100 lb.; 2-ply, ready roofing, 80c. per roll; 3-ply, \$1.05 per roll; carpet felt, \$2.25 per 100 lb.; dry sheathing, 30c. per roll; tar sheathing, 40c. per roll; dry fibre, 50c. per roll; tarred fibre, 60c. per roll; O.K. and I.X.L., 65c. per roll; heavy straw sheathing, \$28 per ton; slaters' felt, 50c. per roll.

RIVETS AND BURRS — There is no change to report. Discounts are: Best iron rivets, section, carriage, and wagon box, black rivets, tinned do., coopers' rivets and tinned swedes rivets, 60 and 10 per cent.; swedes iron burrs are quoted at 55 per cent. off; copper rivets, 35 and 5 per cent. off, and coppered iron rivets and burrs, in 5 lb. carton boxes, are quoted at 60 and 10 per cent. off list.

CORDAGE — The market is firm and unchanged. Manila is quoted at 15½c., British Manila, at 12½c., sisal, 11½c. and lathyrum at 10½c. Manitoba prices are: Manila, 16c., British Manila, 13½c., sisal, 12½c. and lathyrum, 11½c.

SCREEN CLOTH — For the spring trade the price has been fixed at 81.35.

POULTRY NETTING — Spring poultry netting, English or Canadian, will be quoted at a discount of 60 per cent. off 2 x 2 mesh, 19 wire, and 55 per cent. off 2 x 2 mesh heavier, Canadian list.

HARVEST TOOLS — Some orders have been placed this week at a discount of 70 per cent.

SPADES AND SHOVELS — Some business has been done at a discount of 10 and 5 per cent.

FIREBRICKS — There is no change to report. We quote as follows: Scotch, at \$17.50 to \$22 and English at \$17 to \$21 per 1,000 ex wharf.

CEMENT — Business is now exceedingly quiet. We quote as follows: German cement, \$2.25 to \$2.40; English, \$2.20 to \$2.35; Belgian, \$1.65 to \$1.95 per bbl. ex wharf, and American, \$2.15 to \$2.30 ex cars.

METALS.

Business in metals is quite brisk and it is even hard to secure deliveries of some small sizes of bar iron. The arrivals of sheet metals by the last boats have been heavy, but in comparison with previous years fall stocks are light. There is a good demand from the country and prices are firm. Pig tin is higher.

Sanderson's TOOL STEEL

Unequalled for Quality.

Large Assortment in Stock.

A. C. LESLIE & CO.

CANADIAN AGENTS

MONTREAL.



IRON AND
BRASS

Pumps

Force, Lift and Cistern
Hand and Power.

For all duties. We can supply your wants with —quality the best and prices right. Catalogues and full information for a request.

THE R. McDOUGALL CO., Limited

Manufacturers, Galt, Canada.

ADAM HOPE & CO.

Hamilton, Ont.

We offer from stock

Coke Tin Plates 1 C 14 x 20,

" " 1 C 20 x 28,

Galvanized Sheet Iron,

"Comet" and American Brands.

L. and F. Ingot Tin,

Straits Tin,

Ingot Copper,

Pig Lead, Spelter and Antimony.

NOVA SCOTIA STEEL CO.

Limited

NEW GLASGOW, N.S.

Manufacturers of

Ferrona Pig Iron

And SIEMENS MARTIN

Open Hearth Steel



All Good Things Are Imitated.

Because **ELASTILITE VARNISH**, owing to its remarkable good qualities, has established itself as Canada's leading varnish for outside and inside uses, other makers in order to hold their trade have been putting up a varnish and branding it Elastilite. A painter who had used Elastilite and wished to get some more was given the imitation by a hardware merchant, but found it was an imitation only in name. As he could not use it he complained to us about the quality and an investigation of the matter revealed the above facts.

Elastilite is our registered brand and is a special varnish made only by ourselves. It is put up in special lithographed tins from half-pints to one gallons only, sealed with our brass cap—each tin and cap bearing our name.

Manufactured only by

The Imperial Varnish & Color Co. LIMITED
TORONTO, ONT., CANADA.

Confidence

in the brand of ready-mixed paint on your shelves is the only way to work up a paint trade and keep it. You must have a paint that you know to be right—one that will answer for the purpose intended, and unless you have a firm foundation

TO STAND ON

your paint sales, instead of increasing, will gradually fall off. No one knows this better than the man with the experience, even if it was dearly bought, and nothing would induce him to try a cheap line again. He must have something he can guarantee for

OUTSIDE WORK

and for this there is none better than

"ARK BRAND" PAINT

We give the exclusive sale to one firm in a town.

SOLE MANUFACTURERS

THE FRANCIS-FROST CO. Limited
TORONTO.

Canadian Distributing Agents for Grippin's Crack Filler.

PIG IRON — The market is steady to firm at previous quotations. Summerlee is worth \$20 to \$20.50 and Canadian \$18 to \$18.50.

BAR IRON — The demand for bar iron is very brisk and some small sizes are hard to procure from the mills. Merchants' bar is worth \$1.87½ in carlots and \$1.95 in smaller quantities; horse-shoe is quoted at \$2.15 to \$2.20.

BLACK SHEETS — The demand is still fairly good at previous quotations. We quote as follows: 28 gauge, \$2.26; 26 gauge, \$2.65; 22 to 24 gauge, \$2.55 and 8 to 20 gauge, \$2.55.

GALVANIZED IRON — The market is steady but rather active. We quote: No. 28, Queen's Head, \$4.40; Apollo, 10½ oz. \$4.10; Comet, \$4. with 10c. extra in less than case lots.

INGOT COPPER — The market is firm at 18c.

SHEET COPPER — A moderate inquiry has been felt this week. Prices are unchanged at 22 to 23c.

INGOT TIN — An advance of 2c per lb. has occurred this week. Straits now being worth 30c and Lamb and Flag 31c.

PIG LEAD — The market is steady at \$3.25.

LEAD PIPE — Lead pipe continues to move out freely. We quote 7c. for ordinary and 7½c. for composition waste, with 30 per cent. off.

IRON PIPE — The demand is very good and shipments have been heavy this week, both for car and small lots. We quote as follows: Black pipe 1, \$3.00 per 100 feet; 2, \$2.95; 3, \$3.10; 4, \$3.45; 1-inch, \$5; 1½, \$7.10;

1½, \$8.50; 2-inch, \$11.35. Galvanized, ½, \$4.40; ¾, \$5; 1-inch, \$7.15; 1¼, \$10; 1½, \$12; 2-inch, \$15.95.

TINPLATES — The market is fairly steady although we hear of transactions at lower prices. Cokes are worth \$4 to \$4.25 and charcoals, \$4.50 to \$4.75.

CANADA PLATE — There has been a good movement of Canada plate this week at former prices. We quote, 52's, \$2.70 to \$2.75; 66's, \$2.80 to \$2.85; 75's, \$2.85 to \$2.90; full polished, \$3.75, and galvanized, \$4.25 to \$4.50.

STEEL — Unchanged. We quote: Sleigh shoe, \$2; tire, \$2.05; bar, \$2; spring, \$2.75; machinery, \$2.75, and toe-calk, \$2.60.

SHEET STEEL — We quote: Nos. 10 to 20, \$2.50; 3-16, \$2.05; ¼, 5-16 and ¾, \$2.45.

TOOL STEEL — Black Diamond, 8c. and Jessop's, 13c.

TERNE PLATE — A fair movement is reported in terne plates. The price is \$7.75 to \$8.

COIL CHAIN — Continues quite active. We quote as follows: No. 6, 12½c.; No. 5, 10½c.; No. 4, 10c.; No. 3, 9½c.; ½ in., 7½c. per lb.; 5-16, \$4.80; 5-16 exact, \$5.25; ¾, \$4.25; 7-16, \$4.05; ¾, \$3.85; 9-16, \$3.75; 2, \$3.55; 3, \$3.50; 2, \$3.45; 1 in., \$3.45. In car load lots an allowance of 10c. is made.

SHEET ZINC — Is selling at \$5.75 to \$6.25.

ANTIMONY — Quiet at 10c.

ZINC SPELTER — Steady at 5c.

SOLDER — We quote: Bar solder, 18c.; wire solder, 20c.

GLASS.

There have been heavy arrivals of glass this week and all orders can now be filled. We quote as follows: First break, 50 feet, \$2.10; second, \$2.20 for 50 feet; first break, 100 feet, \$4; second break, \$4.20; third break, \$4.70, and fourth break, \$4.95.

PAINTS AND OILS.

The linseed oil market is decidedly firm and dealers who were bearish some weeks ago are gradually coming around to another point of view. Probably the feature of the market is an upward movement in gum shellacs which will necessitate higher prices on shellacs in the near future. There have been good movements in paints this week, but shipping has been deterred by the dearth of carters. We quote:

WHITE LEAD — Best brands, Government standard, \$6; No. 1, \$5.62½; No. 2, \$5.25; No. 3, \$4.87½, and No. 4, \$4.50 all f.o.b. Montreal. Terms, 3 per cent. cash or four months.

DRY WHITE LEAD — \$5.25 in casks; kegs, \$5.50.

DRY WHITE ZINC — Pure dry, 6½c.; No. 1, 5½c.; in oil, pure, 7½c.; No. 1, 6½c.; No. 2, 5½c.

PUTTY — We quote: Bulk, in bbls. \$1.90 per 100 lb.; bulk, in less quantity, \$2.05; bladders, in bbls., \$2.25; bladders, in 100 or 200 lb. kegs or boxes, \$2.40; in tins, \$2.55 to \$2.65; in less than 100-lb. lots, \$3 f.o.b. Montreal, Ottawa, Toronto, Hamilton, London and Guelph. Maritime Provinces, 10c. higher, f.o.b. St. John and Halifax.

RED LEAD — Genuine red lead in casks, \$4.50; in 100-lb. kegs, \$4.75; less quantities, \$5.75 per 100 lb. No. 1 red

lead, casks, \$4.25; kegs, \$4.50, and smaller quantities, \$5.50.

ORANGE MINERAL—Casks, 7c.; 100 lb. kegs, 7½c.; smaller quantities, 8½c.

LITHARGE—Ground, casks, 5c.; less, 5½c.; flake litharge, casks, \$5.25; smalls, \$5.25 per 100 lb.

LINSEED OIL—Raw, 79c.; boiled, 82c. in 5 to 9 bbls., 1c. less, 10 to 20 bbl. lots open, net cash, plus 2c. for four months. Delivered anywhere in Ontario between Montreal and Oshawa at 2c. per gal. advance and freight allowed.

TURPENTINE—Single bbls., 58c.; 2 to 4 bbls., 57c.; 5 bbls. and over, open terms, the same terms as linseed oil.

MIXED PAINTS—\$1.20 to \$1.45 per gal.

CASTOR OIL 8½ to 9½c. in wholesale lots, and ½c. additional for small lots.

SEAL OIL—17½ to 49c.

COD OIL—32½ to 35c.

NAVAL STORES—We quote: Resins, \$2.75 to \$1.50, as to brand; coal tar, \$3.25 to \$3.75; cotton waste, 4½ to 5½c. for colored, and 6 to 7½c. for white; oakum, 5½ to 6½c., and cotton oakum, 10 to 11c.

SCRAP METALS.

There has been a good demand for scrap iron this week; copper is also rather brisk. Dealers are paying the following prices in the country: Heavy copper and wire, 13½ to 14c. per lb.; light copper, 12 to 12½c.; heavy brass, 12 to 12½c.; heavy yellow, 9½c.; light brass, 6½c.; lead, 2½ to 2¾c. per lb.; zinc, 2½ to 2¾c.; iron, No. 1, wrought, \$10 to \$15 per gross ton f.o.b. Montreal; stove plate, \$8 to \$9; machinery scrap, \$14; light iron, No. 2, \$5 a ton; malleable and steel, \$4; rags, country, 60 to 70c. per 100 lb.; old rubbers, 7 to 7½c. per lb.

HIDES.

There is a continued active inquiry for No. 1 hides which are coming in freely at 8c. We quote as follows: Light hides, 8c. for No. 1; 7c. for No. 2; 6c. for No. 3. Lambskins, 50c.

MARKET NOTES

Galvanized and barb wires are down 5c. per 100 lb.

Shipping has been seriously hampered by want of carters.

The spring prices of screen cloth and poultry netting are out.

Gum shellac is much higher in Calcutta, London and New York.

There have been large arrivals of glass and sheet metals during the past two weeks.

COPPER AT MASSEY STATION.

At Massey Station, which is about 100 miles west of Sudbury, considerable activity has been going on in the development of the surrounding district. There are rich deposits of copper in the vicinity of the village, which are being operated by The Massey Station Mining Co., which is said to be a branch of the Oxford Co. This concern expects to establish a new smelter there in about a year.

ONTARIO MARKETS.

TORONTO, November 22, 1901.

HARDWARE.

THERE is a great deal of activity around the wholesale houses this week. A busier one has probably not been for some time, and, in order to get goods shipped, the employes of the shipping-room have been compelled to work overtime. The price of poultry netting for the ensuing season has been fixed, and is slightly lower than the figures hitherto ruling. Woodenware is about 7½ per cent. lower. New prices are out on barb wire and plain galvanized, and the figures show a decline of 5c. per 100 lb. As manufacturers of fence wire are guaranteeing prices for spring delivery, some business is being done. Trade keeps active in wire nails and dull in cut nails. The movement continues good in both horseshoes and horse nails. Some skates are going out to Northern points, and there is a little business being done in sleigh bells. Business is still improving in cutlery. Very little is being done in sporting goods. The trade in rope is only small. Tinware and enamelled ware are in fair demand. Quite a number of cant hooks and peavies are going out, and the movement continues good in stove-pipes and elbows. A fairly-good trade is to be noted in snowshoes. Payments are fairly good, particularly in the Province of Ontario.

BARB WIRE—The price of barb wire and plain twist has been reduced 5c. per 100 lb., and we now quote, f. o. b. Cleveland, \$2.77½ for less than carlots, and \$2.65 for carlots. From stock Toronto, the price is \$3. The manufacturers are guaranteeing prices for spring delivery up to the date of shipment, and some orders are being booked.

GALVANIZED WIRE—The reduction of 5c. is also made in the price of galvanized wire for shipment from Cleveland, the figure now being \$2.52½ instead of \$2.57½. No change is yet made in the figures from stock. We quote: Nos. 6, 7 and 8, \$3.50 to \$3.85 per 100 lb., according to quantity; No. 9, \$2.85 to \$3.15; No. 10, \$3.60 to \$3.95; No. 11, \$3.70 to \$4.10; No. 12, \$3 to \$3.30; No. 13, \$3.10 to \$3.40; No. 14, \$4.10 to \$4.50; No. 15, \$4.60 to \$5.05; No. 16, \$4.85 to \$5.35. Nos. 6 to 9 base f.o.b. Cleveland are quoted at \$2.52½ in less than carlots and 12c. less for carlots of 15 tons.

SMOOTH STEEL WIRE—The demand for hay-baling wire is still good, while little or nothing is being done in oiled and annealed. Prices are unchanged. We quote the net selling prices as follows: Nos. 6 to 8, \$2.90; 9, \$2.80; 10, \$2.87; 11, \$2.90; 12, \$2.95;



Corrugated Iron

For Sidings, Roofings, Ceilings, Etc.

Absolutely free from defects—made from very finest sheets.
Each sheet is accurately squared, and the corrugations pressed one at a time—not rolled—giving an exact fit without waste.
Any desired size or gauge—galvanized or painted—straight or curved.
Send us your specifications.

The Metallic Roofing Co.
WHOLESALE MANFRS. LIMITED
TORONTO, CANADA.

13, \$3.15; 14, \$3.37; 15, \$3.50; 16, \$3.65. Delivery points, Toronto, Hamilton, London and Montreal, with freights equalized on those points.

WIRE NAILS—The movement in wire nails is still good for small quantities, and prices remain unchanged. The base price \$2.85 for less than carlots, and \$2.77½ for carlots. Delivery points, Toronto, Hamilton, London, Gananoque and Montreal.

CUT NAILS—These are as dull and uninteresting as ever. The base price is still \$2.55 per keg, with 10c. allowance on carlots.

HORSE NAILS—Trade continues steady and prices unchanged. Discounts on "C" brand, oval head, 50 and 7½ per cent. off new list, and on "M" and other brands, 50, 10 and 5 per cent. off the old list. Countersunk head 60 per cent.

HORSESHOES—Business continues good and quotations remain as before. We quote f.o.b. Toronto as follows: Iron shoes, No. 2 and larger, light, medium and heavy, \$3.60; snow shoes, \$3.85; light steel shoes, \$3.70; featherweight (all sizes), \$4.95; iron shoes, No. 1 and smaller, light, medium and heavy (all sizes), \$3.85; snow shoes, \$4; light steel shoes, \$3.95; featherweight (all sizes), \$4.95.

SCREWS—The demand for wood screws keeps steady and quite a large business is being done in machine screws. Discounts are: Flat head bright, 87½ and 10 per cent.; round head bright, 82½ and 10 per cent.; flat head brass, 80 and 10 per cent.; round head brass, 75 and 10 per cent.; round head bronze, 65 per cent., and flat head bronze at 70 per cent.

RIVETS AND BURRS—A steady and generally satisfactory trade is still the feature of rivets and burrs. We quote: Iron rivets, 60 and 10 per cent.; iron burrs, 55 per cent.; copper rivets and burrs 25 and 5 per cent.

BOLTS AND NUTS—There is no apparent falling off in the demand for bolts. On the contrary, some houses report that business during the past week has been even more active than before. Prices seem quite firm. We now quote prices as follows: Carriage bolts, common (\$1 list), 55 and 5 per cent.; carriage bolts, full square (\$2.40 list), 60 and 5 per cent.; carriage bolts, Norway iron (\$3 list), 60 and 5 per cent.; machine bolts, all sizes, 55 and 5 per cent.; coach screws, 70 per cent.

POULTRY NETTING—New prices have been issued on poultry netting and they are rather lower than those previously ruling. We quote: 2-in. mesh 19 w.g., 60 per cent. off the list; 2 in. mesh 18 w.g. and heavier, 50 and 10 per cent. Very little business is being done, as most of the orders have apparently been booked.

GREEN WIRE CLOTH—According to advices which the jobbers have received from the manufacturers, the price of green wire cloth for next season is likely to again rule at \$1.35 per 100 sq. ft. the same as last season.

ROPE—Very little business is being done. Prices remain steady. We quote base price as follows: Pure manila, 15½c.; British manila, 12½c.; sisal, 11½c.

SPORTING GOODS—Very little business is being done, and it is now likely to remain quiet for some time.

CUTLERY—Orders for the holiday trade are coming in fairly well.

BUILDING PAPER—There is quite a brisk movement in building paper this week, some good shipments having been made. We quote: Tarred roofing, \$1.70; building paper, 30c.; tarred paper, 40c.

ELBOWS AND STOVEPIPES—Large quantities of these are going forward this week, and prices are unchanged. We quote: Stovepipes, \$7 to \$7.50; elbows, 5 and 6 inch common, \$1.20; 7 inch, \$1.35; polished, 15c. per dozen extra.

STOVES AND FURNACES—Business keeps brisk in both these lines, and difficulty is being experienced in filling orders.

HARVEST TOOLS—No new orders are practically now being received, but the manufacturers claim that they are expecting some difficulty in being able to fill orders promptly that have already been placed. Discount, 70 per cent.

CEMENT—The demand for cement is falling off, and sales are becoming slow, and will be so until the beginning of February next, when the spring orders will start

to come in. We quote as follows: Canadian portland, Rathbun's "Star," \$2.25 to \$2.65; "Beaver," \$2.10 to \$2.50; "Ensign," \$1.90 to \$2.30; German, \$3.15; English, \$3; Belgian, \$2.50 to \$2.75; Canadian hydraulic, \$1.25 to \$1.50 per bbl.

METALS.

The metal market continues to occupy a good position. Pig iron continues active and firm in price. All sheet metals are going out well, and the demand for ingot metals is moderate. The only change we have to note in prices is an advance of 1c. in pig tin.

PIG IRON—A good business is being done in pig iron and prices keep firm. The idea as to price is still \$18 for No. 2 on track Toronto, and \$17.50 for No. 3. The Southern furnaces have advanced their prices another 50c. per ton during the past week, and the quotation is \$11.50 per ton, Birmingham.

STEEL—The demand continues fairly good and prices firm. Billets are still scarce and dear in the United States and negotiations are now on for the importation of several thousand tons. We quote: Merchantable cast steel, 9 to 15c. per lb.; drill steel, 8 to 10c. per lb.; "BC" and "Black Diamond" tool steel, 10 to 11c.; Jessop's, Morton's and Firth's tool steel, 14c.; toe calk steel, \$2.85 to \$3; tire steel, \$2.30 to \$2.50; sleighshoe steel; \$2.10 to \$2.25; reeled machinery steel, \$3, hoop steel, \$3.10.

BAR IRON—Trade continues brisk. Scrap is very scarce, and another advance of 5c. per 100-lb. is thought by some to be not improbable in the near future. We quote \$1.95 to \$2.05 per 100 lb. Extras cut to lengths while rolling: 2 ft. and over, 10c. per 100 lb.; 1 ft. and under 2 ft., 15c.; under 1 ft., 20c.; over 20 ft. by special agreement, according to length and size.

BLACK SHEETS—The demand continues good. We quote: Common, \$3.15 for 28 gauge; and dead flat at \$2.50 for 26 gauge.

CANADA PLATES—Although the demand keeps brisk, stocks are getting into better shape. Import orders have been pretty well delivered. We quote: All dull, \$3.15; half polished, \$3.25; and all bright, \$3.75.

GALVANIZED SHEETS—Business continues good. Stocks, while not large, are sufficient to supply the demand. The ruling idea as to price is still \$4.60 for English brands in case lots and \$4.75 in less quantities.

TIN—The strength of the outside markets has somewhat stimulated the demand during the past week, and quotations are 1c. higher, now ruling at 30 to 31c. per lb. At the time of writing, the London and New York markets have again taken an easier turn.

Oakey's

The original and only Genuine Preparation for Cleaning Cutlery.
6d. and 1s. Canisters.

'WELLINGTON' KNIFE POLISH

JOHN OAKEY & SONS, LIMITED

MANUFACTURERS OF

Emery, Black Lead, Emery, Glass and
Flint Cloths and Papers, etc.

Wellington Mills, London, England.

Agent:

JOHN FORMAN, 644 Craig Street
MONTREAL

COVERT MFG. CO.

West Troy, N.Y.

Steel Carriage and
Wagon Jacks,

Harness Snaps, Chain, Rope and Web
Goods, etc.

FOR SALE BY JOBBERS AT MFRS. PRICES.

PRIEST'S CLIPPERS

Largest Variety,
Toilet, Hand, Electric Power
ARE THE BEST.
Highest Quality Grooming and
Sheep-Shearing Machines.
WE MAKE THEM.
SEND FOR CATALOGUE TO
American Shearer Mfg. Co., Nashua, N.H., U.S.A.

The Best Door Closer is . . .

NEWMAN'S INVINCIBLE FLOOR SPRING

Will close a door silently against any pressure of wind. Has many working advantages over the ordinary spring, and has twice the wear. In use throughout Great Britain and the Colonies. Gives perfect satisfaction. Made only by

W. NEWMAN & SONS, Birmingham.

Oneida Community Goods

HALTERS, COW TIES, SNAPS, etc., etc.,

in all sizes and styles. May be had of all
jobbers throughout Canada.

Factory—NIAGARA FALLS, ONT.

MACKENZIE BROS.

HARDWARE

MANUFACTURERS' AGENTS,

Travellers covering Manitoba,
Northwest Territories and
British Columbia. ; **WINNIPEG
MAN.**

CORRESPONDENCE SOLICITED.

"PULLMAN"

TROUSER or SKIRT HANGERS.
TWO SIZES



PULLMAN SASH BALANCE CO.,
ROCHESTER, N.Y., U.S.A.

TINPLATES—The demand is active and fairly good quantities have been moving. I C is still quoted at \$4.75.

TINNED SHEETS—The demand is hardly as brisk as it was, being now only moderate. The idea for 28 gauge is still 8½c.

COPPER—A little better movement is being experienced this week in ingot copper. Sheet copper continues in active request. We quote ingot at 17¾c. per lb. and sheet at 23 to 25c. per lb. The outside copper markets rule firm.

BRASS—A fair amount of business is being done this week. Discount 10 per cent. on rod and sheet.

SOLDER—A moderate request is being experienced. We quote: Half-and-half, guaranteed, 19½c.; do., commercial, 19c.; refined, 18½c.; wiping, 18c.

LEAD—The demand is fairly good at 4 to 4¼c. per lb. The outside markets are quiet and steady.

IRON PIPE—A fairly good movement is still being experienced. We quote 1 inch black at \$5 and 1 inch galvanized at \$7.36.

SPELTER—The outside markets rule firm, and locally there is a good demand at unchanged prices, namely, 5½ to 6c. per lb.

ZINC SHEET—Business continues good. We quote: Casks, 6 to 6¼c., and part casks, 6½ to 7c.

ANTIMONY—Only a fair business is being done. We still quote 10½ to 11c. per lb.

PAINTS AND OILS.

The volume of trade in paints and oils has slightly fallen off, but for November it has been and is still good. In white leads there is a good demand, but liquid paints are quiet. The price of raw and boiled linseed oil is firm with no change, and trade in this line is fairly active. Turpentine is quiet, but prices are steady. Shellac gum has advanced another 3c. per lb., and the New York market, on which the Toronto market depends, is very unsettled. The prices in other lines remain unchanged, but are firm out of sympathy with the high price of linseed oil and turpentine. We quote:

WHITE LEAD—Ex Toronto, pure white lead, \$6.12½; No. 1, \$5.75; No. 2, \$5.37½; No. 3, \$5.00; No. 4, \$4.62½; genuine dry white lead in casks, \$5.12½.

RED LEAD—Genuine, in casks of 560 lb. \$5.12½; ditto, in kegs of 100 lb., \$5.50; No. 1, in casks of 560 lb., \$4; ditto, kegs of 100 lb., \$4.50.

LITHARGE—Genuine, 6 to 6½c.

ORANGE MINERAL—Genuine, 7½ to 8c.

WHITE ZINC—Genuine, French V.M., in casks, \$6 to \$6.25; Lehigh, in casks, \$6.

BENZINE—In barrel lots, 16½c. per gal.; less quantities, 25c. per gal.

PARIS WHITE—90c. to \$1 per 100 lb.

WHITING—65c. per 100 lb.; Gilders' whiting, 80c.

GUM SHELLAC—In cases, 35c.; in less than cases, 40c. per lb.

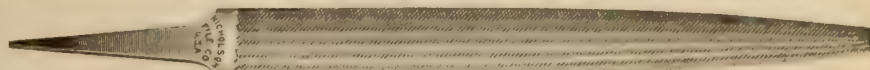
PUTTY—Bladders, in bbls., \$2.25; bladders, in 100 lb. kegs, \$2.40; bulk in bbls., \$1.90; bulk, less than bbls. and up to 100 lb., \$2.05; bladders, bulk or tins, less than 100 lb., \$2.90.

PLASTER PARIS—New Brunswick, \$1.90 per bbl.

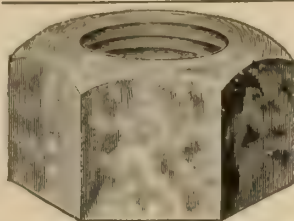
FILES

7 FACTORIES
10 BRANDS

RASPS



NICHOLSON FILE CO., Providence, R.I., U.S.A.



THE JOHN MORROW MACHINE SCREW COMPANY, Limited

Manufacturers of

Set and Cap Screws, Special Milled Work, Engine Studs, Etc. Cold Punched Nuts of every variety of finish.

INGERSOLL, ONTARIO.



LEADED ART GLASS

That will please your client is manufactured by

THE WOOD ART GLASS CO., London, Ont.

Catalogue or Special Designs on Application.

PUMICE STONE—Powdered, \$2.50 per cwt. in bbls., and 4 to 5c. per lb. in less quantity; lump, 10c. in small lots, and 8c. in bbls.

LIQUID PAINTS—Pure, \$1.20 to \$1.30 per gal.

CASTOR OIL—English, in cases, 9½ to 10c. per lb. and 10 to 10½c. for single tins.

LINSEED OIL—Raw, 1 to 4 barrels, 81c.; boiled, 84c.; 5 to 9 barrels, raw, 80c.; boiled, 83c., delivered. To Toronto, Hamilton and London, 2c. less.

TURPENTINE—Single barrels, 59c.; 2 to 4 barrels, 58c., delivered. Toronto, Hamilton and London 1c. less. For less quantities than barrels, 5c. per gallon extra will be added, and for 5-gallon packages, 50c., and 10-gallon packages, 80c. will be charged.

GLASS.

There still continues a brisk demand for glass, and jobbers are busy getting out their orders. Sufficient import orders have arrived to supply all the wants of the Toronto dealers, but in other centres there still is a great scarcity in some of the sizes, so that glass men are unable to fill their orders. The price remains high and will likely stay there for a considerable time. We quote: Under 26 in., \$4.25; 26 to 40 in., \$4.65; 41 to 50 in., \$5.10; 51 to 60 in., \$5.35; 61 to 70 in., \$5.75; 71 to 80, \$6.25; 81 to 85, \$7; 86 to 90, \$7.75; Toronto, Hamilton and London. Terms, 4 months, or 3 per cent. 30 days.

OLD MATERIAL.

Trade in this line is good with a brisk demand and an unlimited supply. Dealers say that there will be a good movement in this line till the middle of December. The prices are unchanged from last week, but are firm with a tendency to go up. We quote jobbers' prices as follows: Agricultural 60c. per cwt.; machinery cast, 60c. scrap, per cwt.; stove cast, 40c.; No. 1 wrought 50c. per 100 lb.; new light scrap copper, 12c. per lb.; bottoms, 11½c.; heavy copper, 13c.; coil wire scrap,

12½c.; light brass, 7c.; heavy yellow brass, 10c. heavy red brass, 10¼c.; scrap lead, 2½c.; zinc, 2¼c.; scrap rubber, 6¾c.; good country mixed rags, 50 to 60c.; clean dry bones, 40 to 50c. per 100 lb.

PETROLEUM.

Trade in this line is reported very steady, as the first rush of the season is over. Prices remain unchanged. We quote: Pratt's Astral, 16½ to 17c. in bulk (barrels, \$1 extra); American water white, 17 to 17½c. in barrels; Photogene, 16½ to 17c.; Sarnia water white, 16 to 16½c. in barrels; Sarnia prime white, 14½ to 15c. in barrels.

COAL.

The prices of coal are steady, but no advance has been made. There is still a scarcity of cars, which will continue until the close of navigation, when it is expected a number of cars will be taken off the grain routes and devoted to other work. We quote at international bridges: Grate, \$4.75 per gross ton; egg, stove and nut, \$5 per gross ton; soft coal, \$2 to \$2.75 in bond, according to grade.

MARKET NOTES.

Pig lead is quoted 1c. higher.

There is still a good movement in white leads reported.

Barb, plain twist and galvanized wire is quoted 5c. lower.

New prices are out on poultry netting. They show a slight reduction.

After the close of navigation, coal dealers expect that more cars will be put on for the coal carrying trade.

Although the shortage in glass in Toronto has been relieved by the timely arrival of shipments from Europe, the scarcity in other centres is still great and prices remain high.

Shellac is still on the rise, and according to latest advices from Calcutta the cheapest grade of shellac will cost there 34½c. per lb. Locally the cheapest grade has advanced 3c. per lb.

WARNOCK AND CO.'S ANNUAL BANQUET.

THE annual banquet of the employees of James Warnock & Co., Galt, was held on the evening of the 15th inst. Covers were laid for 75, and the shop superintendent, Mr. Geo. Fairgrieve, occupied the chair, and Messrs. F. Rodolison and Chas. Stewart, the vice chairs.

The menu was excellent and besides the roast list there was a good musical programme.

Mr. George Fairgrieve, chairman, in his inaugural address, managed to inject a quota of quiet humor into his modest oration. The "hits" were applicable only to the Galt Axe Factory, and so are not of public interest, but they were just the thing for the occasion. "I am honored, gentlemen," said Mr. Fairgrieve, "in presiding over such a gathering as this, but you will forgive me if I say, that, to a man so modest as myself, my office savors somewhat of the sweat box." Mr. Fairgrieve read several telegraphic greetings and regrets:

Would like to be with you, but am prevented; am recalling Mabey pamphlet—G. W. Ross.

Am delighted and honored that you have named your latest gear after me.—Duke of York, Prince of Wales.

Sorry that I can't be with you, but am figuring on a big job for the spring; can't spare a night off.—J. P. Whitney.

Mr. F. H. Hayhurst, manager for James Warnock & Co., followed wittily and gracefully. He referred to the increase in the family, and was inclined to believe that it would be difficult to accommodate a similar addition at the dinner of 1902. It was a splendid showing, and they were all there to have a good time. He hoped, and felt sure, they would have it. Mr. Hayhurst emulated Mr. Fairgrieve in character and delineation as seen in the industrial hive on North Water street. He humorously noted peculiarities and personalities, with droll and acceptable effect. Mr. Hayhurst gave evidence of his appreciation of factory and men. And later on, he said that better mechanics did not exist, nor were there men more versatile. They excelled as workmen, and combined with this accomplishments of a high order. Indeed, he doubted whether a shop twice the size could surpass them in this respect.

The Galt Reformer prefaced its report of the banquet with the following tribute to the firm:

"In the forties, when the country was a strippling, when Ontario was Upper Canada, and the forest rane with the pioneer's axe, the Galt Axe Factory supplied this means of transformation, of evolution, and was a factor in the expansion of settlement and clearing.

"The motto was progress, as was result, and onward surged the tide of advancement. The populous towns and cities, the broad and fertile acres, all attest the work and its success. And with the Province in its forward stride has gone the industrial establishment, which shared and helped to make its history. The Galt Axe Factory was born when this Ontario was young—the story of one is the tale of both; and their prosperity has followed a parallel course.

"Eventually, years ago, the Galt Axe Factory passed under the ownership and

management of James Warnock & Co. Mr. Warnock guided the helm till he reached the harbor where mortals anchor. He crossed the bar, and his mantle fell upon another.

"The present manager, Mr. F. H. Hayhurst, has upheld most worthily the prestige to which he succeeded, and to-day the firm's reputation is in keeping with its record."

AN ACTIVE STOVE TRADE.

THE stove season for 1901 is now nearing a close, as far as the manufacturers are concerned, and to The McClary Co., of London, Ont., this has been the crowning year in their experience. Although their foundries, which are among the largest in Canada, have been running their full capacity all year, as well as a good deal of overtime, this company are said to have been forced to cancel thousands of dollars' worth of orders, because they were unable to turn out the goods in time.

This great popularity of McClary's "Famous" stoves and furnaces is not the result of mere accident, or of any sudden caprice on the part of the stove-buying public, but is due to over 50 years of honest dealing with their customers, up-to-date goods, a level-headed use of experience gained, and prices right. During this long period of years the McClary people have, from time to time, brought out many new and improved stoves and furnaces, and have always, with the help of judicious advertising, found a ready market for their new lines. The advertising of The McClary Company has, in the last few years, become so important a factor in their business that they felt the necessity of making it a distinct department, which was done last spring. Since then this work has been under the management of Mr. J. E. McConnell.

This year the company have advertised only three lines, viz.: the "Famous Active" range; the "Cornwall" steel range; and the "Sunshine" furnace.

The "Famous Active" is their leading cast-iron range, and is, perhaps, the best known and most popular kitchen stove in Canada. It is one of the most handsome, and is equipped with all the later improvements, including ventilated oven, basting door and thermometer. Besides these, it has many other strong features, such as clinkerless duplex grates; heavy sectional cast-iron linings, a thick layer of cement between bottom of stove and the oven steel lining, poker hole in fire door, sectional covers, and an exceptionally rich nickel dress.

The "Cornwall" steel range is quite new on the market, and yet its sales and the general satisfaction reported from those in use, already assure its success. This range has a clean, graceful outline, distinctly its own, and this shapely build combined with its rich nickel dress, which contrasts beautifully with the highly-polished hammered steel body, makes the "Cornwall" a range of which The McClary Co. have just reason to be proud.

The "Sunshine" is the furnace which The McClary Manufacturing Co. have been advertising this year, and when it is known that scores of orders for this hot-air heater have had to be cancelled, because the furnaces could not be supplied, some idea of its success and popularity may be formed. The "Sunshine" is made in three sizes; burns coal, coke, or wood, and has every known improvement.

THE INCREASED USE OF TERNE PLATE ROOFING

A CAREFUL inquiry into the state of the roofing-plate trade, says Tin and Terne, develops the interesting fact that the production has increased to a very marked degree of late. As a result of careful investigation it may be stated that the production of all grades of terne plate in the first six months of this year exceeded the production in the same period last year by fully 96 per cent., so that in the space of one year the production has very nearly doubled.

The indiscriminate use of any kind of terne plate for roofing a few years ago gave this form of roofing a rather bad reputation in some quarters. A good many of the producers were possibly not very well informed as to the proper processes to make a roofing plate which would stand the weather, and those makers who have steadily produced a good article had to suffer along with the whole trade. Added to this was the general lack of information as to how a roof should be taken care of in order to get the best results. There has of late been more thought given to the subject of paint, and there is no question that makers of terne plates are putting up a better article than formerly. The public also is learning to discriminate and not use the cheapest grade obtainable, but is rather buying a better grade, which naturally gives better results and leads to increased consumption.

The evidence that the tendency is toward the better grade of roofing, as against lightly-coated plates which should be used for temporary structures only, lies in the fact that while last year the quantity of terne plate produced which carried a coating heavier than, say, 18 pounds per double box, was about one-fourth the total terne plate production, the proportion in the first half of this year is found to be close to one-third, the increase in the production of common ternes being probably a little under 85 per cent., while the increase in the production of the heavily-coated plates was close to 130 per cent.

There is no question in the minds of those who have made a careful study of the subject that terne plate is the best form of roofing, all things considered, provided the plate is of good quality and the roof is properly taken care of. The trouble has been to make sure that good plates were being used on the building and that the roof was properly taken care of afterward. It is not an easy matter for an architect to persuade a builder to employ the best material, and architects have frequently refrained from specifying a particular brand, which they had reason to believe would be satisfactory, for fear of their motives being questioned. It is very gratifying to note that all signs point to a continued increase in the consumption of terne plate. While the production now does not constitute more than one-eighth of the total production of tin and terne plate in the United States, a continuance of the increase noted in the past year will soon put this branch of tinplate industry in a more important place than it formerly held.

Window Glass

Window Glass

We are receiving large consignments of Window Glass by the following Steamers, viz. :

**Belgian, Mexican,
Boliviana, Cebriana**—

and will be able to fill all orders promptly.

**THE JOHN BOWMAN
HARDWARE & COAL CO.,
LONDON, ONT.**

ESTABLISHED 1860.



IMPROVED NEW PROCESS.

Smokeless Oil Heaters

These are the Oil Heaters that have made a good many **warm** friends during the past five years, and kept our competitors **hot** trying to equal them.

Absolutely smokeless. The Wick cannot be raised enough to smoke. They have Automatic Extinguishers.

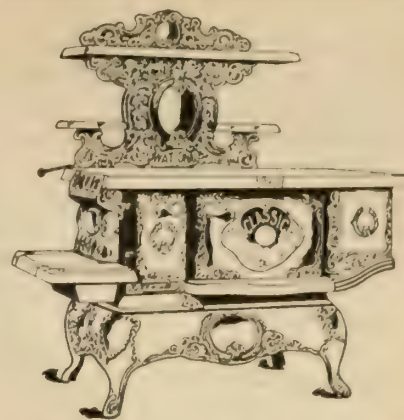
INCORPORATED 1895.



IMPROVED STANDARD.

The THOS. DAVIDSON MFG. CO., Limited,

MONTREAL.



CLASSIC NATIONAL

6-Hole Range.

Notice the clean cut, handsome carving, which harmonizes exactly with the plain surfaces, beautifully finished castings, Breton stretched patent leveled steel oven, which will neither warp or crack and responds quickly to a small fire. Nothing made in Canada like it.

**THE MOFFAT STOVE CO., Limited,
WESTON, ONT.**

SMOKELESS CARTRIDGES AND CHEAP GUNS.

THE rapidly-increasing use of smokeless powder during the past three years has been the cause of much trouble, vexation of spirit, and considerable financial loss in the gun trade, as well as numerous accidents, more or less serious, among the would-be nimrods. This trouble is not confined to any one section of Canada, but is common to all points where men with cheap guns go a-gunning.

Probably 85 per cent. of the guns in general use in Canada are the make known as Belgian; and up to the introduction of smokeless powder gave very good satisfaction, more particularly to those who, having only brief periods to indulge their sporting proclivities, were not anxious to lock up larger sums of money in a fowling piece that would, perhaps, not see the light of day 20 times in a year.

The Belgian guns are subjected to rigid Government inspection before being shipped, but the tests are all made with black powder. It is not surprising, therefore, that when these guns are used with smokeless cartridges there is trouble.

The effect of the smokeless cartridges on the Belgian guns is very curious. In some instances it renders them loose and shaky in every part; a few burst outright, and the barrels are ripped up for more than half their length; but by far the larger number show a break or crack right through the breach action, the metal having very much the appearance of an elm stick broken across the knee, being slightly splintered from both sides. When any one of these things happens, the man who bought the gun goes back to the man who sold it and declares it to be no good. The merchant returns it to the jobber with a similar complaint, and the jobber has no recourse but in turn to send it back to the manufacturer. In this way endless trouble and annoyance has arisen.

Many jobbers have for some time made a practice of heading invoices sent with these guns "For use with black powder only," but the retail merchant is often careless in his manner of repeating this warning to the customer, or ignores it altogether. In very many cases, also, the purchasers of these guns not only use smokeless cartridges, but — under the mistaken idea that if a little is good, more must be better — they use heavy charges of the same. If smokeless powder is to be used, in even the best grade of Belgian guns, the charge should not exceed 42 grains for a 12 bore. The only safe course, however, is under no circumstances to use smokeless cartridges costing less than

from \$15 to \$20 wholesale. To effectually prevent all mistakes it would be well for all jobbers of Belgian guns to have a small printed tag attached to each before shipping, this tag to read: "WARNING—For use with black powder only."

The whole situation may be summed up in one phrase: Buy a more expensive gun or use black powder.

EXCEEDED EXPECTATIONS.

The business of The Paulin Stove and Furnace Co., Simcoe, Ont., has exceeded all expectations to such an extent that a new addition has had to be built to their premises, and still more room is wanted. The stove and heating business has been particularly good, both for them and others engaged in the same line of trade.

In renewing their subscription to *HARDWARE AND METAL*, they say: "As subscribers to your excellent journal, we beg to state that no firm that wishes to be up to date and familiar with the latest quotations and methods of doing an up-to-date and profitable business can afford to be without it."

A LETTER OF APPRECIATION.

Ed. *HARDWARE AND METAL*,—Permit me to express to you, on behalf of the Canadian Manufacturers' Association, my thanks for your very full and complete account of the proceedings of the recent annual meeting of the association held in the city of Montreal. The reports were very full and correct, and should assist much in making the aims and objects of the Manufacturers' Association more thoroughly known throughout Canada.

T. A. RUSSELL,

Secretary.

Toronto, November 18.

TO VISIT THE WEST INDIES.

Canadian manufacturers seem to be taking more interest in the possibilities of trade with the British West Indies. Pickford & Black have just been advised that the president and secretary of the Canadian Manufacturers' Association will sail for Barbadoes, Trinidad and Demerara, on a voyage of inquiry. They will probably go on the ss. Orinoco, which sails from Halifax on December 2 and will be due to return about the middle of January.

A voyage to the tropics during the winter months is a delightful way to spend a few weeks, if one has the leisure, and the Orinoco, of the Pickford & Black Line, is a splendid ship to go on.

THE CANADA PAINT CO'Y LIMITED

CAR PAINT

BARN PAINT

DECK PAINT

IRON PAINT

MAST PAINT

POLE PAINT

ROOF PAINT

BUGGY PAINT

COACH PAINT

CHAIR PAINT

FLOOR PAINT

HOUSE PAINT

FENCE PAINT

SHIP PAINT

STEEL PAINT

OXIDE PAINT

VILLA PAINT

WAGON PAINT

COPPER PAINT

FRESCO PAINT

OPALITE PAINT

VERANDAH PAINT

GIRDER PAINT

IMPLEMENT PAINT

BLACKBOARD PAINT

THE CANADA PAINT CO'Y LIMITED

MONTREAL and TORONTO

TO THE PAINT TRADE:



Five years ago we opened a warehouse in Montreal, and since that time have had our share of the Paint business in Quebec, Ontario and the West.

This trade has **increased so considerably**, that we now find it necessary to **open a factory in Montreal** to manufacture for the Quebec and Western trade.

We are now fitting up such a factory at **56 Wellington Street**, which will be equipped with the **most up-to-date mills and machinery**, and where we will have our **whole Montreal establishment under one roof**, enabling us to execute orders without loss of time.

Combined with our most modern plant for **Paint, Dry Color and Varnish** making, we manufacture all the **tin and sheet-iron packages** in which such goods are sold. This is an important matter, as it gives us a decided advantage over those who require to buy their packages. This additional equipment gives us two of the **most complete paint-manufacturing establishments in Canada**.

Our Montreal establishment will be under the management of Mr. Geo. M. Edwards, B. Sc., who had his early practical experience with Mr. William Johnson, and has for the last five years been with us in Halifax.

Sole
Manufacturers
in Canada of



What we now look for is a **continuance of our rapidly - increasing trade**, particularly in Quebec, Ontario and the West, knowing that we can compete with others to advantage.

Our travellers will be on the road as usual, and we bespeak for them your favorable consideration.

Henderson & Potts

HALIFAX and MONTREAL.

HEATING AND PLUMBING

THE WATER METER AS A SANITARY AGENT.*

THE value of the water meter as an aid in husbanding scanty water supplies and postponing the day when additional pumps, larger mains and more capacious reservoirs will become imperative is fully appreciated by most waterworks men. Members of the same class, as a rule, also appreciate the fact that the water meter is the most equitable and reliable means of apportioning the cost of public water supplies between private consumers. But neither waterworks superintendents nor any other class of city officials have more than begun to realize the possibilities of the water meter as an aid to sanitation. As for the general public, and even large numbers of health officers and other sanitarians, the water meter is commonly looked upon by them as a sanitary evil rather than a sanitary necessity. In fact, nearly everyone who has introduced or tried to introduce the meter system knows only too well that the strongest opposition encountered often centres around the plea that meters are a menace to health because they cause people to skimp in the use of water. The weakness of this and other assertions that meters are unsanitary has been repeatedly shown, but so far as I am aware no one has considered the water meter from the single standpoint of its beneficial relation to the public health.

The chief sanitary benefits which result from the use of water meters, are:

1. Pure water supplies.
2. A wider and freer use of public water supplies.

The extension of sewerage systems and their introduction into the smaller cities and towns.

1. More money rendered available for other sanitary improvements.

1. The need for pure water can scarcely be overestimated. Typhoid fever alone, a large percentage of which is due to impure water, claims its thousands of lives every year. Besides this disease many other minor ailments and much poor health are due to unwholesome water. The indirect damage to health resulting from water which is so muddy or otherwise unpleasant as to discourage rather than encourage its use for bathing purposes cannot be estimated.

The rapid increase in water consumption on the one hand and the equally rapid pollution of water supplies on the other renders the problem of securing pure water more difficult every year. The growing appreciation of the dangers of polluted water supplies, welcome as it is, adds to the perplexities of those charged with the administration of waterworks plants. As the consumption and waste of water mounts up, the choice gradually narrows to some distant source of supply or the purification of water from some nearby source. Even if the former is chosen the chances are that sooner or later purification will be required.

The greatest obstacle to any improvement in the character of water supplies, whether by purification or going further afield, is the large volume required to meet present demands and the far greater quantity that must be provided to keep pace with the increasing use and waste. The consensus of opinion on the part of all who have given careful attention to the subject is that waste, not use, is chiefly responsible for the leaps and bounds in water consumption, and that the waste may be curtailed, often to the extent of cutting the total consumption in half, by the use of meters. If this be true, and I am firmly convinced that it is, then the water meter may be made one of the most efficient sanitary agents of the century. Its universal introduction would go far toward solving the problem of providing pure water to every city dweller in the country.

Incidentally the meter system would aid in the struggle for pure water by diminishing the amount of sewage and thus simplifying and cheapening its final disposal without polluting some water supply. This, in itself, is a strong argument in favor of the use of the meter.

2. A wider and freer use of public water supplies would follow the universal meter system. The reduced cost of the smaller supply, both in construction and operation, would make works feasible in many places now without them and would aid in extending existing plants to sparsely settled districts. In all except the larger cities of the country there are many people living on streets provided with water mains who continue to use private wells, often badly polluted, rather than pay a yearly rental for water. Reductions in this rental, made possible by the use of meters, would encourage the abandonment of wells.

In addition to the foregoing considerations, and in some respects still more important, the meter system would extend the use of water by people of moderate means and by the very poor, many of whom, under schedule rates, have access to but one faucet for drawing water. That faucet is located over the kitchen sink or in some common hallway or yard. Cold water is all that can be drawn from it, which materially lessens its use for sanitary purposes. Now, meters not only tend to lower water rates through the saving in water already noted, but they make possible a complete readjustment of the cost of water service. First, they make it easy to place the cost of fire protection, street sprinkling and water for public building in the general tax levy, or to assess it upon the real and personal estate and the several public departments directly benefited. This would naturally lessen the portion of the cost of water service which would fall upon the private consumers. The water meter would then distribute the cost of private service, not according to the number and kind of plumbing fixtures a family happens to have, but in proportion to the actual amount of water which it uses and wastes. By means of this reduction and equalization of the cost of domestic service a family which, under fixture rates, could afford only a cold water faucet at the kitchen sink,

might, under the meter plan, at no additional expense, have a bathtub and other fixtures with hot and cold water, and perhaps a water closet besides.

3. The relations between water supply and sewerage are so intimate that what favors the introduction of one ought always to favor the others as well. All small, and an increasing number of large, towns are being sewered on the separate plan—that is, one set of conduits removes household wastes, or sewerage proper, and (but often not till years later), another set is provided for the removal of storm water. Obviously, the less the water consumption the less will be the sewage and the smaller may be the pipe system. If the sewage is either pumped or purified any decrease in amount is doubly welcome. The net effect of the use of meters on the sewerage system is to reduce its cost, and thus to make it more readily available to all cities and towns and to all people in each city. The introduction of sewerage systems, and their use after being introduced, is far less general than is the case with public water supplies. Moreover, many people defer water connections until sewer connections can also be made on account of the well-known cesspool nuisance. The sanitary benefits of sewerage connections with the abolition of privies and cesspools are too obvious to need exposition here.

4. Thus far the water meter has been considered in relation to the public through the waterworks and sewerage systems. Important as these facilities are, it should not be forgotten that every dollar that can be saved through the use of meters is urgently needed for the sanitary betterment of the city in other particulars. Water supply, very properly, has always ranked first among municipal public works. But hundreds of American cities are spending money in a vain struggle to keep pace with increasing water consumption and waste, which, under a proper meter system, would be available for such sanitary needs as improved methods of sewage and garbage disposal, sanitary pavements, healthful school buildings, efficient health board work, and ample parks and playgrounds.

BUILDING AT WINGHAM, ONT.

All this season extensive building operations have been in progress at Wingham, Ont. The cost of the buildings in course of construction is in the neighborhood of \$70,000. The most important are the Methodist Church, to cost about \$17,000; the National Iron Works, costing \$30,000; the residence of Thomas Milligan, for \$1,200; Thomas Armstrong's dwelling, to cost \$1,400; J. J. Elliott's residence, for \$1,500; R. Robinson's house, to cost \$1,300; Wm. Rinton's brick dwelling, which will be worth \$1,000 when completed; John Wilson's dwelling, for \$2,000; Wm. Nicholson's brick residence, for \$2,000; John Ritchie's house, for \$3,000; Dr. Chisholm's house, costing \$2,000; Fred. Johnston's brick house, costing \$2,000; Fred. Johnston's house, for \$1,400; Geo. A. Newton's two houses, costing about \$800; Samuel Bennett's residence, costing \$1,600; Jas.

* Paper read by M. N. Bak r., of New York City, at the eighth annual convention of the American Society of Municipal Improvements, at Niagara Falls, N.Y., October 24, 1904.

BUSINESS NEWS

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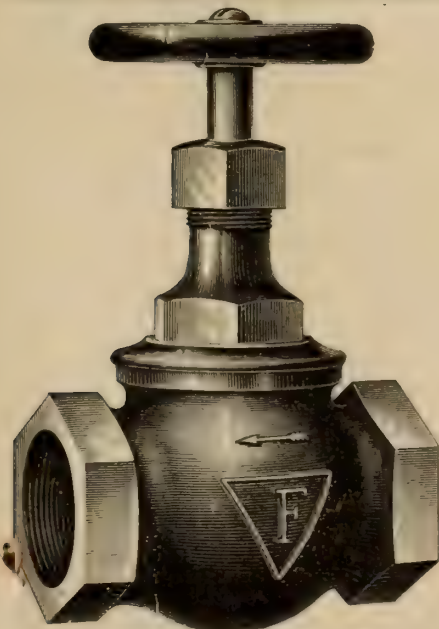
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THE FAIRBANKS COMPANY, 749 Craig St., MONTREAL

John S. Smith's house, for \$1,000; John A. McArthur's two houses, costing each, \$1,000; John Gilling's new brick veneered house, for \$1,000; R. Maxwell's new house, for \$870; John Macracken's new brick house, for \$1,250; Mrs. Campbell's new house, for \$1,200; Frank A. Angus, repairs to his sawmill, costing \$500; and I. C. Graham's new greenhouse, for \$1,000.

LEAKS.

IN January last the manager of a large estate came into our office in a desperate hurry and asked that some one go with him to one of their houses to diagnose the case of a steam boiler gone suddenly out of commission. The weather was so cold that it was out of the question to take time to put in a new boiler, and it must be fixed on the spot somehow.

His ground certainly seemed to be well taken, when it was considered that the tenants were of that class who seize on any pretext to move out and leave a quarter's rent overdue. "Must bluff 'em through the winter somehow," he pleaded.

I found the boiler to be an upright tubular, very dirty as to tubes, and neglected looking withal. After rummaging about the firebox for some time with a poker, I discovered a hole in the O. G. flange of the inner shell, at the bottom, and the iron so thin about it, that it was easily enlarged by simply twisting the poker. I explained to the manager in carefully chosen words the utter hopelessness of doing anything with it. Then I qualified that by saying it was possible to patch it, but that it would take as long to do that as to put in a new boiler, and after it was done I could not guarantee the job, for I didn't know where it would break out next. I thought the time would be better employed, putting in a new one. I then explained that the boiler must be disconnected and laid on its side, to get at it properly, would take two days to do it, and I again repeated, with emphasis, we could not guarantee it; probably start some other holes handling the boiler.

"How long will it take you to put in a new one?"

"Two days," I promptly answered.

Evidently he had been there before, for he almost snarled back at me, "Yes, two days after you get it." Then with new inspiration, he said, "Can't you plaster or brick it up?"

Seeing that further discussion was useless, and finding myself getting warm under the collar talking to him, I said I would call him up at his office in half an hour, and tell him the best I could do. (Thought it easier to surrender the job over the wire than waste time jawing about it there.)

In going back to the shop I made up my mind that if anything could be done we had one particular man who could do it. So I laid the facts before him, to act on as he saw fit.

He gave me a pitying smile as he remarked, "That's easy. I'll fix that up before dinner." I asked no questions, but let him go his way. He called on the manager on his road, and told him not to worry. At three o'clock he was

back at the shop, job finished, steam up, and everything lovely.

That boiler ran through the winter without interruption, and, like the seven-leagued boots, is running yet. The manager says he isn't worrying, so long as we have that man about.

What had he done? Merely cleaned the sediment and scale from inside the hole, sludged some Portland cement into it, and protected that on the outside with a piece of fire brick, bedded in more cement.

Surely many fitters would exclaim with our friend, the Father of Critics, "It's striking, but is it art?"—By "Plug" in Metal Worker.

BUILDING IN TORONTO.

Although the season is far advanced and winter is at hand, building operations in Toronto still continue. During the past week permits amounting to over \$82,000 were taken out from the Toronto City Commissioner's Office in the City Hall, a great part of this being for a four-storey factory of brick and stone, for The Canadian Kodak Co., Limited, costing \$30,000, to be erected on King street west, near Portland street. Other permits were given to A. Nicholson, for a two-storey brick residence, with attic, on Walmer road, for \$7,000, and another for the same applicant on Walmer road, for \$6,000; to the trustees of Olivet Baptist Church, for a church of brick and stone on Margueretta street, to cost \$4,000; to James Holdback, for a two-storey brick addition to front of dwelling at 612 Shaw street, to cost \$700; to Wm. Harris, for a three-storey frame building on the old fort grounds, to cost \$3,000; to Grace Hospital, for a four-storey brick hospital on Huron street, to cost \$3,000; to J. McLain, for a two-storey brick addition to No. 1 Grange road, for \$400; to Hobson Dunkley, for a two-storey brick dwelling on Macdonald avenue, to cost \$1,800; to E. Taylor, for a two-storey brick residence, with an attic, on Dovercourt road, for \$1,800; to T. B. Taylor, for a one-storey brick shed on King street, to cost \$800; to Mrs. F. Stocks, for a two-storey frame brick-clad dwelling on Hunter street, for \$1,600; to The Salada Tea Co., for a two-storey brick and stone addition to warehouse on Yonge street, to cost, \$5,500; to George Craig, for a pair of two-storey and attic semi-detached brick dwellings at 315 and 317 St. Clarens ave., for \$4,000; to A. J. Henderson, for a pair of two-storey semi-detached brick residences on Albany ave., to cost \$4,500; to Joseph Wright, for a \$5,000 brick and stone factory on Dalhousie street; and to John Canol for a couple of brick and frame houses at 205 and 207 Davenport road, for \$3,000.

BUILDING IN OTTAWA.

Building Inspector Pratt, of Ottawa, issued building permits during the past week to Ellen Rondall, for a brick-veneered dwelling on Dufferin street, to cost \$3,500; to Joseph Hartibise, for a brick-veneered dwelling on Murray street, for \$700; to S. J. Davis, for a brick-veneered residence on Jane street, to cost \$1,500; to James Walker, for a brick-veneered house on Elgin street, to cost \$1,000; and to Wm. Andrew, for a brick-veneered residence on Somerset street, for \$1,300.

PLUMBING AND HEATING CONTRACTS.

Although Maxwell, Doughty & Johnson, Bay street, are new comers in the field of plumbers and steam heating, they have secured the contract from The Toronto General Trusts Co. for the plumbing and steam heating of four houses on Simcoe street, amounting to about \$900; for the plumbing and steam heating of J. E. Hoar's three houses on Howland ave., amounting to about \$1,400; and the plumbing of eight houses for Thomas Lee on Gerrard street, worth about \$1,100.

The following contracts have been secured by W. Mashinter & Co.: the plumbing and heating of the new addition to Grace Hospital; the plumbing of J. G. Ramsay's house in Rosedale; the plumbing and heating of the residence of A. T. Brown, Rosedale.

Fiddes & Hogarth have secured contracts for the plumbing, steam heating and electric wiring of J. Hynes' hotel, at the corner of Queen and Hackney streets; the plumbing and heating of the house of James Poole, Rosedale; the plumbing of Miss Allan's residence in Rosedale; the hot-water heating of Wm. Wright's hotel at the corner of King and Parliament streets; the plumbing and hot-water heating of the store and warehouse of The Harold A. Wilson Co., Limited, King street; the plumbing on the new hydraulic dredge J. Israel Tarte; the plumbing and heating of W. E. White's residence, on Brunswick ave.; the plumbing of J. Deek's cottage, at Balmy Beach; and plumbing and heating of three houses on Queen street east, for Booth, Hutchison & Kent.

Carroll Bros., Montreal, are making alterations on St. Gabriel's Church, Point St. Charles, Montreal, and have contracts for plumbing and heating of two houses on Cathedral street, for Mr. John McCrorey; for the plumbing and gas fitting of a house at the corner of St. Antoine and Craig streets; for Mr. Baird; for the plumbing and heating of a house for Mr. James Tasker, on Union ave., and for the plumbing and heating of a house at Rock Island, Que., for Mr. Coates.

SOME BUILDING NOTES.

A. Lennox is building a stable at Grenfell, Ont.

J. McLeary, of Shawville, Que., has his new house almost finished.

Mr. McDonald's new house at Guilds, Ont., will soon be completed.

W. H. Elliott, Shawville, Que., has commenced building two new houses.

Should favorable weather continue, the new Presbyterian Church at Fordwich, Ont., will be completely shortly.

J. W. Ellis, of Orillia, Ont., will erect a handsome residence on a lot he has purchased there, next season.

Henry Boyce, who has recently purchased the Oliver homestead, at Orillia, is going to make extensive alterations to the premises.

The new hotel at Wolseley, N.W.T., which is a three-storey stone building, with a brick front, will soon be completed.

A two-storey addition to their Yonge street warehouse, to cost about \$5,500, is to be built by The Salada Tea Company.

Henry Clark has been awarded the contract for the erection of the caretaker's

cottage at the exhibition grounds. Fred erickson, N.B.

Thos. Richardson, Sarnia, Ont., has given the contract for a two-storey frame house to cost \$2,200, to D. Giffen, of the same place.

In response to a desire for increased hotel accommodation, the merchants of Hillsboro', N.B., have subscribed sufficient stock for a new hotel which is to be commenced next June, and will be thoroughly up-to-date in every particular.

The following have received the contract for the work on W. C. Dillon's new building on west Front street, Sarnia: Mason work and plastering, R. Couch; carpenter work, Robt. Jackson; plumbing, A. Joss; heating, Doherty Manufacturing Co.; galvanized iron work, W. J. Barrie, and painting and glazing, James Yard.

PLUMBING AND HEATING NOTES.

Lewis & Chatilly have registered as plumbers, at Montreal.

A. T. Riopelle, contractor, Montreal, has compromised.

Antoine and Arthur Poitras have registered as plumbers, etc., Montreal.

The premises of Ludger Dalecourt, a Montreal plumber, have been damaged by fire and water.

J. H. A. Blais, plumber, etc., Montreal, has assigned, his creditors meeting on November 25.

The heating of St. Lawrence Market came in for a good deal of discussion at Wednesday's meeting of the Board of Control, Toronto. Architects Siddall and Jarvis have a dispute. Mr. Jarvis said changes in the heating plant, to cost \$1,000, were needed, in order that a minimum temperature of 35 degrees could be obtained. The contention of Mr. Siddall was that the plant was sufficient, and now Engineer Rust is appointed referee.

BATES, ROBINSON & CO'S FAILURE.

Bates, Robinson & Co., plumbers, etc., Bay street, Toronto, being in financial difficulties, called a meeting of their creditors last week, at which they made an offer to compromise at 25c. on the dollar. This offer was refused, forcing an assignment, which was made to E. R. C. Clarkson, as required under the Insolvent Act, and a meeting of the creditors is to be called on Tuesday, November 26, next.

The firm's liabilities are now about \$6,500, while the assets are not over \$2,800, including book debts, etc. This estate, it is believed, will not pay over 10c. on the dollar.

The firm, which had previously done business under the name of Robinson & Bates, took James Heron into partnership in October, 1900. He put \$3,000 into the business, the firm then assuming the style of Bates, Robinson & Co. When this new partner was admitted the books of the firm showed a surplus of \$3,000, but since then this surplus and the \$3,000 put into the business by Mr. Heron, has disappeared, and a deficit of \$6,000 is shown for this last year's business. During this time about \$3,700 was drawn out by the three partners.

FIRE LOSSES IN NOVA SCOTIA.

Last October was disastrous for the fire insurance companies in Nova Scotia. From latest reports the amount of the insurance paid out for losses by fire last month totals \$347,000, the greatest portion of which, \$240,000, was for losses in the fire at Sydney, C.B.—As the total premiums received for the whole year amounted to \$475,000, it will be seen that the above losses, with the expense of carrying on business, will eat up the entire premiums received during the year.

THE DURHAM CEMENT WORKS.

The plant of The Durham Cement Co., which is being erected at Durham, Ont., will be an exact duplicate of the cement factory of The Peninsular Portland Cement Co., Cement City, Mich. It will cover five acres of ground, and will have a capacity of 1,000 bbls. every 24 hours. The buildings of this new factory are being constructed of the cement hollow block, which will give great durability. They are to be electric-lighted throughout. One building is already finished and the foundations for the others are about completed. They are to be finished about May 1 next. Already the machinery for installation, and the grinding machinery, built by the Krupp Gun Works, Essen, Germany, has come, and will be placed in its quarters shortly. This plant ought to be well supplied with raw material, as experts say there is enough marl in that vicinity to keep an establishment of that kind running for centuries. An analysis shows that the marl contains 98.05 per cent. carbonate of lime.

SITUATION WANTED.

AS MANAGER OF RETAIL HARDWARE, LONG experience, best of references. Open for engagement January 1st. Would take an interest in good live business. Box No. 68, HARDWARE AND METAL. (47)



SEALED TENDERS addressed to the undersigned, and endorsed "Tender for Observatory, Ottawa, Ont.," will be received at this office until Wednesday, Nov. 27th, inclusively, for the erection of an observatory building at the Central Experimental Farm, Ottawa, Ont., according to plans and specifications to be seen at the Department of Public Works, Ottawa.

Tenders will not be considered unless made on the form supplied, and signed with the actual signatures of tenderers.

An accepted cheque on a chartered bank, payable to the order of the Minister of Public Works, equal to ten per cent. (10 p.c.) of the amount of tender, must accompany each tender. This cheque will be forfeited if the party decline the contract or fail to complete the work contracted for, and will be returned in case of non-acceptance of tender.

The Department does not bind itself to accept the lowest or any tender.

By Order,

FRED. GELINAS,

Secretary.

Department of Public Works,

Ottawa, 6th November, 1901.

Newspapers inserting this advertisement without authority from the Department will not be paid for it. (47)

PERSONS addressing advertisers will kindly mention having seen their advertisement in Canadian Hardware and Metal Merchant.

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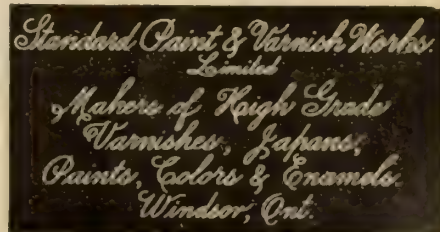
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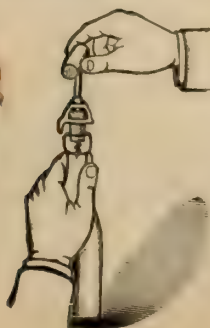
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Have to Pull.
A Child Can Do It.



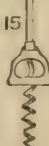
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WALKER'S SELF-PULLER

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WALKER'S UNIVERSAL
SELF-PULLER

No 14



WALKER'S
CROWN LIFTER
AND SELF-PULLER

No 17



WALKER'S UNIVERSAL
SELF-PULLER

No 16



Walker's Self-Pulling Cork Screws

Made of Crucible Steel, Nickel Plated, Polished Apple Wood Handles.

EVERY ONE TESTED AND GUARANTEED. Several imitations on the market, but none as good.

Mfrd. only by ERIE SPECIALTY CO., Erie, Pa., U.S.A.

MANITOBA MARKETS.

WINNIPEG, November 18, 1901.

A STEADY volume of business all week, collections improving and prices unchanged, comprehends the whole hardware situation for the week. There seems to be a feeling abroad that iron and steel prices are liable to advance at any time, but no move in this direction has taken place as yet. Retail dealers report an active inquiry for skates, hockey sticks and the like. Owing to the large number of buildings that have been sufficiently completed to allow of the inside work being continued through the winter, there will probably be a good demand for house and office furnishings.

Paints, oils and glass show no change. There is a very satisfactory trade in all lines.

Quotations for the week are as follows:

Barbed wire, 100 lb.	\$3 30
Plain twist	3 40
Staples	3 95
Oiled annealed wire	10 3 95
"	11 4 00
"	12 4 05
"	13 4 20
"	14 4 35
"	15 4 45
Wire nails, 30 to 60 dy, keg.	3 50
" 16 and 20	3 60
" 10	3 60
" 8	3 70
" 6	3 75
" 4	3 90
" 3	4 15
Cut nails, 30 to 60 dy.	3 20
" 20 to 40	3 25
" 10 to 16	3 30
" 8	3 35
" 6	3 40
" 4	3 50
" 3	3 85
Horsenails, 45 per cent. discount.	
Horseshoes, iron, No. 0 to No. 1	4 65
No. 2 and larger	4 40
Snow shoes, No. 0 to No. 1	4 90
No. 2 and larger	4 40
Steel, No. 0 to No. 1	4 95
No. 2 and larger	4 70
Bar iron, \$2.60 basis.	
Swedish iron, \$5.00 basis.	
Sleigh shoe steel	3 25
Spring steel	3 25
Machinery steel	3 75
Tool steel, Black Diamond, 100 lb.	8 50
Jessop	13 00
Sheet iron, black, 10 to 20 gauge, 100 lb.	3 50
20 to 26 gauge	3 75
28 gauge	4 00
Galvanized American, 16 gauge	2 79
18 to 22 gauge	4 75
24 gauge	5 00
26 gauge	5 25
28 gauge	5 50
Genuine Russian, lb.	12
Imitation " "	8
Tinned, 24 gauge, 100 lb.	7 75
26 gauge	8 00
28 gauge	8 50
Tinplate, IC charcoal, 20 x 28, box	11 00
" IX	13 00
" IXX	15 00
Ingot tin	33
Canada plate, 18 x 21 and 18 x 24	3 75
Sheet zinc, cask lots, 100 lb.	7 00
Broken lots	7 50
Pig lead, 100 lb.	6 00
Wrought pipe, black up to 2 inch	50 an 10 p.c.
Over 2 inch	50 p.c.
Rope, sisal, 7-16 and larger	\$12 50
" 3/4	13 00
" 1/2 and 5-16	13 25
Manila, 7-16 and larger	15 00
" 3/4	15 50
" 1/2 and 5-16	16 00

Solder	20
Cotton Rope, all sizes, lb.	17
Axes, chopping	\$ 7 50 to 12 00
" double bits	12 00 to 18 00
Screws, flat head, iron, bright	87 1/2
Round "	82 1/2
Flat " brass	80
Round "	75
Coach	57 1/2 p.c.
Bolts, carriage	50 p.c.
Machine	50 p.c.
Tire	60 p.c.
Sleigh shoe	65 p.c.
Plough	40 p.c.
Rivets, iron	50 p.c.
Copper, No. 8	35
Spades and shovels	40 p.c.
Harvest tools	50, and 10 p.c.
Axe handles, turned, s. g. hickory, doz.	\$2 50
No. 1	1 50
No. 2	1 25
Octagon extra	1 75
No. 1	1 25
Files common	70, and 10 p.c.
Diamond	60
Ammunition, cartridges, Dominion R.F.	50 p.c.
Dominion, C.F., pistol	30 p.c.
" military	15 p.c.
American R.F.	30 p.c.
C.F. pistol	5 p.c.
C.F. military	10 p.c. advance.

Loaded shells:	
Eley's soft, 12 gauge black	16 50
chilled, 12 gauge	18 00
soft, 10 gauge	21 00
chilled, 10 gauge	23 00
Shot, Ordinary, per 100 lb.	6 25
Chilled	6 75
Powder, F.F., keg	4 75
F.F.G.	5 00
Tinware, pressed, retinned	75 and 2 1/2 p.c.
plain	70 and 15 p.c.
Graniteware, according to quality	50 p.c.

PETROLEUM.

Water white American	25 1/2 c.
Prime white American	24 c.
Water white Canadian	22 c.
Prime white Canadian	21 c.

PAINTS, OILS AND GLASS.

Turpentine, pure, in barrels	\$ 62
Less than barrel lots	67
Linseed oil, raw	84
Boiled	87
Lubricating oils, Eldorado castor	27 1/2
Eldorado engine	26 1/2
Atlantic red	29 1/2
Renown engine	41
Black oil	19 1/2
Cylinder oil (according to grade)	55 to 74
Harness oil	61
Neatsfoot oil	\$ 1 00
Steam refined oil	85
Sperm oil	1 50
Castor oil	11 1/2
Glass, single glass, first break, 16 to 25	
united inches	2 50
26 to 40	per 50 ft. 2 75
41 to 50	" 100 ft. 6 00
51 to 60	" 6 50
61 to 70	per 100-ft. boxes 7 00
Putty, in bladders, barrel lots	per lb. 2 1/2
kegs	2 3/4
White lead, pure	per cwt. 6 00
No. 1	5 50
Prepared paints, pure liquid colors, according to shade and color, per gal.	\$1.30 to \$1.90

NOTES.

The retail hardware firm of Graham & Rolston is moving from Main street to convenient premises on Portage avenue, thus giving another proof of the increasing popularity of Portage avenue as a business street.

Hereafter, The Canadian General Electric Co. and The Canada Foundry Co. will carry full stocks in Winnipeg. They have secured very desirable quarters in the Y.M.C.A. building, Portage avenue, and Mr. C. E. Mackenzie, their agent in the West, is busy seeing to the fitting up of the same.

INQUIRIES ABOUT CANADIAN TRADE

The following were among the recent inquiries relating to Canadian trade received at the Canadian Government Office in London:

1. A London firm who are in a position to sell large quantities of Canadian hay will be glad to hear from parties open to ship for the English market.

2. Inquiry is made for the addresses of Canadian asbestos works where asbestos yarn and cloth is spun.

3. A Liverpool house is desirous of obtaining a good agency for Canadian produce.

4. The makers of lifting machinery, chain pulley blocks, hoists, cranes, girder work, etc., are making inquiry respecting the opening for a trade for these goods in Canada.

5. A firm of trunkmakers wish to correspond with Canadian exporters of wooden slats in various lengths from 28 to 42 inches.

6. A dealer in County Longford, Ireland, asks to be placed in communication with exporters in Canada of flour, furniture, bedding, boots, shoes and hardware.

Inquiries received at the Canadian section of the Imperial Institute:

7. A Lancashire company asks to be placed in touch with Canadian producers of pig iron who are in a position to fill export orders.

8. A London firm possessing a good connection among the wholesale trade is prepared to take up the sale of Canadian pharmaceutical lines suitable for this market.

[The names of the firms making the above inquiries, can be obtained on application to the editor of **HARDWARE AND METAL**.]

THE BRITISH LUMBER TRADE.

Farnworth & Jardine, Liverpool, Eng., in their wood circular of November 1, say: "The arrivals from British North America during the past month have been 27,695 tons register, against 42,061 tons register during the corresponding month last year, and the aggregate tonnage to this date from all places, during the years 1899, 1900 and 1901, has been 464,546, 502,906 and 402,840 tons, respectively. The business of the past month has been quiet, but of a steady character. The arrivals, generally, have been moderate, the deliveries fair and stocks all around are not too large. Values of some of the leading articles show improvement, and in spruce deals a sharp advance has been established."

ROYAL CANADIAN RAZOR.

H. Boker & Co. have placed on the market a razor branded "Royal Canadian," which, they claim, is fully equal in quality, temper and concaving to their "King-Cutter" razors, the difference only being in minor finish. The wholesale price is about \$2 per dozen lower than "King Cutter."

WE have the nicest set of Hose samples ever shown to the Canadian trade. Don't fail to see them.

HOSE

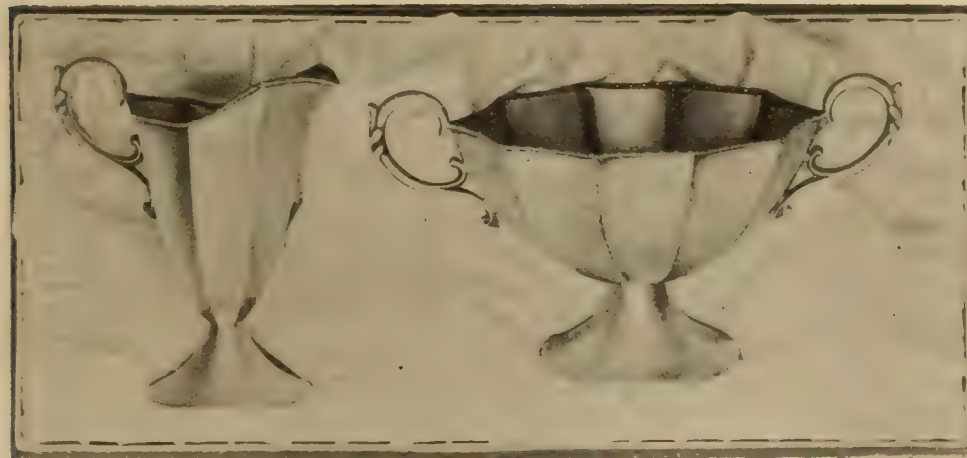
**GARDEN
STEAM
SUCTION
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Send for samples and quotations.

WE make Hose of all kinds for all purposes. Our equipment is the most modern and our goods are perfection.

MANUFACTURED BY

THE DURHAM RUBBER CO., LIMITED
Bowmanville, Ont.



No. 715—Sugar and Cream—Bright, Gold-Lined, \$10.00 list. Case extra, \$1.00.

If you have not received a copy of our New Catalogue, write for it, as it illustrates many new lines that you should have in stock for Christmas trade.

Factories and Salesrooms:

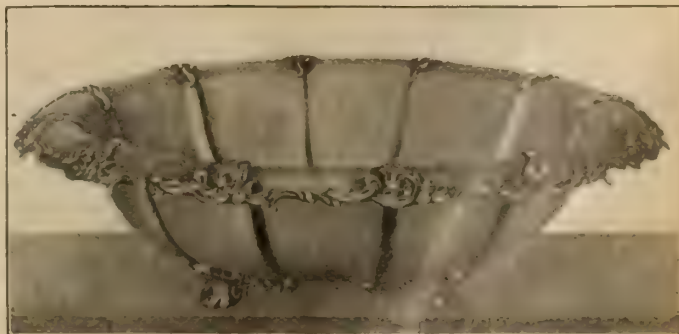
King Street West,
Toronto, Canada.

E. G. GOODERHAM, Manager & Director.

THE
*Toronto Silver Plate
Co., Limited*

Silversmiths and Manufacturers
of Electro Silver Plate.

**Not in the Trust
or Members of any
Silverware Association
or Combine.**



No. 990—Plain, Fluted, Gold-Lined, \$9.00 list.

2 RETURNED 12/3/87

The Commercial Development of Canada.

An address by E. C. CLOUSTON before the
Canadian Bankers' Association at Montreal.

CUSTOM lays upon your President the task of addressing you in annual meeting upon the events of the year which more nearly concern us as bankers. I shall take advantage of this opportunity to touch lightly upon one or two topics.

In the first place, I desire to draw your attention to the fact that though we were incorporated as "The Canadian Bankers' Association," by Act of Parliament in 1890, we actually obtained full authority from the Treasury Board to exercise the powers conferred upon us only in May last, and our first statements in connection with the circulation were issued in June, so that we can hardly be said to be in full working order yet. We are, however, making progress and gradually gathering the threads together, so that in a short time we shall employ the authority and discharge the duties entrusted to us in their entirety. As time goes on we can appreciate more fully the great responsibility placed upon us as an association, and I know it will be our endeavor to justify the action of Parliament by rendering at all times a satisfactory account of our stewardship. I may add that the policy of conferring upon our association large powers of supervision in the administration of the Bank Act is regarded by high financial authorities in Great Britain as calculated to contribute powerfully to the stability of the banks and to the protection of the public.

RETURNS SHOW INCREASES

Since our meeting a year ago, the figures of the bank returns show steady increase, and without going into details, I may mention that the circulation has expanded during that period about \$5,600,000; public deposits have risen nearly \$10,000,000; and the banks have some \$14,000,000 more of loans employed in the business of the country. Our present condition, indeed, may be contemplated with satisfaction, and with reference to the future, I can only give expression to the hope that our prosperity may continue for some time to come.

With regard to the general business of Canada, the great commercial prosperity which began in 1897 remains undiminished, all the outward and visible signs of active and profitable business having increased during the 12 months. Our foreign trade amounted to \$377,725,600 in the fiscal year ending June 30, 1901, or \$5,000,000 more than in the preceding year, and no less than \$146,000,000 in excess of the foreign trade of 1896. That is to say, in the brief space of five years the money value of our imports and exports has been enhanced by 63 per cent. An analysis of these figures brings out many gratifying points.

EXPORTS EXCEEDED IMPORTS.

For example, the foreign and domestic exports have contributed more largely to

the increase than have the imports, and for the past seven years our aggregate exports have exceeded our imports. Without opening up that much debated and many-sided question, the balance of trade, it is obvious that a debtor country is relatively accumulating wealth when exports exceed imports, and, in this connection it is significant that while from 1886 to 1891 the domestic exports of Canada were less than the imports by \$127,726,000 from 1896 to 1901 the imports only exceeded the domestic exports by \$6,000,000, or a betterment in the balance of trade of upwards of \$120,000,000. Home trade has likewise greatly prospered. Manufacturing concerns, with few exceptions, have been busily employed; railway traffics have been the largest in the history of the country; labor continues scarce, and the rate of wages relatively high; mercantile failures are few in number, and not formidable in extent. In a word, the good times are still with us.

THE DECENNIAL CENSUS.

We have taken this year the decennial census, and the result has been received with a good deal of disappointment. It will not be disputed that the one signal failure of the Confederation accomplished in 1867 has been our inability to attract population as rapidly as was expected. National sentiment has become strong, the pride and prejudice of provincialism have disappeared, large and substantial progress has been made, and a high average of comfort is enjoyed by the people. These things we have accomplished, and without discussing the causes of our slow progression in population I desire to point out that too much importance may be given to this phase of our national life, and that there are bright sides to the picture pleasant to survey. What, after all, Canada needs is quality rather than quantity. Mere numbers do not necessarily insure stability, strength or prosperity. Infinitely preferable is it that we possess a law-abiding people, imbued with a high sense of national pride, thrifty in habit, resolute in purpose to maintain the integrity of their country, rather than to encourage a large immigration of alien races beyond our ability to assimilate. Our efforts ought to be directed chiefly to the retention of our native born, and the attraction to Canada of the better class of emigrants from Great Britain, Northern Europe and the United States. Then, if our growth is slow, it will at least be upon a firm and sure foundation.

FIGURES TELL THE STORY.

How thrifty a community Canada has become, let the following figures tell: Placing the population this year at 5,100,000, as indicated by the later census returns, I find the foreign trade per head to have been \$71.50 in the fiscal year 1901, as against \$45, in 1891, \$47 in 1881, and \$49 in 1871. The deposits of the peo-

ple in the joint stock, Government, and savings banks have risen in steady progression from \$19 per head in 1871, to \$27 in 1881, \$40 in 1891, and \$74 in 1901—most striking evidence of the practical prosperity of the people. The amount of money employed in the daily business of Canada, excluding subsidiary coinage, is now \$11 per head; whereas 20 years ago it did not exceed \$7.70 per head. These examples of thrift, enterprise and commercial activity might be multiplied by reference to railway earnings, to industrial development, to the production of farm, forest, fisheries and mines, to postal and insurance statistics; in short, to all these standards by which the material condition of a country is measured. The foreign trade of the Dominion per head of population is exceeded by few countries, and with our valuable stores of iron, coal, and timber, and great extent of virgin agricultural lands, there would seem to be no valid reason why this trade should not continue to expand.

CARRIER SERVICE PROBLEM.

A good deal of attention is being given to the transportation facilities of the country, with a view to not only cheapening the cost of carriage to the Canadian people, but of attracting to our routes a considerable portion of the commerce of the American northwestern States. The subject is not new. For 30 years or more it has been a theme of discussion, and I regret to say the accomplishment is as yet far short of the expectation. In railway projection we have shown courage and enterprise, generously aiding private capital with public funds, and the policy has been richly recompensed. As much, however, I fear cannot be said of our aids to ocean commerce, and when we treat of foreign trade, the water carriage is as important a factor as land carriage. A link remains to be supplied in the chain of inter-Imperial communication, in the form of a fast steamship service to Great Britain. It ought to be our motto that the best is not too good for Canada. More than 40 years ago, namely, in 1860, the Legislature of the old Province of Canada deemed efficient steamship communication with Great Britain of sufficient importance to justify a grant of \$8,000 per trip, or \$400,000 yearly, in aid of a weekly service, a charge upon the public revenue immeasurably greater in proportion than would be to-day the sum necessary to secure to us as speedy a service as anywhere exists.

FAST STEAMSHIP LINES.

The concomitant and subsidiary advantages of a fast steamship line between Canada and Great Britain, reducing the voyage from Europe to America to the lowest possible limit would be, I am satisfied, very great, and the faith and pluck which may give us such a service will not long wait vindication in material results of the highest benefit to the Dominion. A recent letter in one of our

PORTLAND CEMENTS



Best German, Belgian and English Brands.

Fire Bricks, Fire Clay,
Flue Linings,
Drain Pipes,
Calcined Plaster,
Granite Hard Wall Plaster,
Wheelbarrows,
Mortar Stains.

A full stock of Builders' and Contractors' Supplies. Write for Quotations.

W. McNally & Co.,
MONTREAL.

Watch our ad. in next issue, or write to us for particulars on our patented

Automatic Door Strip and Weather Strip

Specially adapted for cold climates and takes the place of the inner window.

HELMS & HELMS, 148-50 Willow St
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**THE OSHAWA WIRE
FENCE CO., LIMITED**
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Manufacturers of Woven Wire Fencing,
Gates, Etc.

Also Dealers in Galvanized Fence Wire.

Agents Wanted.

Send for Catalogue and Prices.

**THE EDINBURGH ROPERIE &
SAILCLOTH CO., LIMITED**

LEITH, SCOTLAND

Manufacturers of



Cordage of all kinds, Flax Sailcloths, Tarpaulins and Water-Proof Cloths, Sewing Twines, Fishing Twines, Fishing Lines, Tying Twines, Etc., Etc.

Canadian Agency and Stores,

9 St. Peter St., MONTREAL

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NO. 9-20—20 X 20 X 13½.

ROYAL "Good Cheer" Range

Four Holes.
Sheet Steel Oven.
For Coal or Wood.

A deviation from the ordinary everyday four-hole Range. Being cast upon a Deep Base it has a solid, substantial, "well-to-do" appearance; at once creating the impression that it belongs to the "best families"—and this impression is lasting.

Possibly a little higher in price, but a great deal higher in standard than the generality of so-called "first-class" four-hole Ranges.

Although only introduced in June of this year we have had many repeat orders.

Among the many advantages claimed for this Range we mention only the following:—

The Grates can be removed or changed without disturbing linings or water front

All heavy cast-iron linings for coal or wood.

A sliding damper on top completely and easily regulates and controls the fire.

Extra large sheet steel oven thoroughly ventilated.

Thermometer in door indicating at all times exact temperature of oven.

MADE ONLY BY

The Jas. Stewart Mfg. Co., LIMITED
WOODSTOCK, ONT.

JAMES H. ASHDOWN, Wholesale Representative, Manitoba and N.W.T.,
Winnipeg, Man.

daily papers from one of the highest authorities in the country on fast ocean transportation throws great light on the subject, and I would recommend all who are interested in the future of Canada to give careful attention to it.

One word more, and I have done. A quarter of a century ago the paid-up capital stock of banks in Canada was \$66,500,000; to-day it is \$67,450,000, or practically the same amount. In the interval the "rest," or reserve of profits has risen by more than 50 per cent., and now stands at \$31,900,000. We have, therefore, been able to conduct an immensely increased domestic and foreign trade upon a satisfactory bank capital stock, a result due to the excellence of our banking system, and affording convincing evidence of the adaptability of that system to the requirements of a young and growing country.

RECORD OUTPUT OF PIG IRON.

THE IRON AGE in its current issue contains a summary of capacity of pig iron furnaces in blast in October, in part as follows: "Our reports from pig-iron manufacturers show that October was a month of augmented output. The furnaces blown in totaled greater capacity than those blown out, while quite generally the active stacks have been turning out a larger product. At the same time stocks have been cut down heavily, thus verifying the statements made to this effect during the progress of the month. November promises to further increase the strength of the situation, as so many furnaces have had their operations hampered by inability to secure a sufficient supply of coke, owing to the serious shortage of cars.

"The weekly capacity of the furnaces in blast on November 1 compares as follows with that of the preceding periods:

	Furnaces in Blast	Capacity Per Week, Gross Tons.
November 1, 1911	259	320,824
October 1	246	307,482
September 1	245	299,891
August 1	257	313,847
July 1	249	311,950
June 1	251	314,515
May 1	256	321,115
April 1	253	315,676
March 1	143	252,839
February 1	245	278,218
January 1, 1911	133	151,351
December 1, 1910	211	288,816
November 1	201	215,304

FURNACE STOCKS.

"The position of furnace stocks, sold and unsold, as reported to us, was as below on November 1, as compared with the five preceding months, the same furnaces being represented as in former months. This does not include the holdings of the steel works producing their own iron:

Stocks.	June 1.	July 1.	Aug. 1.
Anthracite and coke	5,3513	3,771	5,717
Charcoal	7,900	64,37	68,12
Totals	407,723	392,093	387,319
Stocks.	Sept. 1.	Oct. 1.	Nov. 1.
Anthracite and coke	318,69	299,824	123,89
Charcoal	62,045	61,769	59,102
Totals	38,074	361,593	273,251

FROM CREDIT TO CASH.

THERE are undoubtedly many dealers who hesitate about adopting the cash system on sales for fear that by so doing they will offend a number of their best and most profitable customers. They argue in this way: "If we make a change in our method of selling and demand cash instead of granting credit, some of our best-paying patrons will take it as an affront on their financial standing. There is Mr. X, for instance. He has always been good pay, a little slow, perhaps, at times, but he is perfectly good for what he buys—which has always been on credit—and if we ask him for a cash settlement he will be very likely to get mad and stop buying. We can't afford to take the risk, so we'll keep on giving time even though we know that the other method is a better one for both our customers and ourselves."

The best answer to this is that it does not take into consideration the fact that most buyers who can be trusted are capable of understanding a business reason for making a change in methods, even where it applies to their particular case. If they do not, or will not, understand the reason, they are hardly to be placed in the A1 classification of risks. It is true that they may not approve of the new method when it is first suggested, because with many people it is a difficult matter to overcome established practices or prejudices,

yet there are few people who cannot be convinced by the proven argument that the payment of cash means a saving of money and that it will be to their advantage to accept the new policy. Nor will sensible buyers—the kind whose trade is most desired—be offended at the change, if it is applied to all customers alike. They will, in fact, be inclined to take a natural pride in their ability to pay cash and in so doing advertise their financial resources. As for the dealers themselves, most of them can determine from experience that there is more money in small profits on a cash basis than in larger profits where the loss from bad debts is to be deducted.

STEEL SECRETS THAT ARE LOST.

Whether India learnt her building arts from Egypt, or Egypt hers from India, is not yet ascertained, says a London newspaper. But, whichever it was, Egypt excelled in the art. The imperishable mortar they had, of course. They performed feats of engineering which we could not accomplish at the present time—for example, the building of the pyramids—and they could carve hieroglyphics upon granite which can nowadays only be touched by jewels. But steel has been made which would probably carve this granite. Japan had this secret once, but has lost it now. But a drill was on exhibit some time back, made from this Japanese steel, which went easily through a standard file and was not dulled in the process.

American Sheet Steel Company

Battery Park Building
New York

Manufacturers of all varieties of
Iron and Steel Sheets
Black and Galvanized
Plain and Painted
Flat, Corrugated and
"V" Crimped

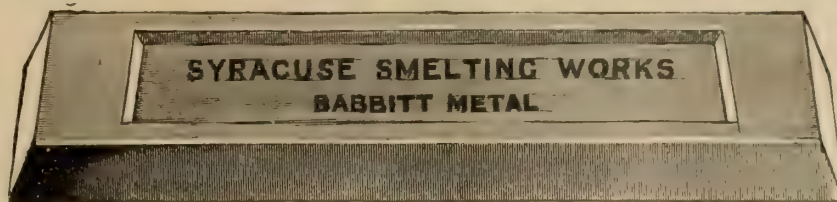
Apollo Best Bloom Galvanized
W. Dewees Wood Company's
Patent Planished Iron
W. Dewees Wood Company's
Refined Smooth Sheets
Wellsville Polished Steel Sheets

Representatives for Canada
B. & S. H. Thompson & Company
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USE PHOSPHORINE BABBITT METAL

It is the now dis-
covery. Ask for
particulars.

It is the only
Anti-Friction
Metal known to be
chemically pure.



For
Paper and Pulp
Mills, Saw and
Wood Working
Machinery, Cotton
and Silk Mills,
Dynamos, Marine
Engines, and all
kinds of
Machinery
Bearings.

Wire, Triangular and Bar Solder, Pig Tin, Lead, Ingot Copper, Ingot Brass, Antimony, Aluminum, Bismuth, Zinc Spelter,
Phosphor Tin, Phosphor Bronze, Nickle, etc., always in stock.

CANADIAN WORKS, MONTREAL, P.Q.
AMERICAN " SYRACUSE, N.Y.

Syracuse Smelting Works

Wire.		Wire nails in carlots are \$2.77½		RANGE BOILERS.		Wood, R. H., " dis. 75 and 10 p.c.	
Hat and Coat, discount 45 per cent.		Galvanizing 2c. per lb. net extra.		Galvanized, 3 gallons..... 7 60		" F.H., bronze, dis. 75 p.c.	
Belt, per 1,000..... 0 60		Steel Out Nails 10c. extra.		" 35 "..... 8 25		" R.H., " 70 p.c.	
Screw, bright, dis. 55 per cent.		Miscellaneous wire nails, dis. 70 and 10 p.c.		" 40 "..... 9 50		Drive Screws, 87½ and 10 per cent.	
"C" brand 50 and 7½ p.c. off new list		Coopers' nails, dis. 30 per cent.		Copper, 30 "..... 22 00		Bench, wood, per doz..... 3 25 4 00	
"M" brand 50, 10 and 5 per cent. } head		Flour barrel nails, dis. 25 per cent.		" 35 "..... 26 00		" iron..... 4 25 5 75	
Countersunk 60 per cent.		NAIL PULLERS.		" 40 "..... 30 00		Set, Case hardened, 60 per cent.	
HORSESHOES		German and American..... 1 85 3 50		Discount off Copper Boilers 10 per cent.		Square Cap, 50 and 5 per cent.	
F.O.B. Montreal.		NAIL SETS		RAKES.		Hexagon Cap, 45 per cent.	
No. 2 No. 1.		Square, round, and octagon		Cast steel and malleable, 70 p.c.		SCYTHES.	
and		per gross..... 3 38 4 00		Wood, 10 per cent.		Per doz, net..... 9 01	
larger smaller.		Diamond..... 12 00 15 00		RAZORS.		SCYTHE SNATHS.	
Iron Shoes.		NETTING.		per doz.		Canadian, dis. 45 p.c.	
Light, medium, and heavy.... 3 50 3 75		Poultry, Canadian, 56 and 5; English, 61 p.c.		Elliot's..... 4 00 18 00		SHEARS.	
Snow shoes..... 3 75 4 00		OAKUM. Per 100 lb.		Geo. Butler & Co.'s..... 4 00 18 00		Bailey Cutlery Co., full nickeled, dis. 60 p.c.	
Steel Shoes.		Navy..... 6 00		Boker's..... 7 50 11 00		Seymour's, dis. 50 and 10 p.c.	
Light..... 3 60 3 85		U. S. Navy..... 7 25		" King Cutter..... 12 50 50 00		SHOVELS AND SPADES.	
Featherweight (all sizes).... 4 85 4 85		OIL.		Wade & Butcher's..... 3 60 10 00		Canadian, dis. 40 and 5 per cent.	
F.O.B. Toronto, Hamilton, London and		Water White (U.S.)..... 0 16½		Theile & Quack's..... 7 00 12 00		SINKS.	
Guelph, 10c. per keg additional.		Prime White (U.S.)..... 0 15½		REAPING HOOKS.		Steel and galvanized, discount 45 per cent.	
Toe weight, steel shoes..... 6 70		Water White (Can.)..... 0 15		Discount, 70 per cent.		SNAPS.	
JAPANNED WARE.		Prime White (Can.)..... 0 14		REGISTERS.		Harness, German, dis. 25 p.c.	
Discount, 45 and 5 p.c. off list, June 1899		OILERS.		Discount..... 40 per cent.		Lock, Andrews..... 4 50 11 50	
ICE PICKS.		McClary's Model galvan. oil		RIVETS AND BURRS.		SOLDERING IRONS.	
Star per doz..... 3 00 3 25		can, with pump, 5 gal.,		Iron Rivets, black and tinned, discount 60		1, 1½ lb., per lb..... 0 37	
KETTLES.		per doz..... 10 00		and 10 per cent.		2 lb. or over, per lb..... 0 34	
Brass spun, 7½ p.c. dis. off new list.		Zinc and tin, dis. 50, 50 and 10.		Iron Burrs, discount 55 per cent.		SQUARES.	
Copper, per lb..... 0 30		Copper, per doz..... 1 25 3 50		Extras on Iron Rivets in 1-lb. cartons, ½ c.		Iron, No. 493, per doz..... 2 40 2 55	
American, 60 and 10 to 65 and 5 p.c.		Brass..... 1 50 3 50		per lb.		" No. 494, "..... 3 25 3 40	
KEYS.		Malleable, dis. 25 per cent.		Extras on Iron Rivets in ½-lb. cartons, 1c.		Steel, dis. 60, 10 and 5 p.c.	
Lock, Can., dis. 45 p.c.		GALVANIZED PAIRS.		per lb.		Try and bevel, dis. 50 to 52½ p.c.	
Cabinet, trunk, and padlock,		Dufferin pattern pairs, dis. 45 p.c.		Copper Rivets & Burrs, 35 and 5 p.c. dis.		STAMPED WARE.	
Am. per gross..... 60		Flaring pattern, discount 45 per cent.		and cartons, 1c. per lb. extra, net.		Plain, dis. 75 and 12½ p.c. off revised list	
KNOBS.		Galvanized wastubas discount 45 per cent.		Extras on Tinned or Coppered Rivets		Retinned, dis. 75 p.c. off revised list.	
Door, japanned and N.P., per		PIECED WARE.		½-lb. cartons, 1c. per lb.		STAPLES.	
doz..... 1 50 2 50		Discount 40 per cent. off list, June, 1899.		RIVET SETS		Galvanized..... 3 50 4 00	
Bronze, Berlin, per doz..... 2 75 5 25		10-qt. flaring ear buckets, dis. 40 p.c.		Canadian dis. 35 to 37½ per cent.		Plain..... 3 25 3 75	
Bronze Genuine, per doz..... 6 00 9 00		8, 10 and 14-qt. flaring pails, dis. 40 p.c.		ROPE ETC.		Coopers', discount 45 per cent.	
Shutter, porcelain, F. & L.		Creamer cans, dis. 40 p.c.		Sisal. Manila.		Poultry netting staples, 40 per cent.	
screw, per gross..... 1 30 4 00		PICKS.		7-16 in. and larger, per lb 11½ 15½		STOCKS AND DIES.	
White door knobs—per doz. 1 25		Per doz..... 6 00 9 00		Cotton, 3-16 inch and larger 16		American dis. 25 p.c.	
HAY KNIVES.		PICTURE NAILS.		" 5-32 inch..... 21		STONE. Per lb.	
Discount, 50 and 10 per cent.		Brass head..... 0 40 1 00		" ¾ inch..... 22½		Washita..... 0 28 0 60	
LAMP WICKS.		PICTURE WIRE.		Russia Deep Sea..... 15½		Hindostan..... 0 06 0 07	
Discount, 60 per cent.		Tin and gilt, discount 75 p.c.		Jute..... 5		" slip, 0 09 0 09	
LANTERNS.		PLANES.		Lath Yarn..... 1		Labrador..... 0 13	
Cold Blast, per doz..... 7 00		Wood, bench, Canadian dis. 40 per cent.		RULES.		" Aze..... 0 15	
No. 3 "Wright's"..... 8 50		American dis. 50.		Boxwood, dis. 75 and 10 p.c.		Turkey..... 0 50	
Ordinary, with O burner..... 4 00		Wood, fancy Canadian or American 7½		Ivory, dis. 37½ to 40 p.c.		Arkansas..... 0 00 1 50	
Dashboard, cold blast..... 9 00		to 40 per cent.		SAD IRONS. per set.		Water-of-Ayr..... 0 00 0 10	
No. 0..... 5 75		PLANE IRONS.		Mrs. Potts, No. 55, polished..... 62½		Scythe, per gross..... 3 50 5 00	
Japanning, 50c. per doz. extra.		English, per doz..... 2 00 5 00		" No. 50, nickle-plated..... 67½		Grind 2 in. 40 to 200 lb. per ton 25 00	
LEMON SQUEEZERS.		PLIERS AND NIPPERS.		SAND AND EMERY PAPER.		" under 40 lb. 28 00	
Porcelain lined, per doz. 2 20 5 60		Button's Genuine per doz pairs, dis. 37½		Dominion Flint Paper, 47½ pe cent.		Grind. under 2 in. thick " 29 00	
Galvanized..... 1 87 3 85		40 p.c.		B & A. sand, 40 and 5 per cent.		STOVE PIPES.	
King, wood..... 2 75 2 90		Button's Imitation, per doz. 5 00 9 00		Emery, 40 per cent.		5 and 6 inch Per 100 lengths 7 00	
King, glass..... 4 00 4 50		German, per doz..... 0 60 2 60		Gariet (Rurt n.e.), 5 to 10 p.c. advance on list.		7 inch 7 50	
All glass..... 1 20 1 30		PLUMBERS BRASS GOODS.		SAP SPOUTS.		ENAMELINE STOVE POLISH.	
LINES.		Compression work, discount, 60 per cent.		Bronzed iron with hooks, per doz... 9 50		No. 4—3 dozen in case, net cash \$4 80	
Fish, per gross..... 1 05 2 50		Fuller's work, discount 65 per cent.		SAWS.		No. 6—3 dozen in case, " 8 40	
Chalk..... 1 90 7 40		Rough stops and stop and waste cocks, dis- count, 60 per cent.		Hand Disston's, dis. 12½ p.c.		TACKS BRADS, ETC.	
LOOKS.		Jenkins disk globe and angle valves, dis- count, 55 per cent.		S. & D., 40 per cent.		Cheese-box tacks, blued 80 & 12½	
Canadian, dis. 45 p.c.		Standard valves, discount, 60 per cent.		Crosscut, Disston's, per ft..... 35		Trunk tacks, black and tinned 85	
Russel & Erwin, per doz. 3 00 3 25		Jenkins' radiator valves discount 55 per cent.		S. & D., dis. 35 p.c. on Nos. 2 and 3.		Carpet tacks, blued 80 & 15	
Cabinet.		Quick opening valves discount, 60 p.c.		Hack, complete, each..... 0 75		" (tinned) 80 & 20	
Eagle, dis 30 p.c.		No. 1 compression bath cock..... 2 00		" frame only..... 0 75		" (in kegs) 40	
Padlock..... 50 6 00		No. 4..... 2 00		SASH WEIGHTS.		Cut tacks, blued, in dozens only 80	
English and Am. per doz.... 50 6 00		No. 7, Fuller's..... 2 50		Sectional, per 100 lbs..... 2 25 2 50		" ¾ weights..... 60	
Scandinavian, 1 00 2 40		No. 4½, "..... 3 00		Solid, 1 75 2 00		Swedes cut tacks, blued and tinned— In bulk..... 80 & 10	
Eagle, dis. 20 to 25 p.c.		POWDER.		Per lb..... 0 23 0 30		In dozens..... 75	
MACHINE SCREWS. Iron and Brass.		Velox Smokeless Shotgun Powder.		" Lincoln" and 1 Wh. Eng. per doz... 6 60		Swedes, upholsterers', bulk 85, 12½ & 12½	
Flat head discount 25 p.c.		100 lb. or less..... 0 85		Hand Sets No. 1 Woodyard (Morrill) 4 25		" brush, blued & tinned, bulk. 70	
Round Head discount 20 p.c.		1,000 lb. or more..... 0 80		X-cut sets, No. 3 Woodyard (Morrill) 9 50		" gimps, blued, tinned and japanned..... 75 & 12½	
MALLETS.		Net 30 days.		SCALES.		Zino tacks..... 35	
Tinsmiths' per doz. 1 25 1 50		PRESSED SPIKES.		Standard, 45 p.c.		Leather carpet tacks..... 55	
Carpenters', hickory, per doz 1 25 3 75		Discount 22½ per cent.		Champion, 65 p.c.		Copper tacks..... 50	
Iron Vise, per doz. 3 85 5 00		Hothouse, per doz..... 0 55 1 00		Spring Balances, 10 p.c.		Copper nails..... 5½	
Pulking each..... 60 2 00		Axle..... 0 22 0 33		Fairbanks Standard, 35 p.c.		Trunk nails, black..... 65 and 5	
MATTOCKS.		Screw..... 0 27 1 00		" Dominion, 55 p.c.		Trunk nails, tinned..... 65 and 10	
Canadian, per doz. 5 50 6 50		Awning..... 0 35 2 50		" Richelieu, 55 p.c.		Clout nails, blued..... 65 and 5	
MEAT CUTTERS.		PUMPS.		Warren's new Standard 45 p.c.		Chair nails..... 35	
American, dis. 25 to 30 p.c.		Canadian cistern..... 1 80 3 60		" Champion, 45 p.c.		Patent brads..... 40	
German, 15 per cent.		Canadian pitcher spout..... 1 40 3 10		SCREW DRIVERS.		Fine finishing..... 40	
MILK CAN TRIMMINGS.		PUNCHES.		Sargent's per doz..... 0 65 1 00		Lining tacks, in paper..... 10	
Discount, 25 per cent.		Saddlers', per doz..... 1 00 1 85		SCREWS.			
NAILS.		Conductors'..... 9 00 15 00		Wood, F. H., bright and steel, 87½ and 10 p.c.			
Quotations are: Out. Wire.		Tinnings' solid, per set. 0 00 0 72		Wood R. H., " dis. 82½ and 10 p.c.			
2 d and 3 d \$3 55 \$3 85		" hollow, per nch. 0 00 1 00		" F. H., brass dis. 80 and 10 p.c.			
3 d 3 20 3 52							
4 and 5 d 2 95 3 35							
6 and 7 d 2 85 3 20							
8 and 9 d 2 70 3 00							
10 and 12 d 2 65 2 95							
16 and 20 d 2 60 2 90							
30, 40, 50 and 60 d. (base)..... 2 55 2 85							

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" " solid heads, in bulk	75
Saddle nails in papers	10
" " in bulk	15
Tufting buttons, 22 line, in dozens only	25
Tin capped trunk nails	60
Zinc glazier's points	5
Double pointed tacks, papers	90 and 10
bulk	40

TAPE LINES.

English, ass skin, per doz.	2 75	5 00
English, Patent Leather	5 50	9 75
Chesterman's each	0 90	2 85
steel, each	0 80	8 00

THERMOMETERS.

Tin case and dairy, dis. 75 to 75 and 10 p.c.

TRAPS. (Steel.)

Game, Newhouse, dis. 25 p.c.	
Game, H. & N., P. S. & W., 65 p.c.	
Game, steel, 72½, 75 p.c.	

TROWELS.

Diaston's discount 10 per cent.	
German, per doz.	4 75 6 00
S. & D., discount 35 per cent.	

TWINES.

Bag, Russian, per lb.	0 27
Wrapping, cotton, 3-ply	0 18½
" " 4-ply	0 23½
Mattress, per lb.	0 33
Staging, " "	0 27 0 35

VISES.	
Wright's	0 13½
Brook's	0 12¾
Pipe Vise, Hinge, No. 1	3 51
" " No. 2	5 50
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Brass wire, 50 to 50 and 2½ per cent. off the list.
Copper wire, 45 and 10 per cent. net cash 30 days, f.o.b. factory.

Smooth Steel Wire, is quoted at the following net selling prices:

No. 6 to 8 gauge	\$2 90
" 9	2 80
" 10	2 87
" 11	2 90
" 12	2 93
" 13	3 15
" 14	3 37
" 15	3 50
" 16	3 65

Other sizes of plain wire outside of Nos. 9, 10, 11, 12 and 13, and other varieties of plain wire remain at \$2.81 base with extras as before. The prices for Nos. 9,

to 13 include the charge of 1c. for oiling. Extras net per 100 lb.: Coppered wire, 60c.—tinned wire, \$2—oiling, 10c.—special hay-baling wire, 30c.—spring wire, \$1—best steel wire, 75c.—bright soft drawn, 15c.—in 50 and 100-lb. bundles net, 10c.—in 25-lb. bundles net 15c.—packed in casks or cases, 15c.—bagging or papering, 10c.

Fine Steel Wire, dis. 17½ per cent.

List of extras: In 100-lb. lots: No. 17, \$5—No. 18, \$5.50—No. 19, \$6—No. 20, \$6.65—No. 21, \$7—No. 22, \$7.30—No. 23, \$7.65—No. 24, \$8—No. 25, \$9—No. 26, \$9.50—No. 27, \$10—No. 28, \$11—No. 29, \$12—No. 30, \$13—No. 31, \$14—No. 32, \$15—No. 33, \$16—No. 34, \$17. Extras net—tinned wire, Nos. 17-25, \$2—Nos. 26-31, \$4—Nos. 32-34, \$5. Coppered, 5c.—oiling, 10c.—in 25-lb. bundles, 15c.—in 50 and 100-lb. bundles, 25c.—in 1-lb. hanks, 50c.—in ½-lb. hanks, 75c.—in ¼-lb. hanks, \$1—packed in casks or cases, 15c.—bagging or papering, 10c.

Galvanized Wire, per 100 lb.—Nos. 6, 7, 8, \$3 50 to \$3 85—No. 9, \$2.85 to \$3.15—No. 10, \$3.60 to \$3.95—No. 11, \$3.70 to \$4.10—No. 12, \$3 to \$3.30—No. 13, \$3.10 to \$3.40—No. 14, \$4.10 to \$4.50—No. 15, \$4.60 to \$5.05—No. 16, \$4.85 to \$5.35. Base sizes, Nos. 6 to 9 \$2.52½ f.o.b. Cleveland.
Clothes Line Wire, regular 7 strand No. 17, \$4.65; No. 18, \$2.90; No. 19, \$2.60. Hol-

low 6 strand, No. 17, \$4.30; No. 18, \$3 70. No. 19 \$2 35; No. 20, \$2.20, f.o.b. Hamilton, Toronto, Montreal.

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Galvanized barb	3 00
Galvanized, plain twist	3 00
Galvanized barb, f.o.b. Cleveland, \$2.77½ in less than carlots, and \$2.65 in carlots	

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Painted Screen, per 100 sq. ft., net. 1 35

WASTE COTTON.

Colored	per lb. 6
White	8

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Acme, 35 to 37½ per cent.	
Agricultural, 60 p.c.	
Coe's Genuine, dis. 20 to 25 p.c.	
Towers' Engineer, each	2 00 7 00
" S., per doz	5 80 6 00
G. & K's Pipe, per doz.	3 40
Burrell's Pipe, each	3 00
Pocket, per doz.	0 25 2 90

WRINGERS.

Leader	per doz. \$30 00	33 00
Royal Canadian	"	24 00
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Sampson	"	24 00

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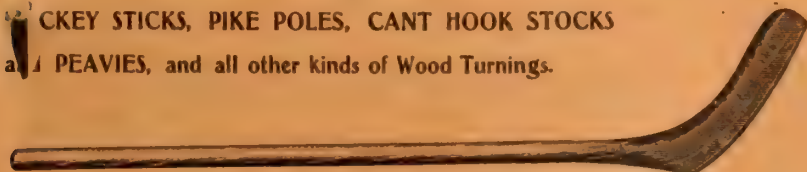
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VOL. XIII.

MONTREAL AND TORONTO, NOVEMBER 30, 1901.

NO. 48

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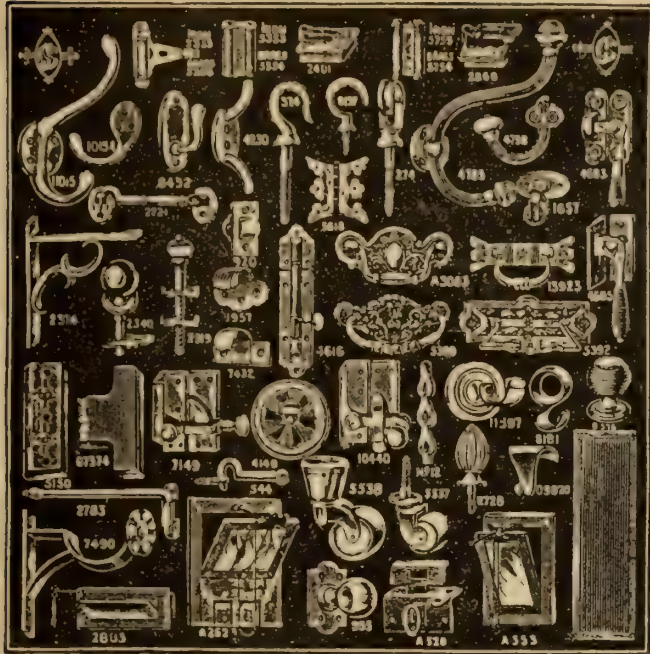
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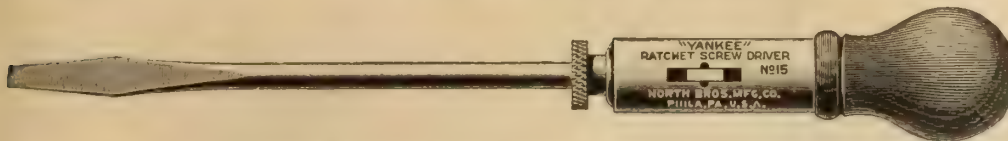
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Other Tools are very
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“YANKEE TOOLS”

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BETTER



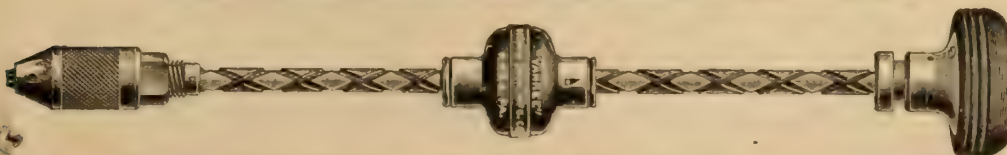
No. 15. “Yankee” Ratchet Screw Driver, with Finger Turn on Blade.



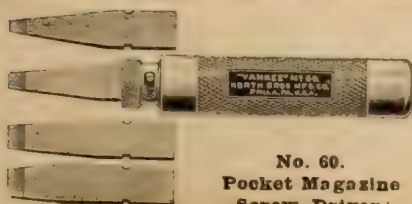
No. 30 “Yankee” Spiral-Ratchet Screw Driver, Right and Left Hand.



No. 41. “Yankee” Automatic Drill, “Eight Drill Points in Handle.”



No. 50. “Yankee” Reciprocating Drill, for Iron, Steel, Brass, Wood, etc.



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Pocket Magazine
Screw Driver.

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NORTH BROS. MFG. CO.,

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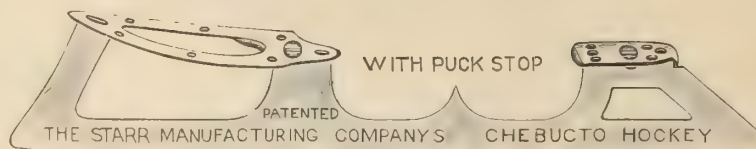
That if you are tempted to purchase lower-priced horse shoe nails than the old and reliable “**C**” brand, consider these figures, viz:—that any other brand of horse nails sold at twenty-five cents a box less than ours, only reduces the cost of the thirty-two nails required in a full set of shoes, **one-third of one cent !**

If sold at fifty cents a box less than ours, it only reduces the cost **two-thirds of one cent** in shoeing a horse ! It requires, therefore, a box of horse nails to be sold at seventy-five cents below our price (on the average size No. 8) to reduce the cost **one cent** in shoeing a horse ! Dont you think the Farrier would pay one cent more to get the best horse nails ? Put these figures plainly before him, and you won't have to keep any low-priced and therefore inferior horse nails. One brand will meet all your requirements. That must however be the “**C**” brand. Don't accept any substitutes. Insist on having this one brand only: it is as always—the best. Our name is on every Box.

Canada Horse Nail Company, Montreal.



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—AN IDEAL HOCKEY SKATE.—

Made only in highest qualities Nos. 7 and 10.

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HOCKEY STICKS.

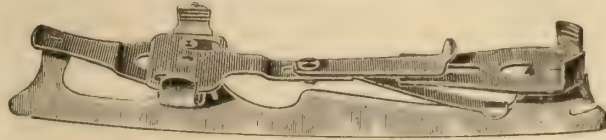
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No.	Material	Per doz.
1, XXX.	White Ash, Oil Finish.	1.20
4, XXX.	Rock Elm, Oil Finish.	1.20
5, XXX.	" " Plain Finish.	3.75
7, XX.	" " " "	3.00
8, Assorted, defective.	" " " "	2.10
9, Boys' Assorted, X Elm.	" " " "	2.00

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Yellow Birch, the Best Stick Made.
This Stick will stand more than any other yet produced.
Packed One dozen in bundle.

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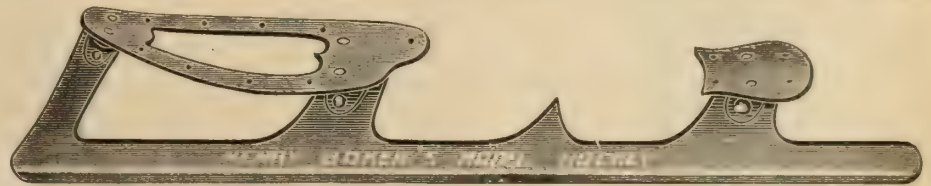


Whepley, No.	Description	Per Pair.
50.	Ordinary Finish, Steel Runners.	.50
90.	Full Plated, Steel Runner, Tops Bright Finish.	.90
95.	" " " " Nickel Plated.	.60
25.	" " " " Full Nickel Plated.	1.20
7.	Blades, Ex. Quality, Blued Tops.	1.50
10.	" " " " Full Plated.	2.35
		3.30

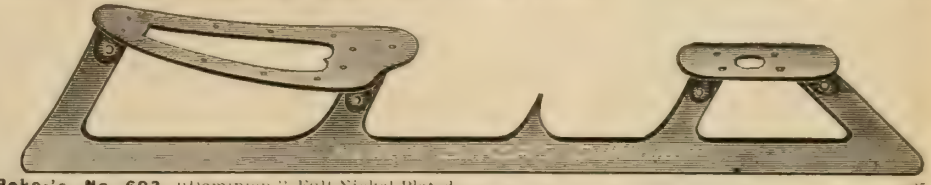
HOCKEY SKATES.—Up-to-date Patterns.



Boker's, No. 631.	"Perfect," Best Quality. Blued Tops.	1.20
632.	" " Full Plated.	1.65



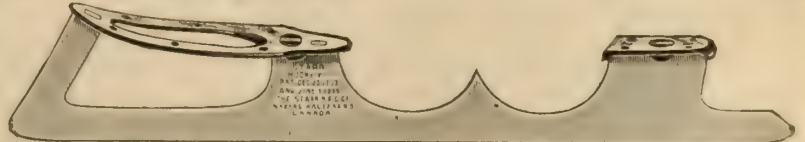
Boker's, No. 634.	"Model," Full Nickel Plated, Concaved Runners.	2.20
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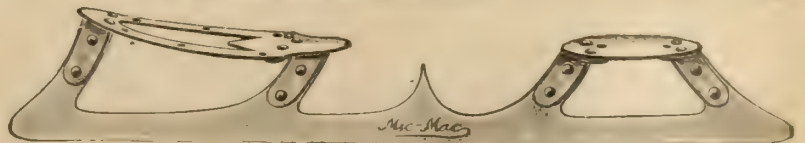
Boker's, No. 692.	"Dominion," Full Nickel Plated.	2.05
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Boker's, No. 9537.	Full Nickel Plated. Ex. Ex. Quality.	4.15
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"Starr," No. 20.	Plain Runners, No Puck Stop.	1.25
20PS.	Plain Runners, with Puck Stop.	2.25
25PS.	Nickel Plated, with Puck Stop.	3.00



"Starr," No. 10PS.	"Mic-Mac," Nickel Plated on Copper.	4.00
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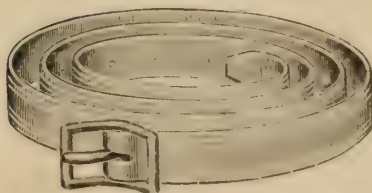
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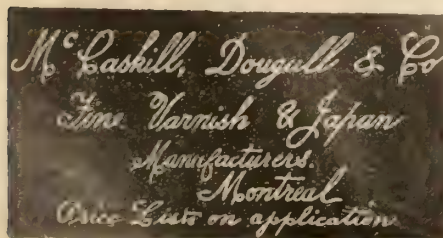
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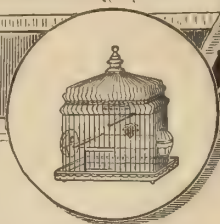
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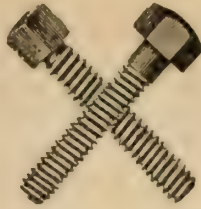
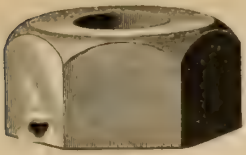
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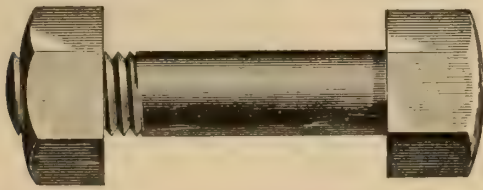
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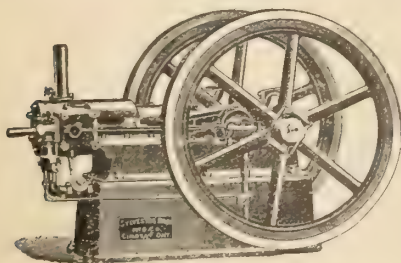
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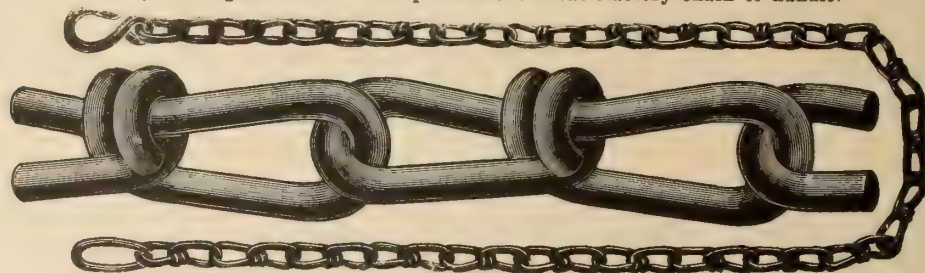
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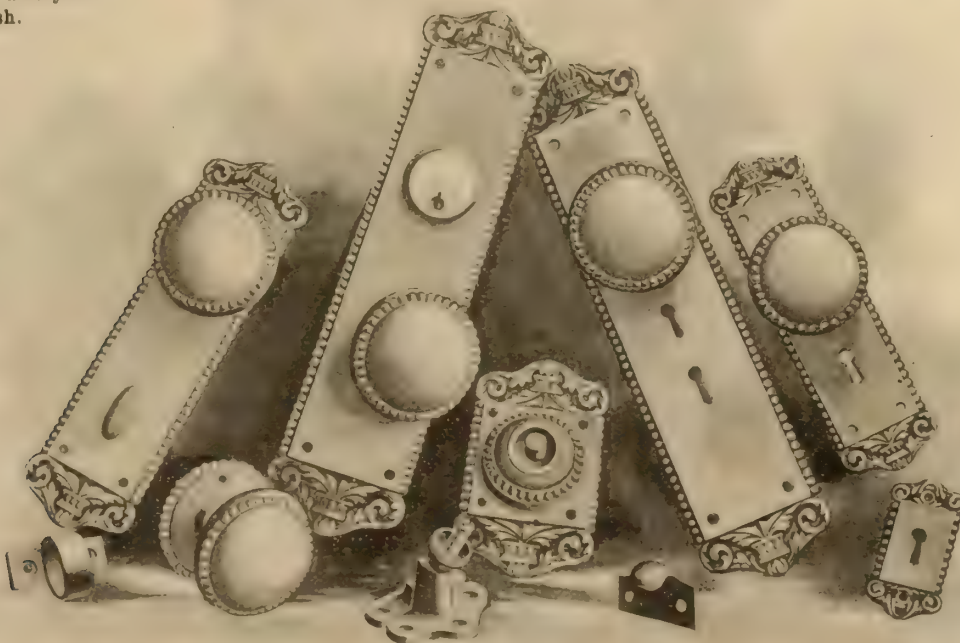
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VOL. XIII.

MONTREAL AND TORONTO, NOVEMBER 30, 1901.

NO. 48.

President,
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**WHEN WRITING ADVERTISERS
PLEASE MENTION THAT YOU SAW
THEIR ADVERTISEMENT IN THIS PAPER**

SIR RICHARD CARTWRIGHT'S DEPARTMENT.

AT the regular meeting of the MacKenzie Liberal Club on Monday night, Mr. J. D. Allan, during the course of an address on "Citizenship," took occasion to urge reorganization of the Department of Trade and Commerce, and Mr. George Anderson, in moving a vote of thanks to Mr. Allan, endorsed what the latter had said in regard to that question.

This criticism of the Department of Trade and Commerce is significant in a double sense. In the first place, it was made in a political organization which supports the

Government of which Sir Richard Cartwright, the Minister of Trade and Commerce, is a member. But what is perhaps still more significant is that the gentleman who offered the criticism is not only one of the leading business men in Toronto, but that he was a Liberal candidate in the western riding of that city at the last general election, while the gentleman who endorsed it, also a business man, was the Liberal candidate in November, 1900, in the eastern riding of the "Queen City."

It is gratifying to us to see the business men who are prominent in the party of which Sir Richard Cartwright is a member joining in the movement which was started by this paper a year or more ago demanding the reorganization of the Department of Trade and Commerce. Since then, the demand has been endorsed by the Canadian Manufacturers' Association. And now the members of his own party are publicly announcing themselves in regard to the matter. For some time it has been an open secret that the business men within the ranks of the Liberal party have been very much dissatisfied with the inertia of the Minister of Trade and Commerce. And it is to be hoped that now they are "speaking out in meetin'," the inevitable reorganization of the Department over which he presides will be hastened.

A great deal of sympathy is, no doubt, felt for Sir Richard Cartwright. He has spent a generation in the service of his country; and no man in either political party has exhibited, on the whole, more ability, while none have been more above suspicion of the misdeeds which are only

too common in political life. But he never was adapted for the portfolio which he holds. At any rate he never took kindly to it. And the result is that, although the Department costs the country a large sum of money annually, it has become almost a sinecure, instead of being what it should be, one of the most important branches of the Governmental machinery.

But sympathy should not permit the commercial interests of the country to suffer. The Department of Trade and Commerce must be reorganized.

A FIRM ROPE MARKET.

THERE is no immediate prospect of a reduction in the price of rope. On the contrary, the tendency appears to be in the other direction, especially in view of the high figures that are ruling in the United States.

A firm tone characterizes the hemp market, both in Great Britain and the United States. Cable advices from Manila indicate that receipts will be light for the balance of the year.

The rope trade in Canada is particularly good for this time of the year, and stocks in the hands of both manufacturers and wholesalers are light.

We would not be surprised to see a further advance in prices between this and our next issue.

A farmer was arrested in Ontario the other day for purchasing "green goods." Why a man who raises green stuff should want to buy green goods is a conundrum.

THE UNITED STATES MANUFACTURERS AND RECIPROCITY.

THE reciprocity convention at Washington has concluded its labors.

The only good it has served is to show that the manufacturers of the United States are by no means yet ready to conclude reciprocity treaties except on a basis that no self-esteeming nation could accept. The chief resolution that was passed recommended that Congress be asked to "open up by reciprocity opportunities for increased foreign trade by special modifications of the tariff in special cases, but only where it can be done without injury to any of our home interests of manufacturing, commerce, or farming."

As The New York Journal of Commerce remarks: "The kind of reciprocity the convention declared for is not reciprocity at all."

Reciprocity, as we stated a week ago, is give and take. The manufacturers of the United States are willing to take, but not one jot or tittle are they willing to give. They want reciprocity, and judging from what has been said in the press and on the platform, they have a strong yearning for it. But, like the Republican party, they are only ready to lower the tariff on things they do not produce on condition that those things of which they produce a surplus may be admitted duty free. It is either the height of impudence, or the grossest of economical blindness, to expect that Canada or any of the other countries with which they desire to establish reciprocity relations will be caught in a trap baited with such a foolish economical proposition.

We said in our last issue that no good thing was to be expected from the convention. We are extremely sorry that our prophecy turned out to be true, for we have always believed that a fair reciprocity treaty between Canada and the United States would be a good thing for both countries.

It is true that there are other interests in the United States besides the manufacturers', but it must be remembered that they are a power in the land. No class, we believe, is more powerful.

Lately, they have been preaching reciprocity more vigorously than any other class in the United States. But it is

evident, when they gather in convention and discuss the question, that it is not reciprocity they want. They may think it is, but what they really want is that Canada and all other countries with moderate tariffs shall level their protective walls until not one stone is left upon another, while their spike-crowned granite wall be left intact.

While there are a great many business men in Canada who favor a reciprocity treaty with the United States, provided it could be secured on an equitable basis, yet no one is turning his hand to bring it about. And no public man of either political party would dare to take one step in the direction until the United States had taken one, and a well-defined one at that.

What a great many people in this country would prefer rather than that our Government should again make reciprocal advances to the United States, is that the tariff should be raised on products that come from the other side of the boundary line. Reciprocity of tariffs would be a by no means unpopular cry. And what is significant, there are prominent men in both political parties who have pronounced themselves in favor of such a scheme.

Personally, we would exceedingly regret any such action. It would not be conducive to the best business interests on either side of the boundary. But, we cannot ignore what is to-day so evident a trend of public opinion.

This feeling is born of the one sided character of the trade between the two countries. Take, for example, the figures for 1900, which is the latest year for which we have complete returns. Of our total imports of \$140,337,184, no less than \$116,972,554 or 83.35 per cent. come from the United States. The percentage from the whole of the British Empire was but 25.99 per cent. Turning to our exports, what do we find? Simply that the United States bought of our products only \$68,619,023 or 35.76 per cent. of the whole, while the British Empire absorbed \$114,782,267 worth, or 59.82 per cent. of the whole.

The following table, compiled from official sources, gives the average rate on

dutiable goods in Canada and the United States respectively in 1900, and shows the wide difference in the character of the Customs tariffs of the two countries:

	P. C. under Canadian tariff.	P. C. under U. S. tariff.
Articles of food and animals	26.04	62.60
" In crude state	27.32	26.96
" wholly or partially manufactured	18.66	27.24
Manufactured articles for con- sumption	25.35	51.02
Luxuries	54.94	57.16

In view of what the various figures we have quoted reveal, is it any wonder that the ranks of those who would wage a tariff war against the United States are daily finding their numbers augmented?

It is to be hoped, however, that the good sense of the business men on both sides of the boundary line will be able to exert sufficient influence to prevent such an untoward event.

AN EXTRAORDINARY TIN MARKET.

THE tin market in New York during the past week has been the scene of some rather extraordinary developments in regard to prices.

From Thursday to Wednesday the price of spot tin in that city advanced about 6¾c. per lb., on the latter day 34½c. being asked, and 33c. bid. Influenced by the condition of affairs in New York; London advanced £5 per ton during the same period. Compared with two weeks ago, the New York market is fully 8c. higher.

While there may have been some manipulation, the advance in prices is no doubt chiefly due to the scarcity of spot stocks. During the month, the arrivals of tin in New York were only 540 tons, and there has not, in consequence, been enough to supply the demand, while consumers have been daily buyers. In other words, the demand has been good, with the supply bad. At the high prices now ruling, business has virtually ceased during the last few days in New York.

The American Metal Market, of November 27, in referring to the tin market, says: "We believe the November contracts are virtually now provided for, and fairly normal conditions will rule in a few days, but the events of the past week have so demonstrated the scarcity of spot tin that there is no reason to expect low prices to rule in December, and we think a heavy premium over the present London price will continue through December."

It is said that the oldest dealers in New York cannot remember a situation like the present.

Spot tin is now 4 to 5c. higher in Canada, the idea as to price being 35c., but business can be done on future account at 30c.

TRADE IN COUNTRIES OTHER THAN OUR OWN.

SHORT SUPPLY OF COKE.

REPORTS from the northern pig iron producing districts show that the supply of coke is still inadequate, owing to the difficulty in securing transportation from the coke ovens, and blast furnaces are running very irregularly, in many cases being banked for two or three days at a time awaiting an accumulation of fuel. The statement is made that in the Mahoning and Shenango valleys at least 12 furnaces may be said to be non-producers all the time. The difficulty in securing coke is not entirely due to a scarcity of cars, but also arises from the inadequacy of railroad facilities to handle the enormous volume of traffic in all kinds of merchandise.—Iron Age.

WIRE NAILS IN THE UNITED STATES.

There is a constant demand for wire nails, but orders are usually for small lots, owing to the uncertainty felt by buyers regarding the future of the market. Prices are not uniform over the entire country, owing to competition, but regular prices are adhered to as closely as possible by the largest producers. Concessions are, however, obtainable in many cases by large buyers, and the market is represented in a general way by the quotations of \$2.15 to \$2.30, in carload lots, f.o.b. mills. In the prices made by jobbers to smaller merchants differentials between jobbers' and retailers' prices are not usually maintained, and the manufacturers who have recently entered the market are not observing any uniform rule regarding prices to the larger or smaller trade.—Iron Age.

BUILDING PAPER IN THE UNITED STATES.

There is some stiffening in prices on this class of goods, a complaint being that it is difficult to get deliveries from the manufacturers on account of the brisk demand, while the congested state of the railroads, owing to a shortage of cars, further complicates matters. In carlots resin-sized sheathing is being offered at \$25 to \$28 per ton, some quoting as high as \$30 and \$35 in smaller lots. In tarred roofing, single ply, a fair price at manufacturing points is \$25 per ton; two-ply, per roll, 40c.; three-ply, per roll, 60c.; no freight allowance. Slaters' tarred felt is quoted at \$27 per ton in carlots, with an advance of 5 per cent. on smaller purchases.—Iron Age.

THE BRITISH TINPLATE TRADE.

The market has been very dull during the past few days, and lower prices are being accepted. Common 14 by 20 112 sheets 108 lb. Bessemer cokes have been sold for quick delivery at 14s. per box and under f.o.b. Wales, while for forward delivery there are sellers at 13s. 6d. per box, and even less than this would probably be accepted for a decent line, but buyers are not all keen on buying to any extent even at the reduced quotations, and it is almost impossible to make business for next year's delivery.

There has been a good inquiry during the week from the Continent, mainly for squares and odd sizes, and sales are reported at 14s. 1½d. to 14s. 1½d. common basis f.o.b. Welsh ports for Bessemer cokes, according to sizes specified and delivery required. Quotations generally are 14s. 1½d. to 14s. 6d. common basis

Bessemer cokes; Siemens cokes, 1½d. extra, with lights at usual reductions, that is, 100 lb. substance 3d., 95 lb. 4½d., 90 lb. 6 to 7½d. less.

Oil sizes are very quiet. The demand for plates for quick delivery has fallen off, and buyers do not seem disposed to purchase in any quantity for forward delivery at current prices, makers generally being fairly well booked to the end of December show as yet no sign of reducing their quotations to any appreciable extent for delivery ahead, consequently little or no business in this branch of the trade is reported. Works quotations run 13s. 9d. to 14s. per box, common 14 by 18½ 124 sheets 110 lb.; 13s. 9d. to 14s. per box, common 14 by 19½ 120 sheets, 110 lb. Bessemer cokes; and 20s. to 21s. per box common 20 by 102 25 sheets 156 lb. Siemens cokes f.o.b. Wales.

The home trade is in rather a sluggish state, and lower prices are being accepted.—Iron and Coal Trades' Review, November 16.

PIG IRON IN GREAT BRITAIN.

There is undoubtedly a quieter feeling in the pig-iron market. The reports to hand from Glasgow, Middlesbrough, and Manchester are all of a less favorable nature. In the Cleveland district the quotation for No. 3 has fallen to 11s., while the other qualities have also suffered a slight reduction and business is rather slower. In Lancashire, too, only a hand-to-mouth trade is doing, and the position is less satisfactory. The South Staffordshire market is firmly maintained, however, and a brisk business is doing, makers being hardly able to cope with the demand. Hematite is in good request, and prices are unaltered. The following is a statement of the stocks of pig iron in public stores:—

	Tons.
Connal's at Glasgow	56,700
Connal's at Middlesbrough	135,500
Railway Stores Middlesbrough	1,700
Connal's at Middlesbrough, hematite	300
Cumberland & Barrow Stores	11,300

In Middlesbrough stocks of pig iron have decreased during the week ended November 12, by 1,494 tons, while the Barrow and Glasgow figures also exhibit a decrease of 70 and 292 tons respectively. So far this year the stocks in Middlesbrough have increased about 53,800 tons, while at Glasgow and Barrow there have been decreases of 14,550 and 11,270 tons respectively. On the week the total decrease in stocks throughout the country is 1,856 tons; on the year the increase is 53,858 tons.—Iron and Coal Trades' Review, November 16.

IRON TRADE IN SHEFFIELD.

Although some authorities consider that the conditions of the heavy steel trade present improved features this week, it is to be feared that there is no all-round improvement to report. The continued absence of Government work and the scarcity of railway orders is reacting upon the iron foundries and several other branches of manufacture, in addition to the firms directly concerned. New business is difficult to obtain, orders are of the hand-to-mouth character, and prices are being severely cut. Makers of forgings and castings for marine and general engineering purposes have been able to book orders with slightly increased freedom during the past few days, and some slight improvement is heard of in the

machine-tool department, which has been depressed for so many months. The only local firms working full time, however, are those who have something of a special character to offer.

The iron trade is nothing like so strong as it was a few weeks ago, and it is to be feared that a reaction has set in here. Prices of raw material are being maintained, it is true, but only on account of the restricted output, which causes a scarcity. One or two of the bar iron firms cannot maintain a full working week, and those more fortunate cannot get a sufficiency of business. The hoop trade is improving.—Ironmonger, November 16.

CANADIAN TRAVELLER IN ENGLAND

MR. WM. H. EVANS, of The Canada Paint Co., Montreal, who is a candidate for a director of The Dominion Commercial Travellers' Association, has had some unique experiences. When on a tour in England visiting the cathedral cities he halted at St. Albans, Hertfordshire, to see the venerable abbey there. Harpenden races were in full blast and St. Alban's, close by, was, towards evening, literally packed with a hilarious, good humored but hungry crowd and Mr. Evans sought in vain for a quiet retreat where he could have a grilled mutton chop and a glass of "bitter." At the various refreshment places the only items offering were Melton-Mowbray pies and Banbury buns, with gingerbread ad lib. This fare would scarcely suit a Canadian whose appetite had been whetted by sight-seeing, and Mr. Evans meandered to that old stagecoach house, "Peacock Inn," where innumerable four-in-hands, brakes, hansoms, growlers, coster carts, and every conceivable thing on wheels, ancient or modern, were drawn up, the occupants loudly calling for refreshments, liquid and otherwise.

Said the ubiquitous "Boots" at the Inn, "Dining room full, sir!; coffee room packed like 'errings, no chawnee for a chop or even 'am and eggs!"

The weary traveller pulled in his belt almost three notches and was about to turn away, when he espied, through a partially closed door, a cosy room with only a quartet of genial-looking gents sitting within its sacred precincts. The first thought was, perhaps they are representatives of Royalty or, mayhap, some of the gentlemen from the country families, or, perchance, privileged reporters (who generally get the best), but an open order book at which one gentleman was industriously scribbling told him, intuitively, it was the commercial room, that sanctum sanctorum, where peace and calmness reigned and no outsiders were allowed.

Calling one of the gentlemen, Mr. Evans handed him his card and showed the certificate of The Dominion Commercial Travellers' Association, of Montreal. Open sesame! This was the passe-partout. Introductions followed—dinner was about to be served, and a jolly good time was spent by "the intelligence department of commerce," as travellers have been dubbed. The Englishmen could not do enough for their impromptu Canadian visitor and it was late, or rather early, when the Montrealer reached the Midland Grand Hotel, St. Pancras, London, where his waiting friends had become so uneasy that they were about to send out a "still" alarm to search the cloisters, catacombs, and crypt of St. Alban's Abbey.

MACHINERY DEPARTMENT

COMPOUND CONDENSING STEAM CARRIAGE.

WE do not know of a more promising subject of investigation for the practical mechanic than that of the production of a suitable condenser for the steam-driven automobile. Manufacturers of the steam carriage have made wonderful progress in the development of the type, and considering the inherent difficulties of the problem, the steam carriage to-day exhibits an ingenuity and skill in its design not excelled by that of any of its competitors. There are few prettier pieces of mechanism to be found than the compact, powerful little two-cylinder, Stephenson link-motion engines which are almost universally used on the steam automobile of to-day. The boiler and various regulating appliances, automatic or otherwise, are the result of most careful thought and reflect the greatest credit on the makers. Type for type, and considering the limitations under which each type labors, the steam carriage of to-day, as a piece of mechanical design and construction, is fully abreast of its electric or gasoline-driven competitors.

The radius of action, as far as it is governed by fuel capacity, is much greater than that of the electric and not far short of the internal-combustion-motor machines; but when we come to the question of water capacity, we find that the steam-driven type, while about on a par with the electric, is still far short of that of the gasoline type. It has long been recognized by the makers that as soon as a satisfactory condenser can be devised, the radius may be increased to almost any extent desired, and this for the reason that the water instead of being thrown away in the form of exhaust steam, will be pumped back to the boiler, and perform a continuous cycle through boiler, engine, and condenser, the replenishing of the water tank taking place at long intervals, the loss being only such as is due to leakage and evaporation. In addition to the advantage of increased radius of action, the provision of a condenser would, of course, result in great fuel economy, a large portion of the heat being returned to the boiler.

There are, however, well-understood difficulties attending the design of a suitable condenser. There is the increased weight; there is the difficulty of separating the oil which will necessarily be carried over from the cylinders; and there are the well-known difficulties attending the pumping of hot water, that is approximately at the boiling point, into the boiler. Judging from an experimental condenser which a member of our staff fitted to his steam-driven machine, merely for the purpose of reducing the clouds of exhaust steam in cold weather, it should be quite practicable, by making use of aluminum piping and a suitable system of flange or pin-cooling devices, to secure sufficient surface to condense all of the steam. While an air-cooling condenser would, of course, add appreciably to the weight, the increase would be by no means prohibitive, nor would it even begin to offset the gain in economy and in radius of action that would be secured. Of course, the chief difficulty, if air-cool-

ing were used, would arise when the machine is doing its maximum work in hill-climbing. At such a time it might be necessary to increase the air current by means of a rotary fan; but even supposing that condensation during hill-climbing were only partial, the worst that could happen would be the loss of a portion of the water in the form of undensified steam. Furthermore, the provision of a successful condenser for the steam carriage would open the way for other important improvements tending to increase the power and efficiency of the motor. The water-tube boiler, higher steam pressures of from 250 to 300 pounds to the square inch and the use of multi-cylinder engines, compound or even triple-expansion, would be improvements which would tend to bring the performance of the engine and boilers nearer to the economy which is realized in marine practice.

Having said this much, however, we must bear in mind that there is one radical difficulty which would immediately present itself if the exhaust were turned into condenser. At present the large steam-raising capacity of the steam-carriage boiler is due in considerable measure to the fact that the exhaust is used to induce a strong draft through the burner and tubes, and if the exhaust were directed to the condenser, some other means of increasing the draft, or some other form of boiler, would have to be resorted to. Of course, sufficient draft might be secured by a rotary fan; but as our proposed condenser already calls for a cooling fan, it can be seen that the accessories of the new design would be beginning to multiply beyond the point of working practicability. However, after all is said and done, it must be admitted that the problem is a very live one, full of interest and promise to the inventor who can work it out to a practical solution.—Scientific American.

SAFETY VALVES ON GASHOLDERS.

Herr Kreitling has recently been discussing methods for avoiding accidents with acetylene plants in one of the German journals. He points out that the great majority of explosions have been due to the stupid practice of entering the apparatus-house with a naked light when it has become full of an explosive mixture of acetylene and air caused by an escape of gas from the generator. Sometimes the escape may be produced by the gradual rusting away of certain portions of a cheaply constructed machine, and at others to the stoppage of a pipe or cock. With automatic apparatus it may occasionally happen that the controlling mechanism breaks down, and a larger quantity of carbide than should be decomposed, or, indeed, the whole of the carbide in the generator is attacked by the water instantaneously. This gas passes to the holder, and if the consumption be not equal to the make the holder soon becomes quite full. Then there is no safe outlet for the surplus gas save through the safety-valve, whence it follows that the safety-valve should have a clear diameter equal in area to the pipe, admitting acetylene to the holder. Safety-valves are now always fitted, but they

are generally small in bore, and would not be able to cope with a rapid and long-continued overmake of gas. If the safety-valve is too small for its work the extra gas blows the seal, and the danger of an explosion arises at once. Generator-sheds should be provided invariably with external artificial illumination (not an acetylene lamp supplied by the same apparatus, we would remark), and the possessor might, with advantage, procure a Davy safety-lamp to take inside in case of an undiscoverable breakdown.

ADJUSTABLE TABLE FOR STORES.

AT this particular season the merchants of various cities and towns are arranging plans and changes in their stores and fittings in preparation of Christmas and the holiday trade. Our readers will admit that it is absolutely necessary to display goods to the best possible advantage, so as to secure quick sales; a lot of business in every line of trade is crowded into a few weeks for novelties and presents. From recent conversations with leading merchants it is the general opinion that if visitors do not see the article required before them in walking through a store, or in a front window, they do not take the trouble to ask if it is kept in stock. A most suitable device for the proper display of nearly all classes of merchandise is the adjustable display stands or tables. You can move them about your store, from place to place, doing away with the long, old-fashioned counters which occupy the whole length and width of the store, leaving only a small passageway on each side, and obstructing nearly all the light in daytime and spoiling the effect of illumination at night.

The advantages in using the adjustable display stand is that you can place it in six positions, and no matter what angle it is placed at there is no danger, as the automatic self-locking device will hold it in position. If your store should be crowded or a special sale on you can fold them up and set back out of the way, thus giving a clear floor space, which is a decided advantage in a busy store. You do not require to remove the goods to alter the position, as each shelf remains on a level while you change the stand. As far as weight is concerned they will hold half a ton without danger of breaking or sagging down, and are fitted with castors or rollers which allow of a free and easy movement on the floor. There are over 12,000 in use from Newfoundland to Vancouver. Different sizes, styles and wood finishings are made to match as nearly as possible present fittings in use.

A very handsome illustrated booklet showing the stands with different dis-

WIRE NAILS TACKS WIRE

Prompt Shipments

The ONTARIO TACK CO.
Limited
HAMILTON, ONT.

plays of goods, which will assist you in decorating your store or window, is sent free on application to the manufacturers, Boeckh Bros. & Company, Toronto, who will be pleased to furnish any information required.

INDUSTRIAL GOSSIP.

Those having any items of news suitable for this column will confer a favor by forwarding them to this office addressed to the Editor.

THE latest from Ottawa is that a strong company of local and outside capitalists has been formed to erect a large building on Bridge street, on the Chaudiere river. This is to be used for the steel-working industry and it is understood that a large number of men will be employed. It is said that the property is already purchased.

The directors of The Minudie Coal Mining Co., who visited their property at River Herbert, Nova Scotia, recently, were all greatly pleased with the prospects of the company. The output there is now from 60 to 70 tons per day.

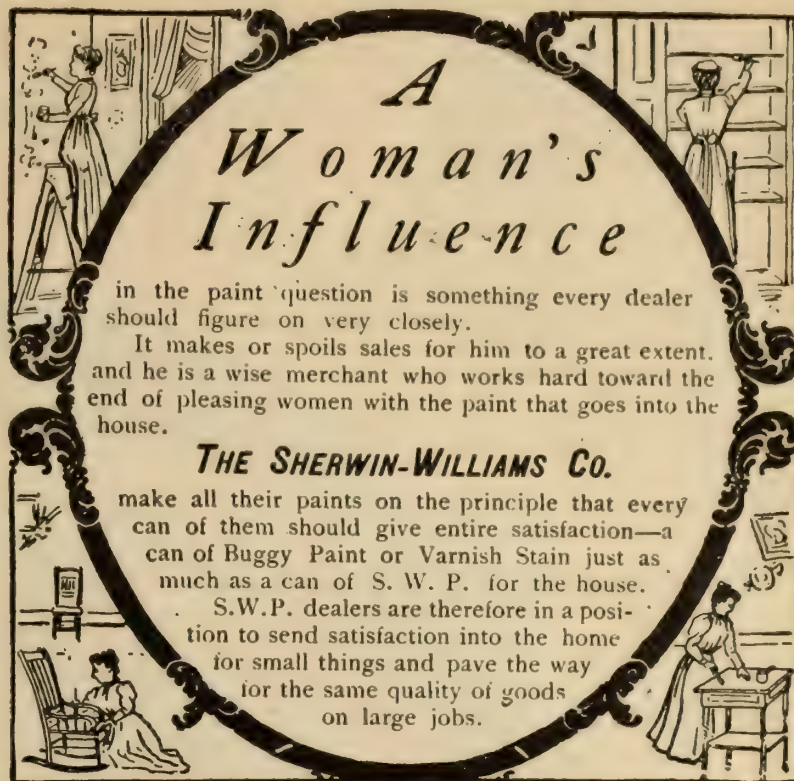
The Bailey Cutlery Co., Limited, of Brantford, Ont., have acquired the wincey mill buildings there, and intend moving into them in the spring, after adding new machinery. This will enable them to add to their manufacture of scissors, razors, knives, etc.

J. Keith Fisher is in New York purchasing the equipment for the new cement works of the Pacific Coast Portland Cement Co., which is to be erected in Vancouver. The machinery of this new plant is to be entirely run by electricity, and the manufactory will be very extensive.

The Dominion Coal Co., Sydney, C.B., are having a staff of surveyors engaged on the route of the electric tramway which they intend constructing next summer. This will follow the old Sydney and Louisburg road to the Reserve Mines, and from there branch off to Ligan Beach, tapping the coal mine near Dominion. It will also be extended through the other collieries to Glace Bay.

D. R. Young, manager of The Similkameen Valley Coal Co.; C. B. Murray, of the firm of Hall & Murray, Toronto, and W. Blakemore, M.E., were at Ashola, B.C., examining the coal measures owned by the company there. The report of the engineer will not be published till after the coal samples collected there have been examined at Trail, B.C. This, it is expected, will be favorable. In the meantime a coal drill is to be established to test the seams at a depth.

The Cape Breton Railway Co., of which Dr. W. Stewart Webb, of New York, is president, has two gangs of 2,000 men at work on the new line of the Cape Breton Railway, which is to run from the Straits of Canso to Louisburg. There has already been laid tracks one mile from the Intercolonial line at Point Tupper, C.B. It will cross the Straits of Canso by one of the highest bridges in the world, with a span of 1,000 feet, and will embody in its construction over 350,000 tons of steel. It will be erected by a



A Woman's Influence

in the paint question is something every dealer should figure on very closely.

It makes or spoils sales for him to a great extent, and he is a wise merchant who works hard toward the end of pleasing women with the paint that goes into the house.

THE SHERWIN-WILLIAMS Co.

make all their paints on the principle that every can of them should give entire satisfaction—a can of Buggy Paint or Varnish Stain just as much as a can of S. W. P. for the house.

S.W.P. dealers are therefore in a position to send satisfaction into the home for small things and pave the way for the same quality of goods on large jobs.



THE SHERWIN-WILLIAMS Co.

PAINT AND VARNISH MAKERS.

CHICAGO,
NEW YORK,

NEWARK,
MONTREAL,

CLEVELAND,
BOSTON,
TORONTO,

SAN FRANCISCO,
KANSAS CITY.



company, headed by Montreal capitalists, with a capital of \$5,000,000 and will cost, when completed, about \$4,000,000.

The new machine shops of Ross & Howard, henceforth to be known as The Vancouver City Ironworks, have recently been formally opened at Vancouver. The buildings were begun early in the spring, and recently a large quantity of new machinery has been installed. Now the works are thoroughly equipped and their capacity includes the largest kind of founding and general marine work.

The Dowsley Spring and Axle Works, at Chatham, Ont., have been completed and steam is being gotten up in the boilers preparatory to commencing operations in the axle department, which, owing to failure in the shipment of one piece of machinery, is being delayed in starting. The springs department will not be ready till about spring, when the whole concern will be ready with its product for the market. Seventy-five to one hundred gearings and axles per day will be the capacity of the works, which will employ about 50 men, 25 in each department. A number of orders from all over Ontario and Quebec have been received, and to commence operations the company has received a shipment of 10 carloads of steel which are lying on the tracks which run through their premises, ready to be unloaded.

The Crow's Nest Coal Co. have made extensive additions to their plant at Firnie, B.C. An air compressor has already been put in that is capable of operating 10 coal-cutting machines, and

orders for three others of equal capacity have been placed in Montreal. When these are installed the mechanical capacity of the mines will be fully three times what it is now. Besides these compressors the company is putting in two 40 horse-power engines and two 75 horse-power hoisting machines. The James Cooper Manufacturing Co., of Montreal, is going to supply all this new plant, which will be installed by the new year.

At Winnipeg, The Goldie & McCulloch Co., Limited, of Galt, Ont., have just installed one of their gas engines in the paint factory of F. Stephens & Co., the first of its kind to be used in the west for power purposes. By using this gas engine they expect that power will be obtained much cheaper than by using an electric dynamo. The Winnipeg Electric Light and Gas Co. are making special discounts for gas used for power purposes, and they expect that gas power will cost considerably less than electricity.

Messrs. King, of New York, are developing their plaster property at Hillsboro', Albert County, New Brunswick, which they have owned for a number of years. If the quarry turns out right it is expected that a large business will be done and their plaster mill in New York will be supplied directly from the quarry.

The Cumberland Coal and Railway Co., of St. John, N.B., are asking for tenders for vessels to carry coal from Parrsboro', N.B., to Portland, Me., during the winter. They also intend to build two more barges which will be larger than any now in use.

INQUIRIES ABOUT CANADIAN TRADE

The following were among the recent inquiries relating to Canadian trade received at the Canadian Government Office in London:

1. A manufacturers' agent who supplies railway material is open to correspond with parties in Canada who are prepared to export veneers, sleepers, etc.

2. A London firm of timber brokers and agents desire to get into communication with Canadian manufacturers requiring a market for birch chair parts (seats, squares, turnery and dowels), bass-wood piano keyboards, white oak key-ralls; also soft elm boards, rock elm logs and planks, maple in log and plank, and furniture ash in board and plank.

Inquiries received at the Canadian section of the Imperial Institute:

3. A company manufacturing glue of all kinds asks to be placed in correspondence with Canadian buyers of the article.

4. A wholesale furniture house would be pleased to hear from Canadian manufacturers of carpets, furniture, etc.

5. A correspondent possessing a connection in chair materials, turned goods, etc., wishes to hear from Canadian producers of same.

[The names of the firms making the above inquiries can be obtained on application to the editor of **HARDWARE AND METAL**.]

MONTREAL'S TONNAGE.

Montreal's season of navigation was practically brought to a close on Saturday. The season has been far from satisfactory, the tonnage showing a marked decrease from previous years.

The following is a comparative statement of the foreign ships and tonnage for the past four years:

	Ships.	Tonnage.
1898.....	516	1,212,747
1899.....	434	1,092,955
1900.....	416	1,038,234
1901.....	376	988,018

The falling off is ascribed to the continuance of the South-African War, which has deprived the port of Montreal of some of its largest vessels.

The Customs collection at the port during the season amounted to \$5,485,767, against \$5,126,711 for 1900.

OIL HEATERS FOR ENGLAND.

The McClary Manufacturing Co., London, Ont., report a large shipment of their "Famous" oil heaters to London, Eng., on Monday of this week. "Famous" oil heaters seem to be growing quite popular in the Old Land, as the McClary company have been making shipments regularly for the past three years, and each shipment is larger than its predecessor.

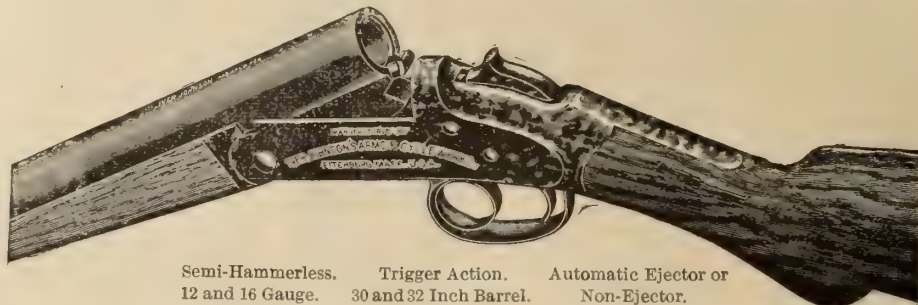
Edward Goodison has retired from the firm of E. Goodison & Co., general merchants, Streetsville, Ont., and intends removing to Toronto.

**Safety
Simplicity
Accuracy
Novelty**

WHAT MEN SAY WHO SHOOT IVER JOHNSON SINGLE GUNS

"I am using one of your guns at present, and there is no better, for there cannot be a better gun made than the Iver Johnson Gun."

"G. A. Benson, Port Royal, S.C."



Semi-Hammerless. Trigger Action. Automatic Ejector or
12 and 16 Gauge. 30 and 32 Inch Barrel. Non-Ejector.

Catalogues mailed upon receipt of application.

New York Office—
99 Chambers Street.

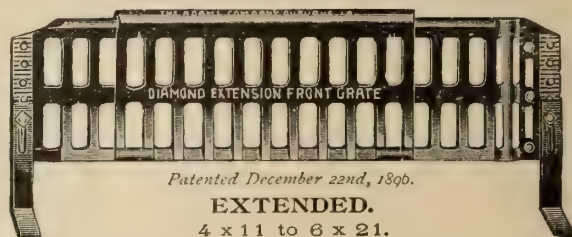
IVER JOHNSON'S ARMS & CYCLE WORKS,
FITCHBURG, MASS.

DIAMOND EXTENSION FRONT GRATE.

Ends Slide in Dovetails similar to
Diamond Stove Back.

Diamond Adjustable Cook Stove Damper

Patented March 14th, 1893.



Patented December 22nd, 1896.

EXTENDED.
4 x 11 to 6 x 21.



For Sale by Jobbers of Hardware

Manufactured by **THE ADAMS COMPANY, Dubuque, Iowa, U.S.A.**
" **A. R. WOODYATT & CO., Guelph, Ontario.**



TWO WORDS TO THE WISE.

The first is **COSMOPOLITAN**. It stands for all that is best in incandescent gas lighting.

The second is **ROCHESTER**—which is pre-eminently the best lamp for oil. ROCHESTER Lamps are known and popular the world over.

WE ARE CANADIAN AGENTS FOR BOTH
AND CARRY A COMPLETE STOCK.

THE ROCHESTER LAMP CO. OF CANADA
24 Front St. W., Toronto.

RETURNED
DEC 12 1901
C.B. 4/6

TWO AGENCIES FOR MR. GIBB.

Mr. Alexander Gibb, 13 St. John street, Montreal, has recently secured two important agencies. The one is for S. R. Slaymaker, Lancaster, Pa., manufacturer of clocks, night latches, etc. The line of samples he is now showing is very complete and handsome, and, as the goods are well known in Canada, he is entering upon a good trade for his firm. Catalogues will be furnished upon application.

The other firm he will represent is Jaffe & Sons, Manchester, Eng., one of the largest and wealthiest dealers in hardware and metals in England. Jaffe & Sons have just sent out circulars notifying the trade of Mr. Gibb's appointment. Mr. Gibb has arranged to receive weekly cables on heavy metals, which he will distribute to his customers, while he will also be in receipt of monthly corrections in his price list of English hardware. Jaffe & Sons are an up-to-date firm, and, in the hands of Mr. Gibb, their Canadian business ought to grow rapidly.

KINGSTON MERCHANTS ORGANIZE.

At a large and enthusiastic meeting of the retail merchants, of Kingston, Ont., on November 20, a branch of the Retail Merchants' Association of Ontario was organized. The following officers were elected :

President, D. E. Starr.
1st Vice-President, James Sutherland.
2nd Vice-President, W. A. Mitchell.
Treasurer, H. Dyde.
Secretary, John Gilbert.

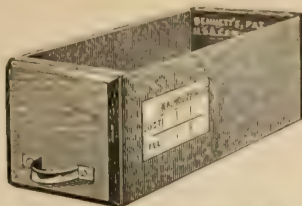
ANNUAL CONVENTION.

In a circular letter to their travellers, The Canada Paint Co. announce that the tenth annual convention of their salesmen will be held at the company's works, Montreal, commencing on Monday, December 16.

The steamer Inca is loading pig iron at Sydney, C.B., for the British market.

A blaze in the tower of the works of The Pillow-Hersey Manufacturing Co., Limited, Montreal, manufacturers of nails, horse-shoes, spikes, bolts and nuts, did some slight damage last week. By the timely arrival of the fire brigade, the flames were prevented from spreading.

On the suggestion of the London city mayor, the finance committee in the matter of the petition of The McClary Manufacturing Co. for a fixed assessment for the next 10 years, prepared a by-law in accordance with the company's request. This bill will be submitted to the council for consideration, where the whole matter may be threshed out on its merits and demerits.

Bennett's Patent Shelf Box

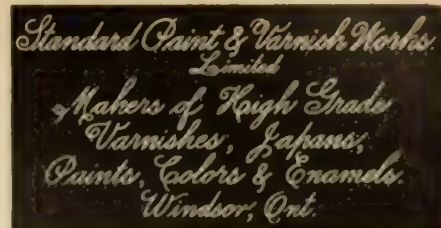
ALWAYS GIVES SATISFACTION.

Viridien, Manitoba, July 31, 1901.
"We have drawers installed and like them splendid. Send us a 4-DRAWER BOLT CASE."

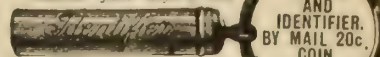
VIRIDEN HARDWARE CO.
Campbelltown, N.B., August 8, 1901.
J. R. PRICHARD.

"The boxes fit well."
For full particulars and prices on our full line of Shelf Boxes and Cabinets for all classes of goods write to

J. S. BENNETT,
Patentee and Manufacturer, **TORONTO.**

**YOUR ADDRESS INSIDE.**

Our little engraved telescoping case identifies you in case of accident. Restores your keys if lost.



Change address without cost. Nickel plated case. Best steel ring. 25,000 in use. Liberator Termite Agents.

NEW CENTURY CO 204 B BLEURY ST. MONTREAL, P.Q.

FOR LUMBERMEN.

SAW-SET

"WHITING"

FOR CROSS-CUTS ONLY.

ASK YOUR HARDWARE MERCHANT FOR IT
TAKE NO OTHER. FAILING TO DO ITS
WORK YOUR MONEY WILL BE RETURNED
R. DILLON, OSHAWA ONT.

HEADQUARTERS

for

**HIGHEST
GRADE**

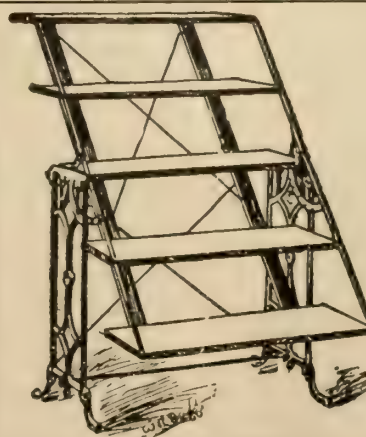
**English Solid Steel
Scythes,
AXES, SAWS,
TOOLS, Etc.**

HOLIDAY DISPLAYS.

Now is the time to plan.

You will soon be too busy to think.

Show the people what you have and sales will follow.



For window or store decorating they are unequalled.

Easily and instantly adjusted to any angle.

Useful for many purposes, and always ready for use.

**BOECKH'S ADJUSTABLE
DISPLAY TABLES**

are what every up-to-date storekeeper requires to keep his goods prominently before the public. A card will bring full particulars.

BOECKH BROS. & COMPANY,
TORONTO, ONT.

BUSINESS CHANGES.**DIFFICULTIES, ASSIGNMENTS, COMPROMISES.**

DENNIS DOYLE, general merchant, Hawkesbury, Ont., is offering to compromise.

R. Craig, general merchant, Smith's Falls, Ont., has compromised.

Ed. Noel, general merchant, Montmorency Falls, Que., has assigned.

J. M. Langlois, general merchant, Magog, Que., is offering 25c. on the dollar cash.

Fred. E. Mirandi, general merchant, Gananoque, Ont., has assigned to Joseph T. Green.

P. Langis, general merchant, Shawenigan Falls, Que., has compromised at 50c. on the dollar.

Wm. Smith, general merchant, Point Gatineau, Que., is offering to compromise at 25c. on the dollar.

W. A. Stevens, general merchant, Hillsboro, N.B., has assigned to the sheriff, and held a meeting on November 26.

The creditors of A. M. Beshard, general merchant, Beauce Junction, Que., will meet on November 30, to appoint a curator.

John Graydon, contractor, Streetsville, Ont., has assigned to Arthur C. Neff, Toronto, and his creditors are to meet on November 30.

F. J. K. Alexander, general merchant, and lobster packer, Little River E., and St. Agathe, Que., has assigned to Chartrand & Turgeon, provisional guardians.

PARTNERSHIPS FORMED AND DIS-SOLVED.

Courteau & Vaudry, builders, Montreal, have dissolved.

Joseph Charest & Frere, contractors, etc., Sherbrooke, Que., have dissolved.

Craige & Stedman, general merchants, Smith's Falls, Ont., have dissolved, and R. Craige continues.

SALES MADE AND PENDING.

The assets of Elzear Prevost, stove dealer, Montreal, have been sold.

Peter McAulay, general merchant, Grace Bay, N.S., is advertising to sell out.

The stock of W. F. Bremner, general merchant, Baldur, Man., is to be sold by auction.

The stock of Germain Fournier, general merchant, Hebertville, Que., has been sold at 60c. on the dollar.

The stock of Alphonse Ruest, general merchant, St. Donat, Que., has been sold at 72c. on the dollar.

The stock of Laforest & Hogarth, general merchants, Victoria Mines, Que., is advertised for sale by auction on December 4.

CHANGES.

A. L. Stewart, general merchant, Winnipeg, Man., has given up business.

Irwin Bros., general merchants, Low, Que., have returned to Kazabazua, Que.

A. M. Monat & Co. succeed Douglass & Monat, general merchants, Dauphin, Man.

F. Poirier & Son, general merchants, Shediac, N.B., are succeeded by O. Poirier.

H. T. Warne, general merchant, Digby, N.S., has opened a branch store at Deep Brook.

C. F. Avard & Son, general merchants,

Great Shemogue, N.B., are succeeded by F. M. Gould.

J. H. Prichard, grocer and hardware, Campbellton, N.B., has sold out to F. W. Wortman.

Thomas Grace, general merchant, Gracefield, Que., has opened a branch store at Low.

The Foster-Bennett Co., Limited, contractors, River Desert, Que., have applied for a charter.

Downey & Collison, hardware merchants, Holland, Man., are succeeded by John Collison.

Mrs. Arthur Chayer has registered under the name of A. Chayer & Co., contractors, Montreal.

A. A. E. Downey, hardware merchant, Swan Lake, Man., is the successor of Downey & Collison.

Levesque & Splude, general merchants, Eel River Crossing, N.B., are successors to Wm. Currie & Co.

Odilon Duval, general merchant, St. Alexis de Montcalm, Que., has sold out to Alphonse Fontaine.

A. J. McPherson, hardware and implements, Dauphin, Man., has sold his Grand View branch to F. Y. Newton.

Edgar H. Holmes has registered his consent that his wife, Gertrude A. Holmes, should carry on a general merchandise business at North River, N.S.

J. D. Deal, general merchant, Rose Bay, N.S., has removed to Upper Kingsbury. Joseph Reid, confectioner, etc., Pilot Mound, Man., has sold out to H. Agnew.

FIRES.

Andrew Thompson's sawmill at Strathroy, Ont., has been burned down.

Morse & Jack, general merchants, Wallaceburg, Ont., were partially burnt out.

DEATHS.

James Wilson, general merchant, Vicars, Que., is dead.

THE PHILOSOPHY OF BUYING.

THERE is an old saying to the effect that goods well bought are half sold, says Stoves and Hardware Reporter. That is true enough and there isn't any reason of explaining why, simply because the saying proves itself to be correct. But when, where and how to buy goods so that they are half-sold before being placed on sale is a three-fold question that has perplexed many a business man so completely that at times he may feel inclined not to buy any goods at all but to sell what he has and take down his sign. It may seem a very easy thing to anyone who has not become posted on the intricacies of business, but the novice almost always thinks he knows more than the man of experience and seldom finds out his mistake until he has received several hard knocks on his financial head.

If I intend to buy something for my individual use, it is a pretty safe thing that I know what I want and will be satisfied with my purchase. I have only my own taste and my own pocketbook to consider and I am not likely to go beyond what they tell me. But if I am buying goods in quantities with the expectation of selling these goods to others, I must consult the tastes and the pocketbooks of the people whom I hope to make my customers. If every person thought alike and each one was just as

rich as his neighbor, the problem would be a very easy one to solve, but when there are a hundred or more people to please, and very few of them think alike, the difficulty is increased in exact proportion to the number of customers I expect to obtain.

The law of average comes into a very practical use right here. We can't expect to please everybody but we can make a very fair stagger at it by finding out as near as we can the kind of goods that will be called for by the average buyer. Even then we will often find extremes in tastes and the means of gratifying them, one buyer wanting the very cheapest article he can find and the other wanting the most expensive, but unless we can afford to carry a very large stock or can succeed in persuading our customer to buy from a catalogue we will find that it seldom pays to go beyond the average line that will, or should, satisfy the majority of our customers. It may not cost much to carry the very cheap goods, but if they are not sold they eat up a part of the profits and it is a rule in modern business that every little thing should be made to count; but it does take money to carry expensive goods, and if they prove unsalable we are out of profit and maybe our profit on the entire business is changed into a loss. The more conservative business men argue that it is safer to carry medium-cost goods until it has been demonstrated that the buying public wants goods of a higher price.

MORE POWER FOR WINNIPEG.

William McKenzie and G. W. Thompson, of Winnipeg, Man., are convinced that conditions existing at the junction of the Winnipeg and Whitemouth rivers are very satisfactory for the economical development of a powerful generator of mechanical force, as it is the nearest point possible of transmission to Winnipeg, and also as suitable material for building purposes are near at hand. Accordingly they have despatched H. L. Cooper, hydraulic engineer, to New York, where he will perfect plans for installing a plant there for the generating of electric energy, by which Winnipeg is to be supplied with power. They have already prepared plans for the installation of a 10,000 horse-power plant, and sights are being surveyed for a dam, power house, head race, tail race, etc. These are being drawn up so as to allow of this power being increased and even doubled if necessary.

Burglars entered R. Pearson's general store, Codrington, Ont., on November 21, and stole a quantity of clothing, tobacco, and some other small articles.

James Stewart, who has had charge of the transporting business of the Canada Atlantic Railway, at Coteau, Que., is in Kingston, Ont. During this year some 13,000,000 bushels of grain were handled by his railway and by the Kingston and Montreal Forwarding Co.

SITUATION WANTED.

AS TRAVELLER — HEATING, UP-TO-DATE, Hot Water, Warm Air. Furnaces; Estimate; Install; Superintend; Overcome any obstacles in connection; Any Territory; Good Connection. Box B, **HARDWARE AND METAL.** (43)

*The***WATSON FOSTER CO.**

LIMITED

MONTREAL**SILVER MEDAL
PARIS 1900
CHICAGO 1893****WALL PAPERS****OUR LINE**

FOR 1902

IS STILL COMPLETE**IN ESSENTIAL FEATURES, AND ALL THAT IS
PRACTICALLY ARTISTIC AND PROFITABLE IN
WELL SELECTED AND COLORED DESIGNS**

IN

WALL PAPER**WITH FAR GREATER VARIETY IN EACH GRADE
THAN IS ATTEMPTED BY ANY COMPETITION,
HOME OR FOREIGN.****TRAVELLERS SENT, OR CONDENSED SAMPLES
FURNISHED TO PROSPECTIVE
BUYERS.**

DEC. 1901

MARKETS AND MARKET NOTES

QUEBEC MARKETS.

Montreal, November 27, 1901.

HARDWARE.

THERE is but little to interest in the hardware markets this week.

Business is now beginning to assume winter proportions and wholesalers are either taking stock or are preparing to do so. Some thought is now being given spring goods, and indeed good orders have already been booked in certain lines, particularly harvest tools. Poultry netting, screen-wire cloth, and screen doors and windows are also being talked of for spring. The staple lines are moving only fairly well this week. These remarks apply to nails, screws, bolts and rivets. The carload of nails has been changed from 235 to 285 kegs. Horseshoes are in light supply and selling freely. Payments are good. The shortage of carters is still felt very keenly although the railway companies have imported teams and conveyances.

BARB WIRE—There is no change to note this week. The outlook is somewhat unsettled as the German market is a little below the American. We quote \$3 f.o.b. Montreal.

GALVANIZED WIRE—There is but little business being done in this line either for immediate or future sup-

ply. We quote as follows: Nos. 6, 7 and 8 gauge, \$3.15; No. 9, \$2.80; No. 10, \$3.55; No. 11, \$3.65; No. 12, \$2.95; No. 13, \$3.05; No. 14, \$4.05; No. 15, \$4.55; No. 16, \$4.80; No. 17, \$5.20; No. 18, \$5.45.

SMOOTH STEEL WIRE—There has been no change to report. We quote oiled and annealed, No. 9, \$2.80; No. 10, \$2.87; No. 11, \$2.90; No. 12, \$2.95; No. 13, \$3.15 per 100 lb. f.o.b. Montreal, Toronto, Hamilton, London, St. John and Halifax.

FINE STEEL WIRE—The discount is still 17½ per cent.

BRASS AND COPPER WIRE—The demand is steady but moderate. The discounts are still 55 and 2½ per cent. on brass and 50 and 2½ per cent. on copper.

FENCE STAPLES—There is not much business reported in this line. We quote: \$3.25 for bright and \$3.75 for galvanized per keg of 100 lb.

WIRE NAILS—The market has a firmer tone than it had some weeks ago, but the demand is now rather small. Carlots now consist of 285, where formerly they were 235. We quote \$2.85 for small lots and \$2.77½ for carlots f.o.b. Montreal, London, Toronto, Hamilton and Gananoque.

CUT NAILS—Business is now rather quiet at steady prices. We quote: \$2.55

per keg for small and \$2.45 for carlots; flour barrel nails, 25 per cent. discount; coopers' nails, 30 per cent. discount.

HORSE NAILS—A good business is still reported. "C" brand is sold at a discount of 50 and 7½ per cent. off the new list. "M" brand is quoted at 60 per cent. off old list on oval and city head and 66 2-3 per cent. off countersunk head.

HORSESHOES—Stocks are light yet they seem to be sufficient. There is still a good inquiry for all varieties, with snow shoes in particularly good request. We quote as follows: Iron shoes, light and medium pattern, No. 2 and larger, \$3.50; No. 1 and smaller, \$3.75; snow shoes, No. 2 and larger, \$3.75; No. 1 and smaller, \$4; X L steel shoes, all sizes, 1 to 5, No. 2 and larger, \$3.60; No. 1 and smaller, \$3.85; feather-weight, all sizes, \$4.85; toe weight, steel shoes, all sizes, \$5.95 f.o.b. Montreal; f.o.b. Hamilton, London and Guelph, 10c. extra.

SCREWS—A moderate trade is passing. There is no new feature to note. Discounts are as follows: Flat head bright, 87½ and 10 per cent. off list; round head bright, 82½ and 10 per cent.; flat head brass, 80 and 10 per cent.; round head brass, 75 and 10 per cent.

BOLTS—The inquiry is scarcely



"FAMOUS" OIL HEATERS

Most of your customers have a chilly room in their home, beyond heating-reach of furnace or stove.

Tell them about our Oil Heaters, and the most of them will buy without hesitation.

"Famous" Oil Heaters are absolutely odorless and smokeless, warranted to be perfectly safe, burn very little oil, and are wonderful heaters.

There are great possibilities in these heaters for the dealer who makes a start and gets the run in his town.

Send for free illustrated folders telling all about them.

The McClary Manufacturing Co.

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ST. JOHN, N.B.

"Everything For The Tinshop." DEC 12 1901

THE PAGE-HERSEY IRON & TUBE CO.

Limited

MONTREAL

Manufacturers of

Wrought Iron Pipe

For Water, Gas, Steam, Oil,
Ammonia and Machinery.

**DRAIN PIPES,
PORTLAND CEMENTS,
FIRE BRICKS AND CLAY
SILICA AND MAGNESIA
BRICKS,**

with specially prepared mortar.

Contractors' and Founders'
Supplies.

F. HYDE & CO.

31 WELLINGTON ST., MONTREAL

.. FULL STOCK ..

Salt Glazed Vitrified



Double Strength Culvert Pipe
a Specialty.

THE CANADIAN SEWER PIPE CO.

HAMILTON, ONT. TORONTO, ONT.
ST. JOHNS, QUE.

Deseronto Iron Co.

LIMITED

DESERONTO, ONT.

Manufacturers of

Charcoal Pig Iron

BRAND "DESERONTO."

Especially adapted for Car Wheels, Malleable Castings, Boiler Tubes, Engine Cylinders, Hydraulic and other Machinery where great strength is required; Strong, High Silicon Iron, for Foundry Purposes.

as brisk as it was some weeks ago. Discounts are as follows: Norway carriage bolts, 60 and 5 per cent.; common, 55 and 5 per cent.; full square carriage bolts, 60 and 5 per cent.; machine bolts, 55 and 5 per cent.; coach screws, 70 per cent.; sleigh shoe bolts, 70 per cent.; blank bolts, 60 per cent.; bolt ends, 60 per cent.; plough bolts, 55 and 5 per cent.; tire bolts, 67½ per cent.; stove bolts, 67½ per cent. To any retailer an extra discount of 5 per cent. is allowed. Nuts, square, 3¾c. per lb. off list; hexagon nuts, 4c. per lb. off list. To all retailers an extra discount of ¼c. per lb. is allowed.

BUILDING PAPER — The market is unchanged under a small inquiry. We quote as follows: Tarred felt, \$1.70 per 100 lb.; 2-ply, ready roofing, 80c. per roll; 3-ply, \$1.05 per roll; carpet felt, \$2.25 per 100 lb.; dry sheathing, 30c. per roll; tar sheathing, 40c. per roll; dry fibre, 50c. per roll; tarred fibre, 60c. per roll; O.K. and I.X.L., 65c. per roll; heavy straw sheathing, \$28 per ton; slaters' felt, 50c. per roll.

RIVETS AND BURRS — There is no change to report. Discounts are: Best iron rivets, section, carriage, and wagon box, black rivets, tinned do., cooper's rivets and tinned swedes rivets, 60 and 10 per cent.; swedes iron burrs are quoted at 55 per cent. off; copper rivets, 35 and 5 per cent. off, and coppered iron rivets and burrs, in 5-lb. carton boxes, are quoted at 60 and 10 per cent. off list.

CORDAGE — There is a fairly good country demand at firm prices. Manila is quoted at 15¼c., British Manila at 12¼c., sisal, 11¼c. and lathvorn at 10¼c. Manitoba prices are: Manila, 16c., British Manila, 13¼c., sisal, 12¼c. and lathvorn, 11¼c.

SCREEN CLOTH — For the spring trade the price has been fixed at \$1.35.

POULTRY NETTING — Spring poultry netting, English or Canadian, will be quoted at a discount of 60 per cent. off 2 x 2 mesh, 19 wire, and 55 per cent. off 2 x 2 mesh heavier, Canadian list.

HARVEST TOOLS — There has been much more attention given to spring orders this week and quite a few bookings have been made at the 70 per cent. discount.

SPADES AND SHOVELS — A small trade is being done at a discount of 40 and 5 per cent.

FIREBRICKS — Business is quiet. We quote as follows: Scotch, at \$17.50 to \$22 and English at \$17 to \$21 per 1,000 ex-wharf.

CEMENT — Business is now exceedingly quiet. We quote as follows: German cement, \$2.25 to \$2.40; English, \$2.20 to \$2.35; Belgian, \$1.65 to \$1.95 per bbl. ex-wharf, and American, \$2.15 to \$2.30 ex-cars.

METALS.

The metal market shows but little change this week. While there is not a great deal of business being done just now prices are very firm—and the outlook for the closed season is that values are more likely to strengthen than to recede.

PIG IRON — Some transactions are reported for the week. Summerlee is worth \$20 to \$20.50 and Canadian \$18 to \$18.50.

BAR IRON — The market has a firm undertone and there seems to be a

ANVILS AND VISES

MADE BY

Henry Wright & Co.

SECOND TO NONE.

PRICE MODERATE

STOCK IN MONTREAL.

A. C. LESLIE & CO.

CANADIAN AGENTS

MONTREAL.

IRON AND
BRASS

Pumps



Force, Lift and Cistern
Hand and Power.

For all duties. We can supply your wants with—quality the best and prices right. Catalogues and full information for a request.

THE R. McDUGALL CO., Limited

Manufacturers, Galt, Canada.

ADAM HOPE & CO.

Hamilton, Ont.

We offer for prompt shipment

Pig Tin,

L. & F. and STRAITS.

Ingot Copper, O.C.

Pig Lead.

Spelter.

Antimony.

NOVA SCOTIA STEEL CO.

Limited

NEW GLASGOW, N.S.

Manufacturers of

Ferrona Pig Iron

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All Good Things Are Imitated.

Because **ELASTILITE VARNISH**, owing to its remarkable good qualities, has established itself as Canada's leading varnish for outside and inside uses, other makers in order to hold their trade have been putting up a varnish and branding it Elastilite. A painter who had used Elastilite and wished to get some more was given the imitation by a hardware merchant, but found it was an imitation only in name. As he could not use it he complained to us about the quality and an investigation of the matter revealed the above facts.

Elastilite is our registered brand and is a special varnish made only by ourselves. It is put up in special lithographed tins from half-pints to one gallons only, sealed with our brass cap—each tin and cap bearing our name.

Manufactured only by

The Imperial Varnish & Color Co. LIMITED
TORONTO, ONT., CANADA.

fairly strong demand. Some of the wholesalers complain of the small profits ruling. Merchants' bar is worth \$1.87½ in carlots and \$1.95 in smaller quantities; horseshoe is quoted at \$2.15 to \$2.20.

BLACK SHEETS — A moderate trade has been done this week at steady prices. We quote as follows: 28 gauge, \$2.70; 26 gauge, \$2.65; 22 to 24 gauge, \$2.55, and 8 to 20 gauge, \$2.55.

GALVANIZED IRON — The market is steady but rather active. We quote: No. 28, Queen's Head, \$4.40; Apollo, 10½ oz. \$4.10; Comet, \$4, with 10c. extra in less than case lots.

INGOT COPPER — The demand is confined to small lots which are selling about 15c.

SHEET COPPER — Steady prices are ruling. We quote 22 to 23c.

INGOT TIN — Jobbers are selling Straits and Lamb and Flag at 30 and 31c. respectively.

PIG LEAD — The market is quite irregular, according to quantities taken. We quote \$3.25 to \$3.30.

LEAD PIPE — There is nothing fresh to report. We quote 7c. for ordinary and 7½c. for composition waste, all 30 per cent. off.

IRON PIPE — The demand continues quite brisk. We quote: Black pipe, ½, \$3.00 per 100 feet; ¾, \$2.95; 1, \$3.10; 1½, \$3.45; 2-inch, \$5; 1½, \$7.10; 2, \$8.50; 2½, \$11.35. Galvanized, ½, \$4.10; ¾, \$5; 1-inch, \$7.15; 1½, \$10; 2, \$12; 2½, \$15.95.

FINPLATES — The market is rather active and firm. Cokes are worth \$4 to \$4.25 and charcoals, \$4.50 to \$4.75.

CANADA PLATE — Canada plate is moderately active and unchanged. We

quote: 52's, \$2.70 to \$2.75; 66's, \$2.80 to \$2.85; 75's, \$2.85 to \$2.90; full polished, \$3.75, and galvanized, \$4.25 to \$4.50.

STEEL — Unchanged. We quote: Sleigh shoe, \$2; tire, \$2.05; bar, \$2; spring, \$2.75; machinery, \$2.75, and toe-calk, \$2.60.

SHEET STEEL — We quote: Nos. 10 to 20, \$2.50; 3-16, \$2.05; ¼, 5-16 and ¾, \$2.45.

TOOL STEEL — Black Diamond, 8c. and Jessop's, 13c.

TERNE PLATE — The demand has been rather quiet this week. The price is \$7.75 to 8s.

COIL CHAIN — A brisk trade is reported. We quote as follows: No. 6, 12½c.; No. 5, 10½c.; No. 4, 10c.; No. 3, 9½c.; ¼-in., 7½c. per lb.; 5-16, \$1.80; 5-16 exact, \$5.25; ¾, \$4.25; 7-16, \$4.05; ½, \$3.85; 9-16, \$3.75; ⅝, \$3.55; ¾, \$3.50; 1, \$3.45; 1-in., \$3.45. In carload lots an allowance of 10c. is made.

SHEET ZINC — Is selling at \$5.75 to \$6.25.

ANTIMONY — Quiet at 10c.

ZINC SPELTER — Steady at 5c.

SOLDER — We quote: Bar solder, 18c.; wire solder, 20c.

GLASS.

There is a brisk movement reported in glass at current quotations. We quote as follows: First break, 50 feet, \$2.10; second, \$2.20 for 50 feet; first break, 100 feet, \$4; second break, \$4.20; third break, \$1.70, and fourth break, \$1.95.

PAINTS AND OILS.

A rather quiet feeling is commencing to pervade the paint and oil trade. Still, there is a fair movement in the finer

Consider

your own interests first and decide for yourself whether a change in the ready-mixed Paint line is necessary—if you find it so

The Advantage in Handling

a thoroughly reliable line is well known. The hardware dealer who is making a success of the paint end of his business is one who has made a study of results and is convinced that the line guaranteed for outside work, such as

"ARK BRAND" PAINT

is the kind to stock, being at once the best way to increase and hold trade. Every Can guaranteed.

It will greatly outlast pure lead and oil or any paint mixed by hand.

We make a specialty of **PAINTERS' OUTSIDE WHITE** for one-coat work.

Sole Manufacturers,

THE FRANCIS-FROST CO. Limited

TORONTO.

Canadian Distributing Agents for Grippin's Crack Filler.

glass of good colors for coach painting for the coming season. Most of the larger makers of carriages are just closing up their sleigh work and are bending all their energies upon running vehicles for 1902. The market in staples generally is pretty firm. Putty has had an extraordinary demand this fall and is still being shipped in quantities somewhat in excess of last year. Several inquiries have been received by the wholesale trade for prices on paris green, but, as yet, no figures have been issued and it is not likely they will be for some weeks to come. We quote:

WHITE LEAD — Best brands, Government standard, \$6; No. 1, \$5.62½; No. 2, \$5.25; No. 3, \$4.87½, and No. 4, \$4.50 all f.o.b. Montreal. Terms, 3 per cent. cash or four months.

DRY WHITE LEAD — \$5.25 in casks; kegs, \$5.50.

DRY WHITE ZINC — Pure dry, 6½c.; No. 1, 5½c.; in oil, pure, 7½c.; No. 1, 6½c.; No. 2, 5½c.

PUTTY — We quote: Bulk, in bbls., \$1.90 per 100 lb.; bulk, in less quantity, \$2.05; bladders, in bbls., \$2.25; bladders, in 100 or 200 lb. kegs or boxes, \$2.40; in tins, \$2.55 to \$2.65; in less than 100-lb. lots, \$3 f.o.b. Montreal, Ottawa, Toronto, Hamilton, London and Guelph. Maritime Provinces, 10c. higher, f.o.b. St. John and Halifax.

RED LEAD — Genuine red lead in casks, \$4.50; in 100-lb. kegs, \$4.75; less quantities, \$5.75 per 100 lb. No. 1 red lead, casks, \$4.25; kegs, \$4.50, and smaller quantities, \$5.50.

ORANGE MINERAL — Casks, 7c.; 100 lb. kegs, 7½c.; smaller quantities, 8½c.

LITHARGE — Ground, casks, 5c.; less,

5½c.; flake litharge, casks, \$5.25; smalls, \$5.75 per 100 lb.

LINSEED OIL—Raw, 79c.; boiled, 82c. in 5 to 9 bbls., 1c. less, 10 to 20 bbl. lots open, net cash, plus 2c. for four months. Delivered anywhere in Ontario between Montreal and Oshawa at 2c. per gal. advance and freight allowed.

TURPENTINE—Single bbls., 58c.; 2 to 4 bbls., 57c.; 5 bbls. and over, open terms, the same terms as linseed oil.

MIXED PAINTS—\$1.20 to \$1.45 per gal.

CASTOR OIL—8½ to 9½c. in wholesale lots, and ½c. additional for small lots.

SEAL OIL—17½ to 49c.

COD OIL—32½ to 35c.

NAVAL STORES—We quote: Resins, \$2.75 to \$1.50, as to brand; coal tar, \$3.25 to \$3.75; cotton waste, 4½ to 5½c. for colored, and 6 to 7½c. for white; oakum, 5½ to 6½c., and cotton oakum, 10 to 11c.

SCRAP METALS.

Trade continues without any new feature. Dealers are paying the following prices in the country: Heavy copper and wire, 13½ to 14c. per lb.; light copper, 12 to 12½c.; heavy brass, 12 to 12½c.; heavy yellow, 9½c.; light brass, 6½c.; lead, 2½ to 2¾c. per lb.; zinc, 2½ to 2¾c.; iron, No. 1, wrought, \$10 to \$15 per gross ton f.o.b. Montreal; stove plate, \$8 to \$9; machinery scrap, \$11; light iron, No. 2, \$5 a ton; malleable and steel, \$4; rags, country, 60 to 70c. per 100 lb.; old rubbers, 7 to 7½c. per lb.

HIDES.

The hide market continues active at \$c. for No. 1, although some claim they are getting over that figure. No. 2 is commanding 7c. and No. 3, 6c. Sheepskins are selling at 55c.

MARKET NOTES.

Mr. Gibb, of Montreal, has recently received samples of improved washing machines from Cleland Bros. & Co., of Meaford, Ont., and is pushing for business in this line in the wholesale trade. He reports success in his endeavors so far.

ONTARIO MARKETS.

TORONTO, November 29, 1901.

HARDWARE.

BUSINESS, while not as brisk as it was a week ago, is still very fair for this time of the year. The week has not witnessed many changes in prices. There have been none of much importance, the principal change being made in Mrs. Potts sad irons, which show a slight advance. Saw sets are lower. In wire and wire nails there has been no change in prices, and the condition of trade remains much as before. A good business is still to be noted in horseshoes and horsenails. Screws, bolts and rivets continue in active request. Quite a little business is being done in skates and hockey sticks. Cutlery is going out fairly well. Payments continue fair.

BARB WIRE—There is just a moderate business being done in this line, and prices are unchanged at the recent reduction. We

quote, f. o. b. Cleveland, \$2.77½ for less than carlots, and \$2.65 for carlots. From stock Toronto, \$5.

GALVANIZED WIRE—Very little is being done, and prices rule as before. No change is yet made in the figures from stock. We quote as follows: Nos. 6, 7 and 8, \$3.50 to \$3.85 per 100 lb., according to quantity; No. 9, \$2.85 to \$3.15; No. 10, \$3.60 to \$3.95; No. 11, \$3.70 to \$4.10; No. 12, \$3 to \$3.30; No. 13, \$3.10 to \$3.40; No. 14, \$4.10 to \$4.50; No. 15, \$4.60 to \$5.05; No. 16, \$4.85 to \$5.35. Nos. 6 to 9 base f.o.b. Cleveland are quoted at \$2.52½ in less than carlots and 12c. less for carlots of 15 tons.

SMOOTH STEEL WIRE—Trade is not as active as it was in hay-baling wire. Very little is being done in oiled and annealed. Prices remain unchanged. We quote the net selling prices as follows: Nos. 6 to 8, \$2.90; 9, \$2.80; 10, \$2.87; 11, \$2.90; 12, \$2.95; 13, \$3.15; 14, \$3.37; 15, \$3.50; 16, \$3.65. Delivery points, Toronto, Hamilton, London and Montreal, with freights equalized on those points.

WIRE NAILS—The important thing to note in regard to wire nails is a change in the quantity necessary to make up a carload. Hitherto the quantity has been 230 kegs, but it is now 285, an increase of 55 kegs. The demand for wire nails continues fairly good for small lots. The base price is still \$2.85 for less than carlots, and \$2.77½ for carlots. Delivery points, Toronto, Hamilton, London, Gananoque, and Montreal.

CUT NAILS—Business continues dull and featureless. The base price is \$2.55 per keg, with 10c. allowance on carlots.

HORSE NAILS—Business continues good, and prices unchanged. Discounts on "C" brand, oval head, 50 and 7½ per cent. off new list, and on "M" and other brands, 50, 10 and 5 per cent. off the old list. Countersunk head 60 per cent.

HORSESHOES—The demand for horseshoes continues fairly good with prices as before. We quote f.o.b. Toronto: Iron shoes, No. 2 and larger, light, medium and heavy, \$3.60; snow shoes, \$3.85; light steel shoes, \$3.70; featherweight (all sizes), \$4.95; iron shoes, No. 1 and smaller, light, medium and heavy (all sizes), \$3.85; snow shoes, \$4; light steel shoes, \$3.95; featherweight (all sizes), \$4.95.

SCREWS—Business is still good in both wood and machine screws. Discounts are: Flat head bright, 87½ and 10 per cent.; round head bright, 82½ and 10 per cent.; flat head brass, 80 and 10 per cent.; round head brass, 75 and 10 per cent.; round head bronze, 65 per cent., and flat head bronze at 70 per cent.



Corrugated Iron

For Sidings, Roofings, Ceilings, Etc.

Absolutely free from defects—made from very finest sheets.
Each sheet is accurately squared, and the corrugations pressed one at a time—not rolled—giving an exact fit without waste.
Any desired size or gauge—galvanized or painted—straight or curved.
Send us your specifications.

The Metallic Roofing Co.
WHOLESALE MANFRS. LIMITED
TORONTO, CANADA.

RIVETS AND BURRS—Business is still good and the demand active. We quote: Iron rivets, 60 and 10 per cent.; iron burrs, 55 per cent.; copper rivets and burrs 25 and 5 per cent.

BOLTS AND NUTS—The demand for stove, tire, sleigh shoe and coach screws continues brisk with prices unchanged. We now quote prices as follows: Carriage bolts, common (\$1 list), 55 and 5 per cent.; carriage bolts, full square (\$2.40 list), 60 and 5 per cent.; carriage bolts, Norway iron (\$3 list), 60 and 5 per cent.; machine bolts, all sizes, 55 and 5 per cent.; coach screws, 70 per cent.

POULTRY NETTING—Very little business is yet being done for future delivery. We quote: 2-in. mesh 19 w.g., 60 per cent. off the list; 2-in. mesh 18 w.g. and heavier, 50 and 10 per cent.

ROPE—There is a moderate business being done, but prices are decidedly firm, and further advance in the near future is not improbable. We quote the base price as follows: Pure manila, 15½c.; British manila, 12½c.; sisal, 11½c.

SPORTING GOODS—Very little is being done in guns and ammunition, but there is quite a good trade being done this week in skates and hockey sticks.

CUTLERY—The demand for cutlery for the holiday trade is gradually improving and a fair business being done.

BUILDING PAPER—There is still a good movement in building paper. We quote as follows: Tarred roofing, \$1.70; building paper, 30c.; tarred paper, 40c.

ELBOWS AND STOVEPIPES—Business continues fairly good and prices are as

before. We quote: Stovepipes, \$7 to \$7.50; elbows, 5 and 6-inch common, \$1.20; 7-inch, \$1.35; polished, 15c. per dozen extra.

MRS. POTTS SAD IRONS—There has been a slight advance in the price of Mrs. Potts sad irons, and we now quote polished at 65c. and nickel plated at 75c.

SAW SETS—There has been a reduction made in the Canadian-made article which is now quoted at \$4.75 per doz.

CEMENT—Trade has become very quiet in this line, and little or no movement is reported. The prices are unchanged. We quote as follows: Canadian portland, Rathbun's "Star," \$2.25 to \$2.65; "Beaver," \$2.10 to \$2.50; "Ensign," \$1.90 to \$2.30; German, \$3.15; English, \$3; Belgian, \$2.50 to \$2.75; Canadian hydraulic, \$1.25 to \$1.50 per bbl.

METALS.

The feature of the metal market is the strength of tin, which has advanced about 6 3/4 c. in New York. Locally, our quotations are 4 to 5c. higher. The pig iron market continues firm, and there is a fairly good trade being done in metals generally. Tin-plates are quoted 25c. lower.

PIG IRON—The position of the market continues firm. The demand is scarcely as brisk as it was, as most consumers in Canada are preparing to take stock and are not disposed at present to place fresh orders. We still quote No. 2 foundry at \$18 on track Toronto, and No. 3 at \$17.50 per ton.

STEEL—The position of the steel market continues strong, with the demand good. Bessemer and open-hearth billets and sheet and tin bars continue scarce. We quote: Merchantable cast steel, 9 to 15c. per lb.; drill steel, 8 to 10c. per lb.; "BC" and "Black Diamond" tool steel, 10 to 11c.; Jessop's, Morton's and Firth's tool steel, 14c.; toe calk steel, \$2.85 to \$3; tire steel, \$2.30 to \$2.50; sleighshoe steel, \$2.10 to \$2.25; reeled machinery steel, \$3, hoop steel, \$3.10.

BAR IRON—Some complaints are heard from consumers of bar iron who are affected by the recent increase in the extras for cutting into lengths. Business continues good with prices firm. We quote \$1.95 to \$2.05 per 100-lb. Extras cut to lengths while rolling: 2 ft. and over, 10c. per 100 lb.; 1 ft. and under 2 ft., 15c.; under 1 ft., 20c.; over 20 ft. by special agreement, according to length and size.

BLACK SHEETS—The demand continues active. We quote: Common, \$3 15 for 28 gauge; and dead flat at \$2.50 for 26-gauge.

CANADA PLATES—A good demand is still the feature of the trade in this line. We quote: All dull, \$3.15; half polished, \$3.25; and all bright, \$3.75.

GALVANIZED SHEETS—A good many galvanized sheets are arriving, and the scarcity has, in consequence, been relieved. Business continues good. English brands we still quote at \$4 75 in small lots and \$4.60 in case lots.

TIN—The course of the New York market has been extraordinary during the past week, having advanced about 6 3/4 c. on spot account. The advance here has been 4 to 5c., spot tins now being quoted at 36c. For next month's delivery business could probably be done on the basis of 30c.

TINPLATES—Coke plates are 25c. lower, being now quoted at \$4.50 to \$4.75 per box. The demand is good.

TINNED SHEETS—The demand during the past week has been moderate. We still quote 28 gauge at 8 1/2 c.

TERNE PLATES—Only a small business is being done, but the price is unchanged at \$9.

COPPER—The improvement noted last week in the demand for ingot copper has been maintained. Sheet copper is still going out well. We quote ingot at 17 3/4 c. and sheet at 23 to 25c. per lb.

BRASS—A fair amount of business is being done. Discount on rod and sheet is unchanged at 10 per cent.

SOLDER—A moderate business is being done. We quote: Half-and-half, guaranteed, 19 1/2 c.; do., commercial, 19c.; refined, 18 1/2 c.; wiping, 18c.

LEAD—Business continues fair at 4 to 4 1/4 c. per lb. The outside markets are dull and easier.

IRON PIPE—The movement continues good. We still quote 1 inch black at \$5 and 1-inch galvanized at \$7.36 per 100 ft.

SPELTER—Prices are lower in London, but fairly steady in the United States. Locally, a moderate amount of business is being done at 5 1/2 to 6c. per lb., unchanged figures.

ZINC SHEET—Fairly good quantities are moving. We quote: Casks, 6 to 6 1/4 c., and part casks, 6 1/2 to 7c.

ANTIMONY—Very little is being done. We still quote 10 1/2 to 11c. per lb.

PAINTS AND OILS.

In paints and oils, trade is becoming very quiet, and will continue so until the end of the year. White lead, linseed oil and turpentine now threaten to become stagnant. Shellac gum is still very high, and a further rise is not improbable. There is no change in prices. We quote:

WHITE LEAD—Ex Toronto, pure white lead, \$6.12 1/2; No. 1, \$5.75; No. 2, \$5.37 1/2; No. 3, \$5.00; No. 4, \$4.62 1/2; genuine dry white lead in casks, \$5.12 1/2.

RED LEAD—Genuine, in casks of 560 lb. \$5.12 1/2; ditto, in kegs of 100 lb., \$5.50; No.

OAKEY'S

The original and only Genuine Preparation for Cleaning Cutlery. 6d. and 1s. Canisters.

'WELLINGTON' KNIFE POLISH

JOHN OAKEY & SONS, LIMITED

MANUFACTURERS OF

Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.
Wellington Mills, London, England.

Agent:

JOHN FORMAN, 644 Craig Street
MONTREAL



COVERT MFG. CO.

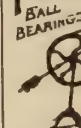
West Troy, N.Y.

Steel Carriage and Wagon Jacks,

Harness Snaps, Chain, Rope and Web Goods, etc.

FOR SALE BY JOBBERS AT MFRS. PRICES.

PRIEST'S CLIPPERS



Largest Variety, Toilet, Hand, Electric Power ARE THE BEST. Highest Quality Grooming and Sheen-Shearing Machines. WE MAKE THEM. SEND FOR CATALOGUE TO American Shearers Mfg. Co., Nashua, N.H., USA

Don't Forget the Name...

NEWMAN'S INVINCIBLE FLOOR SPRINGS

Strong, Quick, Reliable, Effective.

Will close a door against any pressure of wind. Far ahead of ordinary door springs, pneumatic or otherwise. Ask your wholesaler.

W. NEWMAN & SONS, Birmingham.

Oneida Community Goods

HALTERS, COW TIES, SNAPS, etc., etc.,

in all sizes and styles. May be had of all jobbers throughout Canada.

Factory—NIAGARA FALLS, ONT.

MACKENZIE BROS.

HARDWARE

MANUFACTURERS' AGENTS,

Travellers covering Manitoba, Northwest Territories and British Columbia. ; WINNIPEG MAN.

CORRESPONDENCE SOLICITED.

"PULLMAN" TROUSER or SKIRT HANGERS. TWO SIZES



PULLMAN SASH BALANCE CO.,
ROCHESTER, N.Y., U.S.A.

1, in casks of 560 lb., \$4; ditto, kegs of 100 lb., \$4.50.

LITHARGE—Genuine, 6 to 6½c.

ORANGE MINERAL—Genuine, 7½ to 8c.

WHITE ZINC—Genuine, French V.M., in casks, \$6 to \$6.25; Lehigh, in casks, \$6.

BENZINE—In barrel lots, 16½c. per gal.; less quantities, 25c. per gal.

PARIS WHITE—90c. to \$1 per 100 lb.

WHITING—65c. per 100 lb.; Gilders' whiting, 80c.

GUM SHELLAC—In cases, 35c.; in less than cases, 40c. per lb.

PUTTY—Bladders, in bbls., \$2.25; bladders, in 100 lb. kegs, \$2.40; bulk in bbls., \$1.90; bulk, less than bbls. and up to 100 lb., \$2.05; bladders, bulk or tins, less than 100 lb., \$2.90.

PLASTER PARIS—New Brunswick, \$1.90 per bbl.

PUMICE STONE—Powdered, \$2.50 per cwt. in bbls., and 4 to 5c. per lb. in less quantity; lump, 10c. in small lots, and 8c. in bbls.

LIQUID PAINTS—Pure, \$1.20 to \$1.30 per gal.

CASTOR OIL—English, in cases, 9½ to 10c. per lb. and 10 to 10½c. for single tins.

LINSEED OIL—Raw, 1 to 4 barrels, 81c.; boiled, 84c.; 5 to 9 barrels, raw, 80c.; boiled, 83c., delivered. To Toronto, Hamilton and London, 2c. less.

TURPENTINE—Single barrels, 59c.; 2 to 4 barrels, 58c., delivered. Toronto, Hamilton and London 1c. less. For less quantities than barrels, 5c. per gallon extra will be added, and for 5-gallon packages, 50c., and 10-gallon packages, 80c. will be charged.

GLASS.

There is still a good movement in glass. The colder weather has hurried in delayed orders and dealers are kept busy, but in some cases they are still hampered by the shortage in the sizes. But, in about 10 days, there is a shipment due which is expected to relieve present wants. We quote: Under 26 in., \$4.25; 26 to 40 in., \$4.65; 41 to 50 in., \$5.10; 51 to 60 in., \$5.35; 61 to 70 in., \$5.75; 71 to 80, \$6.25; 81 to 85, \$7; 86 to 90, \$7.75; Toronto, Hamilton and London. Terms, 4 months, or 3 percent. 30 days.

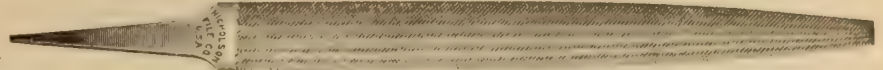
OLD MATERIAL.

In this line the demand is so well maintained that jobbers claim that they are ready to take all that comes in, as the receipts, on account of the cold weather of the last few days, are lighter. New light scrap copper has advanced ½c. per lb., while clean dry bones are 5c. per 100 lb. lower. The other prices are firm, with an upward tendency. We quote jobbers' prices as follows: Agricultural 60c. per cwt.; machinery cast, 60c.; copper, 13c. per cwt.; stove cast,

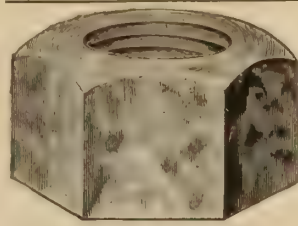
FILES

7 FACTORIES
10 BRANDS

RASPS



NICHOLSON FILE CO., Providence, R.I., U.S.A.



THE JOHN MORROW MACHINE SCREW COMPANY, Limited

Manufacturers of

Set and Cap Screws, Special Milled Work, Engine Studs, Etc. Cold Punched Nuts of every variety of finish.

INGERSOLL, ONTARIO.

40c.; No. 1 wrought, 50c. per 100 lb.; new light scrap copper, 12½c. per lb.; bottoms, 11½c.; heavy copper, 13c.; coil wire, 12½c.; light brass, 7c.; heavy yellow brass, 10c. heavy red brass, 10½c.; scrap lead, 2½c.; zinc, 2¼c.; scrap rubber, 6¾c.; good country mixed rags, 50 to 60c.; clean dry bones, 40 to 45c. per 100 lb.

HIDES, SKINS AND WOOL.

There is a quiet, but steady trade doing in this line. Prices are unchanged, with the usual quantity of skins arriving.

HIDES—We quote: No. 1, green, 8c.; No. 2 green, 7c.; No. 1 green, steers, 8½c.; No. 2 green, steers, 7½c.; cured, 8¼ to 8¾c.

SKINS—We quote: No. 1 calfskins, 9c.; and No. 2, 7c.; deacons (dairies) 55 to 60c. each; sheepskins, 60 to 65c.; deerskins, 12½c. per lb.

WOOL—We quote: Fleece, 13c., and unwashed, 8c.

SEEDS

Alsike is being offered in fair quantities, and the prices quoted are the top figures. As there are good offerings in red clover, the prices are easier. There is nothing being offered in timothy. We quote: Red clover, \$4.50 to \$4.80 per bush. for good, choice quality at outside points. Alsike brings from \$6 to \$7.25 for extra choice seed, but the poorer qualities are quoted lower. Timothy remains at \$2 to \$2.25.

PETROLEUM.

In this line the demand is very steady, and dealers are busy filling their orders. No change in price has occurred. We quote: Pratt's Astral, 16½ to 17c. in bulk (barrels, extra); American water white, 17 to \$1 17½c. in barrels; Photogene, 16½ to 17c.; Sarnia water white, 16 to 16½c. in barrels; Sarnia prime white, 14½ to 15c. in barrels.

COAL.

As the weather grows colder the sales of coal increase, although most of this season's orders have been filled, and only repeat orders are being attended to. The scarcity of cars is still felt, chiefly on the Canadian side of the line. We quote at international

bridges as follows: Grate, \$4.75 per gross ton; egg, stove and nut, \$5 per gross ton; soft coal, \$2 to \$2.75 in bond, according to grade.

MARKET NOTES.

Canadian-made saw sets are lower.

Mrs. Potts sad irons are slightly higher.

Pig tin is 4 to 5c. higher on spot account.

Coke plates are quoted 25c. per box lower.

In paints and oils business is quieting down, but there is still a brisk movement in glass.

New light scrap copper has advanced ½c. per lb., while clean dry bones are 5c. per 100 lb. lower.

Gum shellac will likely remain high for some time at least. As ordinary gum shellac that was selling at 15½c. per lb. is now 20c. per lb. higher, the price of liquid shellac ought to advance at least from 50c. to 70c. per gallon.

COLLECTING ACCOUNTS.

Cases occasionally arise, remarks Stoves and Hardware Reporter, when it becomes necessary for a dealer to collect his outstanding accounts in order to meet his own obligations. He may not like to press his debtors but needs the money and has really no alternative. A frank statement of the facts in the case, either personally or by letter, will often accomplish the desired result when a direct dun would be ineffective or else offend the recipient in such a way that he would refuse to extend any further patronage. Direct duns are objectionable unless the debtor is a chronic delinquent and then the most strenuous measures are usually the best. But where a debtor is good for the account, yet is slow in meeting it, he can almost always be brought to a realizing sense of the situation by the receipt of a notice, verbal or otherwise, that the creditor needs the money and would like to have it by a certain date. He will not be offended if he is possessed of the most ordinary business sense, and if he is not so endowed then the best way to treat him on other transactions is by the enforcement of the cash system in his particular case.

MANITOBA MARKETS.

WINNIPEG, November 25, 1901.

BUSINESS is good, prices are firm, with few changes of importance, and that is all that any hardwareman seems to have to say. The trade in seasonable sporting goods is active. Present indications are that much interior finishing work will be done on the newly-erected buildings, and this will mean a pretty steady trade in paints, oils, glass and finishings all winter. For some time there has been a good deal of complaint as to the quality of coal oil being furnished on this market. It consumes with appalling rapidity, and is very evil-smelling in the process. Implement men have now got business pretty well closed for the season, and report that paper is being well met in almost every instance. Cutter trade is being held somewhat in abeyance owing to the absence of snow.

Quotations for the week are as follows :

Barbed wire, 100 lb.	\$3 30
Plain twist	3 40
Staples	3 95
Oiled annealed wire	10 3 95
"	11 4 00
"	12 4 05
"	13 4 20
"	14 4 35
"	15 4 45
Wire nails, 30 to 60 dy, keg.	3 50
" 16 and 20	3 60
" 10	3 60
" 8	3 70
" 6	3 75
" 4	3 90
" 3	4 15
Cut nails, 30 to 60 dy.	3 20
" 20 to 40	3 25
" 10 to 16	3 30
" 8	3 35
" 6	3 40
" 4	3 50
" 3	3 85
Horsenails, 45 per cent. discount.	
Horseshoes, iron, No. 0 to No. 1	4 65
No. 2 and larger	4 40
Snow shoes, No. 0 to No. 1	4 90
No. 2 and larger	4 40
Steel, No. 0 to No. 1	4 95
No. 2 and larger	4 70
Bar iron, \$2.60 basis.	
Swedish iron, \$5.00 basis.	
Sleigh shoe steel	3 25
Spring steel	3 25
Machinery steel	3 75
Tool steel, Black Diamond, 100 lb.	8 50
Jessop	15 00
Sheet iron, black, 10 to 20 gauge, 100 lb.	3 50
20 to 26 gauge	3 75
28 gauge	4 00
Galvanized American, 16 gauge	2 79
18 to 22 gauge	4 75
24 gauge	5 00
26 gauge	5 25
28 gauge	5 50
Genuine Russian, lb.	12
Imitation "	8
Tinned, 24 gauge, 100 lb.	7 75
26 gauge	8 00
28 gauge	8 50
Tinplate, 1C charcoal, 20 x 28, box	11 00
" 1X	13 00
" 1XX	15 00
Ingot tin	3 35
Canada plate, 18 x 21 and 18 x 24	3 75
Sheet zinc, cask lots, 100 lb.	7 00
Broken lots	7 50
Pig lead, 100 lb.	6 00
Wrought pipe, black up to 2 inch	50 an 10 p.c.
Over 2 inch	50 p.c.
Rope, sisal, 7-16 and larger	\$12 50
" 3/4	13 00
" 1/2 and 5-16	13 25

Manila, 7-16 and larger	16 00
" 3/4	16 50
" 1/2 and 5-16	17 00
Solder	20
Cotton Rope, all sizes, lb.	17
Axes, chopping	\$ 7 50 to 12 00
" double bitts	12 00 to 18 00
Screws, flat head, iron, bright	87 1/2
Round "	82 1/2
Flat " brass	80
Round "	75
Coach	57 1/2 p.c.
Bolts, carriage	50 p.c.
Machine	50 p.c.
Tire	60 p.c.
Sleigh shoe	65 p.c.
Plough	40 p.c.
Rivets, iron	50 p.c.
Copper, No. 8	35
Spades and shovels	40 p.c.
Harvest tools	50, and 10 p.c.
Axe handles, turned, s. g. hickory, doz.	\$2 50
No. 1	1 50
No. 2	1 25
Octagon extra	1 75
No. 1	1 25
Files common	70, and 10 p.c.
Diamond	60
Ammunition, cartridges, Dominion R.F.	50 p.c.
Dominion, C.F., pistol	30 p.c.
" military	15 p.c.
American R.F.	30 p.c.
C.F. pistol	5 p.c.
C.F. military	10 p.c. advance.
Loaded shells:	
Eley's soft, 12 gauge black	16 50
chilled, 12 gauge	18 00
soft, 10 gauge	21 00
chilled, 10 gauge	23 00
Shot, Ordinary, per 100 lb	6 25
Chilled	6 75
Powder, F.F., keg	4 75
F.F.G.	5 00
Tinware, pressed, retinned	75 and 2 1/2 p.c.
plain	70 and 15 p.c.
Graniteware, according to quality	50 p.c.

PETROLEUM.

Water white American	25 1/2 c.
Prime white American	24 c.
Water white Canadian	22 c.
Prime white Canadian	21 c.

PAINTS, OILS AND GLASS.

Turpentine, pure, in barrels	\$ 62
Less than barrel lots	67
Linseed oil, raw	84
Boiled	87
Lubricating oils, Eldorado castor	27 1/2
Eldorado engine	26 1/2
Atlantic red	29 1/2
Renown engine	41
Black oil	19 1/2
Cylinder oil (according to grade)	55 to 74
Harness oil	65
Neatsfoot oil	\$ 1 00
Steam refined oil	85
Sperm oil	2 00
Castor oil	11 1/2
Glass, single glass, first break, 16 to 25	
united inches	2 50
26 to 40	2 75
41 to 50	6 00
51 to 60	6 50
61 to 70	7 00
Putty, in bladders, barrel lots	2 1/2
kegs	2 3/4
White lead, pure	6 50
No. 1	6 00
Prepared paints, pure liquid colors, according to shade and color, per gal.	\$1.30 to \$1.90

TOOLS 300 YEARS OLD.

In the course of reopening a disused pit at Blair Burn, some miners' tools and a lot of wooden shovels, such as were in use 300 years ago, have been discovered. The shovels are all made of wood, some of them being as good as the day they were made. The picks and mells are iron. It is further stated that there are huge blocks of coal lying about, all cut out with the pick, and so large that it puzzles present-day colliers

to know how the task of cutting them out was accomplished. The pit in question was sunk in 1654, and closed about 1657.—The Ironmonger.

ELECTRIC RIVETING MACHINERY.

AMONG the different systems of machine riveting, hydraulic, pneumatic, and electric, it is difficult to advise as to superiority, every inventor of machine tools being ready to demonstrate that his system is the best. In a new method of riveting by means of electricity, which has just been reported, the discoverer declares that the initial outlay is far less than for a hydraulic or pneumatic installation, while the cost of maintenance is less. His machine, he claims, will work for weeks at a stretch, closing 1,500 rivets per day of 10 hours, requiring the attendance of only three men and a boy.

In this machine there is one heavy disc which is always rotating. This disc may at any moment be made an electric magnetic coupling, by which a second disc keyed on a screw spindle may be rotated. The screw spindle moves a large nut at the end of a toggle joint, which raises and lowers the die for making the rivet-head. There is an automatic cut out arrangement by means of which the two discs may be disconnected before the end of the travel of the nut. The energy of the second disc is utilized to finish the rivet. The screw spindle is four-threaded.

The pressure of 50 tons on the rivet head is ample to make the machine reverse automatically; that is, after the rivet head is closed, the nut returns to its original position to be ready for the next stroke. It is of no consequence whether two, three or four thicknesses be put between the dies, no adjustment being necessary for the different thicknesses.—Inventive Age.

BINDER TWINERS MEET.

At the annual meeting of the Farmers' Cooperative Binder Twine Co., of Brantford, Limited, held on November 20, at Brantford, Ont., a dividend of 5 per cent. per annum was ordered to be paid on the past season's business. This makes 30 1/2 per cent. dividends declared on the paid-up capital stock of the company in the past nine years. At a subsequent meeting of the directorate, S. Harold was elected president; James W. Digby, M.D., vice-president; and Joseph Stratford, general manager.

Wm. Troughton, hardware merchant, Lamsden West, near Regina, N.W.T., has moved his hardware store on to Main street, next to C. Mann.

Window Glass

Window Glass

We are receiving large consignments of Window Glass by the following Steamers, viz. :

**Belgian, Mexican,
Boliviana, Cebriana**—

and will be able to fill all orders promptly.

**THE JOHN BOWMAN
HARDWARE & COAL CO.,
LONDON, ONT.**

ESTABLISHED 1860.



IMPROVED NEW PROCESS.

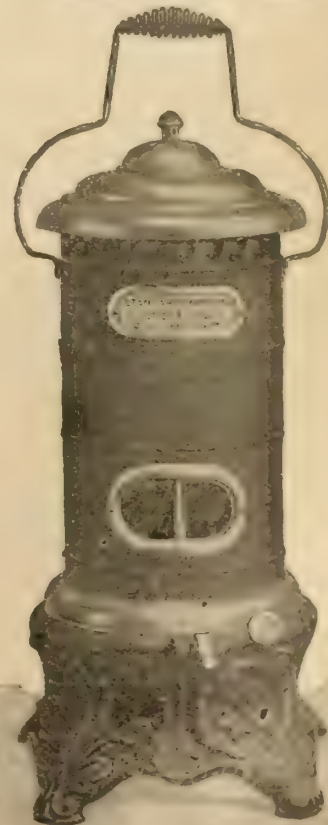
The THOS. DAVIDSON MFG. CO., Limited,

Smokeless Oil Heaters

These are the Oil Heaters that have made a good many **warm** friends during the past five years, and kept our competitors **hot** trying to equal them.

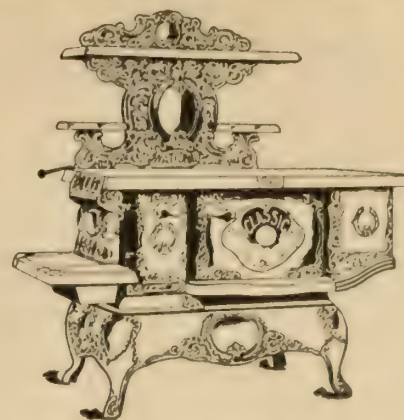
Absolutely smokeless. The Wick cannot be raised enough to smoke. They have Automatic Extinguishers.

INCORPORATED 1895.



IMPROVED STANDARD.

MONTREAL.



CLASSIC NATIONAL

6-Hole Range.

Notice the clean cut, handsome carving, which harmonizes exactly with the plain surfaces, beautifully finished castings, Breton stretched patent leveled steel oven, which will neither warp or crack and responds quickly to a small fire. Nothing made in Canada like it.

**THE MOFFAT STOVE CO., Limited,
WESTON, ONT.**

HEATING AND PLUMBING

PLUMBING BY-LAW FOR LONDON.

THE London, Ont., Advertiser, of November 25, says: "After three years of endeavor, Dr. Cl. T. Campbell has succeeded in having the plumbing by-law pass its first reading, and it will likely become effective in the near future. The by law has gone through the course of revision to which are subjected many questions that the aldermen, for reasons that they best understand, do not bring to an issue.

"When the city's sewage system was submitted to the Provincial Board of Health for approval, that approval was granted, subject to this condition—that the city should pass a proper plumbing by-law. In preparing this by-law the best features of the model by-law of the Provincial Board of Health, the New York by-law, and a by-law prepared by the Ontario Plumbers' Association were combined. It was then revised by the city engineer, and the engineer of the waterworks, and ought to contain all the points that are essential. It was then submitted to the council by Dr. Campbell, but at the beginning of each year it was referred to committee and buried with other business that the aldermen did not wish to tackle.

"The reason has been that it was thought by some desirable to have a plumbing inspector to enforce the by-law; and there were difficulties in the way of appointing such an officer.

"The regulations of the by law are two-fold. They provide the material and method of construction, so as to produce the best sanitary results, and, at the same time, insure for the property-holder good material and work for his money. For example, it determines what kind of pipes shall be used for drains, and how they shall be laid, with the style of traps best suited; the minimum size of soil pipes and material of which they are to be made; character of water-closets in houses and how they should be ventilated; the manner of making connections in plumbing; the proper ratio of size to weight in different kinds of pipe used; the manner of jointing pipes, and other particulars.

"In order to insure the enforcement of the by-law, it is provided that when a plumber has a job to do he shall apply to the city engineer for a permit, and shall submit the plans and specifications of his work. If they conform to the regulations, the permit

is granted. The architect should see to it that the plans are carried out. Of course, if there is no architect, it might be said the property-owner would be at the mercy of the plumber, because there could be no official inspector. But the danger will not be great. Any plumber will be willing to live up to the regulations when he knows that they apply to everyone; and, if he should not, he becomes subject to the penalties of the by-law as soon as his defects are discovered. It might be better to have an inspector, but, even without that official, it is well to have the rules laid down and the defaulting plumber made subject to law."

TORONTO BUILDERS BUSY.

Building permits amounting to over \$100,000 were taken out in Toronto during the past week; \$50,000 of this amount is taken up by the permit granted to Victoria College for a women's residence on Avenue Road, near Czar street. This structure will be two and one-half storeys in height, and is to be constructed of brick and stone. S. M. Miller & Co. are the architects, and W. Page & Co. the builders. Other permits were granted to W. S. Lowrie, for a two-storey brick dwelling, with attic, on Glen Road, to cost \$4,800; to George Farhall, for a pair of two storey frame and roughcast cottages on Fuller street, to cost \$1,000; to the trustees of Toronto University, for a three-storey brick and stone club building at the corner of Devonshire and Hoskin streets, to cost \$7,000; to Charles Peart, for a \$1,650 two storey brick dwelling on Walker avenue; to S. H. Aberdeen, for a pair of semi detached two-storey brick dwellings, with attic, on Gladstone avenue, to cost \$4,000; to J. Wheeler, for three pairs of semi-detached two-storey brick dwellings on Smith street, to cost \$8,500, and for a \$1,600 two-storey detached brick on the same street; to Chas. McLelland & Row, for three attached two storey brick dwellings, with attic, on Rosebery avenue, to cost \$9,000; to The Toronto Liquid Carbonate Co., Limited, for a two storey brick extension to their factory on Queen street east, to cost \$1,000; to Isaac W. Plewes, for a \$2,800 two-and one-half-storey brick dwelling on Spadina Road; to J. S. Ashfield, for a two storey brick and frame dwelling on Simpson avenue, to cost \$1,300; to S. R. Brock, for a \$1,300 two-storey brick and roughcast residence on Queen street east; to G. Brown, for

alterations to his dwelling on Logan avenue, to cost \$1,000, and to The Canada Biscuit and Confectionery Co., Limited, for a four-storey brick factory at the corner of King and Bathurst streets, to cost \$5,250.

NEW ACETYLENE GENERATOR IN SWEDEN.

Mr. Erik Cornelius, chemist at the carbide factory at Trollhattan, Sweden, has invented a new acetylene gas generator, called the "Trollhattan."

This generator, according to the United States consul at Gothenburg, is said to be much simpler in construction than former ones, and occupies little space. The falling of the carbide into the water is automatically regulated by a rubber ball, which, as soon as it is filled with gas, closes the valve between the carbide and the water. When the volume of gas decreases, the hollow rubber ball contracts and the feed valve again permits the carbide to drop. The gas is stored partly in the rubber ball and partly in the space between the funnel-shaped carbide magazine and the water. If much gas is generated, the water is pressed through valves into the water jacket in the sides of the apparatus, thus furnishing more room for the gas. A separate gas tank is, therefore, not needed. Should too much gas be produced, water and gas escape through a safety valve. Common carbide is used; no cartridges. The gas is dried by being allowed to pass through the carbide magazine, where the carbide absorbs the moisture. As there is no gas tank, and the quantity of gas stored thus is insignificant, it is considered that the fire insurance companies will, without raising the insurance premiums, approve of the apparatus, even when it is placed in dwelling houses.

BUILDING IN OTTAWA.

Seven building permits aggregating in value to \$10,700 were taken out in Ottawa during last week by John McFarlane for a brick workshop to cost \$700 on Bank street; by John Huckle for a \$300 solid brick stable on Bank street; by A. E. York for a brick-clad dwelling on Jane street to cost \$1,500; by W. G. Smith for a double brick veneered dwelling, Second avenue, to cost \$2,500; by R. E. Foot for an \$800 brick house, Fourth avenue; by Mrs. Mary McIntosh for a \$1,500 frame house on Waverley street, and by Hugh Gilmor for a single brick dwelling on Dufferin street to cost \$3,500.

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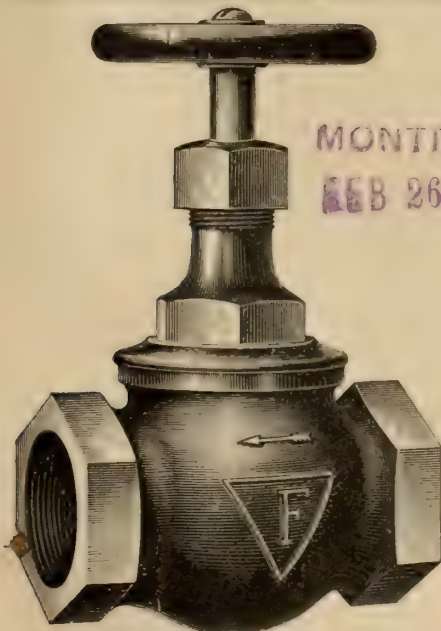
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**The Fairbanks
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They are used with perfect satisfaction to-day by the largest steam plants throughout America.

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SOME BUILDING NOTES.

The Grand Trunk Railway is building a new railway station at Forest, Ont., to cost \$2,000.

The Roman Catholics of St. Mary's, St. John, N.B., are to have a new \$13,000 church.

James Bridgland is going to erect a new house on Rochampton avenue, North Toronto.

Voogt Bros., Sydney, Cape Breton, are erecting a large new stone and brick departmental store.

Cousins & Co., hardware merchants, Maple, Ont., are changing their blacksmith shop into a hardware store.

Dechene & Poulin, furriers, St. Joseph street, St. Roche, Que., are going to build a new store on Bridge street, to cost \$4,000.

The estate of Chouinard is going to erect a three-storey brick building on Dalhousie street, Quebec, for the storage of grain, at a cost of \$6,000.

A building is being erected by the city of Fredericton, N.B., on York street, of the same place, which will be used for storage purposes, and in the winter for drying sand for the sidewalks.

The new Roman Catholic church at Hull will cost \$100,000 when completed. It will be a double-spired stone structure combining the two styles, Byzantine and Renaissance. L. Z. Gauthier, Montreal, who is the architect, will commence operations right away, and it is expected that the basement will be completed this winter.

VISIT FROM A VANCOUVER PLUMBER.

Mr. John Boyd, of Boyd, Burns & Co., Vancouver, B.C., who is on his return from Europe, stayed over a few days at Ottawa. He conferred with the executive officers of the N.A.M.P. regarding a phase that the supply trade of Vancouver assumed. He seemed greatly impressed with the protective influence of the association and indicated that in all probability Vancouver would be more in touch with the executive board.

CLAIMS THERE IS A COMBINE.

At a meeting of the board of control of the Toronto City Council, on Saturday, Architect Denison declared that he believed there was a combine of plumbers to divide the civic work among themselves at their own prices. The arrangement, he had heard, was for certain firms to tender for work at the city hall, others for work at the fire halls, while the rest scramble for the market jobs.

It was the strange similarity in the tenders for the plumbing for the new cattle

market buildings that aroused the architect's suspicions. There was only about \$5 difference in tenders averaging \$1,500.

The controllers concluded to ask for new tenders for the plumbing, as well as for all the other work on the cattle market.

PLUMBING AND HEATING NOTES.

John Graydon, a Streetsville, Ont., contractor, has assigned to Arthur C. Neff, Toronto, and a meeting of his creditors will be held on November 30.

J. O. Burnier has been appointed curator of the estate of J. H. A. Blais, plumber, etc., Montreal.

Mrs. Arthur Chayer has registered under the name of A. Chayer & Co., contractors, Montreal.

PLUMBING AND HEATING CONTRACTS.

The Bennett & Wright Co., Limited, Toronto, have secured the contract for the plumbing, heating and electric wiring for the Gravenhurst Sanatorium; the plumbing and heating of the new addition to the works of The Toronto Carpet Cleaning Co., King street west; the plumbing, heating and electric wiring of the addition to the Temple building, and the plumbing and heating of The Wire and Cable Co.'s building, Montreal.

A MONTREAL PLUMBER ASSIGNS.

J. H. A. Blais, plumber and steamfitter, Montreal, Que., has assigned on demand of A. Prudhomme & Co., hardware merchants. The liabilities amount to \$7,000. The assets are larger, consisting of contested claims for \$9,300 against the Rimouski, Temiscouata & Kamouraska Mutual Fire Insurance Co., the Canada Fire and the Ottawa Fire Insurance Companies; stock and fixtures in the store at Montreal; pipes and stock at Ste. Anne de Bellevue; book and other small assets. The Canada Hardware Co., for \$2,081, and Mrs. Plamondon, obligation \$1,000, are the principal creditors.

WILL REPAIR THE CITY OF TOPEKA.

The contract for the repairs on the steamer City of Topeka, of the Pacific Coast Steamship Co., which ran into an iceberg on November 2, has been awarded to the Albion Iron Works, of Victoria, B.C. The work will cost between \$6,000 and \$7,000 when completed. It will be necessary for them to put a new stem and forefoot in the steamer, and the repairs will involve the placing of 10 new plates, and the removal and straightening of some others.

RECIPROCITY WITH CANADA.

THE Paint, Oil and Drug Review, Chicago, says: "The Dominion of Canada is a great nation and one of our most valued customers. Our trade with Canada exceeds in value our trade with any country on the continent of Europe, excepting Germany, and but for the silly obstructions erected by both Governments, principally ours, the exception named would be eliminated.

"Our Canadian trade exceeds our trade with all South America, Central America, and Mexico. In her trade with us Canada should always be ranked as one of the great commercial nations, even though politically she is an appendage of an old-world eighteenth century monarchy. It, therefore, comes within the scope of President Roosevelt's policy of reciprocal treaties with the great commercial nations of the world. But 'reciprocity with Canada is impossible unless certain important American industries are sacrificed,' is the cry of certain special interests. That is not true. But if it were true, would it not be vastly better to sacrifice those industries than to permit them longer to sacrifice our trade interests as a whole?

"To ask the sacrifice of the interests of the people as a whole to the selfish and comparatively petty interests of a few monopoly-ridden lines of manufacture is impudence of a most brazen order."

NEW BUILDINGS AT CHESTER, N.B.

The new schoolhouse at Chester, N.B., is completed. Professor Keasbey and Capt. Allen are interesting themselves in a new club house for the Chester Yacht Club, for which the New Brunswick Legislature is to be asked to incorporate a company. Dr. Kean, of Boston, Mass., is having his magnificent new residence hurried towards completion, and the three new houses which have been put up by John Etter, B. J. Robinson and Jas. Church will soon be ready for occupation. Miss Ellison, of Philadelphia, Pa., and Dr. Simons, of Baltimore, Md., intend building next summer, and also Keith Hudson, of Cowes, England, and the Hon. Parry Heath, of Washington, will commence operations on their new residences the first thing in the spring.

BOUND FOR THE COAST.

Mr. R. D. Munro, the manager of The British America Paint Co. at Victoria, B.C., after a very pleasant visit in Montreal, where his old confreres were exceedingly glad to see him and gave him a hearty reception, left for Victoria by the Pacific express on Saturday last.

HOSE

WE have the nicest set of Hose samples ever shown to the Canadian trade. Don't fail to see them.

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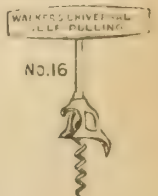
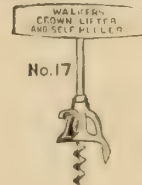
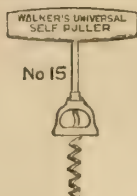
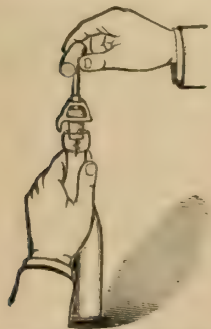
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A Child Can Do It.



Walker's Self-Pulling Cork Screws

Made of Crucible Steel, Nickel Plated, Polished Apple Wood Handles.

EVERY ONE TESTED AND GUARANTEED. Several imitations on the market, but none as good.

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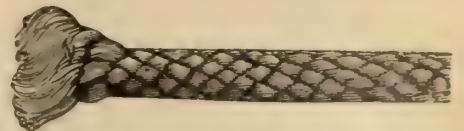
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For Sale by all Wholesale Dealers

THE ART OF WINDOW DRESSING.

DIFFICULTIES IN WINDOW DRESSING TO BE OVERCOME.

WINDOW-TRIMMERS located in the country are wont to complain that suggestions contained in the columns of trade journals, which are in part intended for their benefit, are actually of no use to them because the carrying-out and elaborating of such suggestions would be expensive, and would consume too much time in preparation. It is further stated that small retailers doing business in the country cannot afford to be up to date in the matter of fixtures, backgrounds and other accessories which are essential to modern window trimming. Nor does the business done in small places justify the expense of frequently changing the backgrounds of their windows. In short, the country trimmer must content himself with very much less in every way than is considered a matter of positive necessity by his fellow-worker of the large city.

Not only is he thus restricted in his choice of fixtures and equipments, but he is without the stimulus to better work given him by observation of what others in his line are doing. In the city, a trimmer is surrounded with examples of the best work in his profession, and a short tour of his neighborhood sends him back to his windows full of fresh ideas, his artistic sense stimulated and made active by the work of others. That trimmers watch for and adopt each others' ideas is evident to the most casual observer. A new trim of fixtures once adopted by a smart shop is soon in use throughout the city. The obvious advantages of the city trimmer in this direction are, of course, unobtainable by his out-of-town confrere.

Not only does such observation stimulate imagination, but it also draws a trimmer's attention to faculty, taste and construction in his own work. It is a trait of human nature to quickly note the failures of others. One may often commit an error and be blissfully ignorant of it until the same mistake is made by someone else, when, from the point of view of the outsider, the mistake is at once apparent. So, for the reasons expressed in the foregoing paragraphs, it must be conceded that the work of the country trimmer is beset with certain difficulties which do not obtain in the city. Yet, these difficulties are not insuperable.

The prevailing method of modern window trimming consists of the skillful and tasteful arrangement of a very few articles arranged on fixtures which are remarkable for their elegant simplicity, rather than for size or

for cost of the material used in their construction, and which are, in many cases, easily imitable by the most ordinary carpenter or mechanic. Nor is an expensive background necessary. A fresh background composed of simple and inexpensive material is far more effective than one of rich material which is old, shabby or badly draped.

The great trouble in a country store is that the window trimming is everybody's and therefore nobody's business. It is no one's especial care. The result of this lack of interest or responsibility on the part of any one worker in the store is, of course, painfully apparent. The glass is dirty and clouded, the fixtures soiled and broken, and the goods evidently thrown in anyhow, and sometimes coated with dust. The background is often too old and shabby. Sometimes there is no background. Can the country retailer in these days of convenient postal arrangements, of parcel delivery, and of easy and rapid transit to large cities, afford to so neglect his windows?

Residents of some country towns on visits to any large city cannot but compare the dirt and careless arrangement of the windows in the shops of such country towns with the elegance and spotless brightness of the city window displays. The articles shown in the windows of the country stores may be of the same quality and are possibly offered at a less price than those displayed in the windows of the city shops. They may, indeed, have been bought of the same manufacturer. But do the persons who should be the natural customers of such a store know or believe this? Custom is lost for the sake of a dollar or two spent in new fixtures and a cake of soap for the windows.

If the goods on display are all right, very simple fixtures, and a very clean and well-arranged window will prove to be worth the trouble and small expense occasioned. A merchant in a large city can push his business by means of newspaper advertisements, by posters or billboards, and by many other recognized means of advertisementst, besides his window displays. It is not so with the merchant located in the town where there is not a daily paper. His windows are his best advertising medium, the only way in which he can inform customers that it is unnecessary to go to town for, or to order by mail the articles which they need, which he has in stock and which he is in business to sell. There are certainly some small difficulties

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Fire Bricks, Fire Clay,
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Calcined Plaster,
Granite Hard Wall Plaster,
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A full stock of Builders' and Contractors' Supplies. Write for Quotations.

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Automatic Door Strip and Weather Strip

Specially adapted for cold climates and takes the place of the inner window.

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**The Grey and Bruce Portland
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Unsurpassed for Sidewalks, Floors, and all work requiring the Highest Grade of Portland Cement.

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Canadian Agency and Stores,

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in the way of first-class window trimming in the country. But, they are not insurmountable. Were they so, the country retailer had better go out of business. With the aid of the units, and a few of the modern fixtures, and with a full understanding of the advantages to be derived from attractive window displays, the trimmer in the country should produce effects in no way inferior to any work which could be done by his city brother under similar circumstances. He should, at any rate, make an effort to do so—Apparel Gazette.

A REMARKABLE SAVING.

While going through the plant of a large manufacturing concern a short time ago, the chief electrician showed me a 90 horsepower electric motor and starting box sitting idly outside the shop. Then he said to come inside and see what was doing the work of that motor at present. I did so, and saw a large planer being ably run by a 30-horse power motor where the big one had been, and had occasionally laid down at that. He looked quizzically at me, knowing my first remark would be "how is it done?" and then went on to explain that he had replaced the driving pulleys, whose weight amounted to 800 lb., by others of lighter construction, weighing only 175 lb. This is the only change that was made, and it resulted in this enormous saving. More than half the entire power had been consumed in starting these heavy masses and quickly accelerating them to a high rate of speed.

The planer, even with a heavy cut, ran smoothly, and not a squeak was heard from the belts. He said that where formerly his load line used to start at 250 amperes and run to a sharp peak of 600, it now starts at 30 amperes and the highest point, which is a flat top peak, is only 75 amperes.—M. W. L., in Shop Talk.

COAL AND IRON DOWN BY THE SEA.

The coal areas alone which the Nova Scotia Steel and Coal Co., Limited, own in Cape Breton are estimated to contain over 216,000,000 tons of coal. They are situated on Sydney Bay, with a coal shipping pier at North Sydney. The output from these deposits has been estimated in the past at 250,000 tons per annum, but when the new collieries are opened up this capacity will be increased to 600,000 tons yearly.

During the present year the iron ore output of this company has been about 300,000 tons, and for delivery in Philadelphia, 60,000 tons of this were alone sold. The amount shipped to Germany and Scotland amounted to about 240,000 tons, and already for delivery in Germany in 1902, 160,000 tons iron ore have been contracted for, and 120,000 tons for 1903-4 5.

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Will Hold Up a Shelf!

That's what a shelf bracket is for.
For this purpose there can be

**NOTHING BETTER
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than the . . .

BRADLEY STEEL SHELF BRACKET

It is well **Japanned, Strong and Light.**
The saving in freight is a good profit, aside
from the **lower price** at which the goods are sold.
Order direct or through your jobber.

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MANUFACTURERS OF

STOVE LININGS for Ranges
and Ovens.

All kinds of Fire Brick and Fire Clay Work,
Paving Tile, etc.

Wholesale Only.

Write for particulars.

1220 Yonge Street, TORONTO.

COULDN'T READ HUMAN NATURE.

ROB HASSETT told the truth when he said he went for the whole hog or none. It didn't take a year for him to find out what he wanted. A glance, however slight and the thing was done. So that morning when he went behind the counter and saw "that man Ford" at the next counter that was enough. At one glance he took the fellow all in, wrapped him up, labeled him and put him away as a cad; and that did the business for Ford so far as Rob Hassett was concerned.

The other clerks after looking over the new comer sized him up and put him down as a good enough fellow and went about their business, as they were in duty bound to do as respectable members of the clerking fraternity. Not so Hassett. "Hates any man the thing he would not kill?" and he proceeded at once to subject "Dandy Ford" to the tortures of an inquisition that could end only in death—as he, Rob Hassett, thought. There was nothing that was not pointed out; commented on and criticized. In the first place he had black hair and blue eyes. "Wherever you see that combination, boys, look out." He dressed too well for a man with \$15 a week, and the money that paid for that suit, if it was paid for, had to come from somewhere.

"You can see he changes his collar every day because he is careful to put on a different style every morning; but here's dollars to doughnuts that he hasn't had on a clean shirt for a month. Noticed, I suppose, how he likes burnt coffee? Oh, mark my words, he's a duck!" and when Jim Jarvis, who had got tired of that sort of talk remarked anyway that he wasn't of the "quacking breed, anyway," the laugh that followed told Hassett that he didn't have the sympathy of that crowd, and he kept quiet and determinedly nourished his resentment.

In the meantime that man Ford kept right on in the even tenor of his way. His business was selling goods, the best he knew how and his daily account of sales was finding increasing favor at the office. "He doesn't seem to have any nonsense about him," remarked the head of the department one day. "He's been well brought up and had good schooling somewhere—college, I guess and is a good man to keep track of. He's something of an athlete, I fancy and you'll notice, now I've spoken of it, that while he's in good condition he isn't fat. His hands are white but I've a notion that if he takes hold of a thing he holds it and if he wants to hit anything hard he does it the first time. I take him for a good all 'round man mentally, morally and physically, and I've a notion, too, that Hassett is going to find out some fine

day what happens when he gets the wrong pig by the ear."

Strange to say Hassett formed opposite conclusions. He intentionally rubbed the fur the wrong way one day and because Ford did not care to get into a fuss, Hassett thought he had found Ford's vulnerable place and "went for him." He took every opportunity to make himself disagreeable. He called attention to what he considered Ford's peculiarity of dress—the cut of his hair, the manner of his walk; everything, in fact, that he could ridicule he did, until naturally the young fellow concluded he had had about enough. His fellow clerks thought so anyway and one day when he was passing by Miss Rockwood's counter she took occasion to say to him that she and the rest of the girls—and the men, too, for that matter—thought that a change in the programme would meet with favor.

The reply was characteristic: "He doesn't annoy me. It's like the idle wind which I regard not and then, too, this is no place to hurt him. Let him tire himself out. He'll stop then and I really don't think it's worth minding."

That's what Hassett thought, too; and when he saw the two talking together, he concluded he'd change his tactics. He'd tease Miss Rockwood about the "Dandy" and show him up to be the coward he was. He'd try it the first chance he had and, tickled almost to death with the idea, he waited for an opportunity to carry it out.

It happened the very next morning that Miss Rockwood improved the opportunity offered by the regulations for the clerking force to make purchases any time before eight. She had gone to Ford's counter, had made her purchase and was turning away when Hassett found it desirable to be there, too, and to make a remark that made Ford's face turn white and Miss Rockwood's red.

There was a spring over the counter, a gripping of a coat collar and a neck-band, the lifting lightly up and the bringing heavily down with a tremendous thump to the floor of a pair of elbows and knees, then a smart jerk to a vigorous and sudden standstill and then a voice with a not-to-be disobeyed command in it, said, with alarming distinctness, "Beg Miss Rockwood's pardon, you contemptible cur, before I break every bone in your body!"

There was just breath enough left in the craven's duty to do what had been required of it with the grip still on the collar and then, daring him ever again to insult another lady in that store, "Dandy Ford" gave him a shove that sent him caroming along the counters towards his place behind his own.

There could be but one result, and it took place immediately. Rob Hassett gathered himself together at the earliest moment and left the establishment by the way of the office. Rixford, the manager of the department, who had seen the whole affair, had his little blue envelope ready for him and out into the pitiless world the fellow went "a sadder and a wiser man."—Richard Malcolm Strong in Michigan Tradesman.

American Sheet Steel Company


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Iron and Steel Sheets
Black and Galvanized
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Apollo Best Bloom Galvanized
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B. & S. H. Thompson & Company
26 St. Sulpice Street
Montreal

is the best Bolster Spring ever produced. A fine line for the hardware trade. Write Us For Prices.



Foundry Pig Iron.

Write for Prices to Sales Agents

A detailed technical illustration of a mechanical device, likely a press or a clamp. The device features a central horizontal bar with multiple vertical supports. The base is complex, with several rollers or wheels visible at the bottom. The drawing is a black and white engraving, showing fine details of the mechanical components.

James Warnock & Co. = Galt, Ont.

CURRENT MARKET QUOTATIONS.

Gelatine	0 22	0 30
Strip	0 18	0 23
Coopers	0 19	0 20
Huttner	0 19

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SOLE AGENTS
IN CANADA.



HARDWARE.

Ammunition.

Cartridges.
B. B. Caps Dom. 50 and 5 per cent.
Rim Fire Pistol, dis. 40 p.c., Amer.
Rim Fire Cartridges, Dom., 50 and 5 p.c.
Central Fire Pistol and Rifle, 10 p.c. Amer.
Central Fire Cartridges, pistol sizes, Dom.
30 per cent.

Central Fire Cartridges, Sporting and Military, Dom., 15 per cent.
Central Fire, Military and Sporting, Amer. add 5 p.c. to list. B.B. Caps, discount 40 per cent. Amer.

Loaded and empty Shells, "Trap" and "Dominion" grades, 25 per cent. Rival and Nitro, 10 p.c. advance on list.
Brass Shot Shells, 55 per cent.
Primers, Dom., 30 per cent.; American, \$1.63.

Wads

Best thick white felt wadding, in 1/4-lb bags, 1 00
Best thick brown or grey felt wads, in 1/4-lb. bags, 70

Best thick white card wads, in boxes of 500 each, 12 and smaller gauges, 0 99
Best thick white card wads, in boxes of 500 each, 10 gauge, 0 35

Best thick white card wads, in boxes of 500 each, 8 gauge, 0 55
Thin card wads, in boxes of 1,000 each, 12 and smaller gauges, 0 20
Thin card wads, in boxes of 1,000 each, 10 gauge, 0 25

Thin card wads in boxes of 1,000 each, 8 gauge, 0 25
Chemically prepared black edge grey cloth wads, in boxes of 250 each—

11 and smaller gauge, 0 60
9 and 10 gauges, 0 70
7 and 8 gauges, 0 90
5 and 6 gauges, 1 10

Superior chemically prepared pink edge, best white cloth wads, in boxes of 250 each—

11 and smaller gauge, 1 15
9 and 10 gauges, 1 40
7 and 8 gauges, 1 65
5 and 6 gauges, 1 90

Adzes.

Discount, 20 per cent.
Anvils.
Wrights, 80-lb. and over, 0 10 3/4
Hay Budden, 80-lb. and over, 0 09 3/4
Brooks, 0 10 1/4

Augers.

Gilmour's, discount 65 and 5 p.c. off list.
Axes.
Chopping Axes
Single bit, per doz, 5 50 10 00
Double bit, 11 00 18 00

Bench Axes, 40 p.c.
Broad Axes, 25 per cent.
Hunters' Axes, 5 50 6 00
Boy's Axes, 5 75 6 75
Splitting Axes, 6 50 12 00
Handled Axes, 7 00 10 00

Axle Grease.

Ordinary, per gross, 5 75 6 00
Best quality, 13 00 15 00
Bath Tubs.
Zinc, 6 00
Copper, discount 15 p.c. off revised list

Baths.

Standard Enameled.
5 1/2-inch rolled rim, 1st quality, 25 00
2nd, 21 00
Anti-Friction Metal.
"Tandem" A, per lb., 0 27
B, 0 21
C, 0 11 1/2
Magnolia Anti-Friction Metal, per lb., 0 25
Frictionless metal, per lb., 0 23
Phosphorine, 6 to 0 30

SYRACUSE SMELTING WORKS.

Aluminum, genuine, 0 45
Dynamo, 0 29
Special, 0 25
Aluminum, 99 p.c. pure "Syracuse", 0 50

Bells.

Hand.
Brass, 60 per cent.
Nickel, 55 per cent.

Cow.
American make, discount 66 2/3 per cent.
Canadian, discount 45 and 50 per cent.

Door.
Gongs, Sargent's, 5 50 8 00
"Peterboro", discount 45 per cent.

Farm.
American, each, 1 25 3 00
House.
American, per lb., 0 35 0 40

Bellevue.
Hand, per doz., 3 35 4 75
Moulders', per doz., 7 50 10 00
Blacksmiths', discount 40 per cent.

Belting.
Extra, 60 and 10 per cent.
Standard, 60, 10 and 10 per cent.
No. 1, 70 p.c.
Agricultural, 70 and 10 p.c.

Bits.
Auger.
Gilmour's, discount 60 and 5 per cent.
Rockford, 50 and 10 per cent.
Jennings' Gen., net list.

Car.
Gilmour's, 47 1/2 to 50 per cent.
Clark's, 40 per cent.
Expansive.
Gimlet.

Blind and Bed Staples.
All sizes, per lb., 0 07 1/2 0 12

Bolts and Nuts. Per cent.
Carriage Bolts, common (\$1 list), 55 and 5
"full square (\$1.40 list) 69 and 5
"Norway iron (\$3 list), 6 and 5
Machine Bolts, all sizes, 55 and 5
Plough Bolts, 55 and 5
Blank Bolts, 60
Bolt Ends, 60
Sleigh Shoe Bolts, 70
Coach Screws, cone point, 70
Nuts, square, all sizes 3/4 c. per lb. off.
Nuts, hexagon, all sizes 4c. per lb. off.
Slove rods, per lb., 5 1/2 to 6c.
Nuts, in 50 lb. lots 1/4 c. per lb. extra in less than 50 lb. lots, 1/4 c. extra.

Small and medium, ball, per M., 4 25
Small heel, per M., 4 50

Brigt Wire Goods.
Discount, 62 1/2 per cent.

Broilers.
Light, dis., 65 to 67 1/2 per cent.
Reversible, dis., 65 to 67 1/2 per cent.
Vegetable, per doz., dis. 37 1/2 per cent.
Henis, No. 8, 6 00
Henis, No. 9, 7 00
Queen City, 7 50 0 00

Butchers' Cleavers.
German, per doz., 6 00 11 00
American, per doz., 12 00 20 00

Building Paper, Etc.
Plain building, per roll, 0 30
Tarred lining, per roll, 0 40
Tarred roofing, per 100 lb., 1 70
Coal Tar, per barrel, 3 50
Pitch, per 100-lb., 0 35
Carpet felt, per ton, 45 00

Bull Rings.
Copper, \$2.00 for 2 1/2 in. and \$1.90 for 2 in.

Butts.
Wrought Brass, net revised list

Loose Pin, dis. 60 per cent.
Cast Iron.
Fast Joint, dis. 65, 10 and 2 1/2 per cent.
Loose Pin, dis. 65, 10 and 2 1/2 per cent.
Berlin Bronzed, dis. 70, 70 and 5 per cent.
Gen. Bronzed, per pair, 0 40 0 65

Carpet Stretchers.
American, per doz., 1 00 1 50
Bullard's, per doz., 6 50

Castors.
Bed, new list, dis. 55 to 57 1/2 per cent.
Plate, dis. 52 1/2 to 57 1/2 per cent.

Cattle Loaders.
Nos. 31 and 32, per gross, 8 50 9 50

Cement.
Canadian Portland, 2 25 2 75
English, 3 00 3 15
Belgian, 2 50 2 75
Canadian hydraulic, 1 25 1 50

Chalk.
Carpenters Colored, per gross, 0 45 0 75
White lump, per cwt., 0 60 0 65
Red, 0 05 0 06
Crayon, per gross, 0 14 0 18

Chisels.
Socket, Framing and Firmer.
Broad's, dis. 70 per cent.
Warnock's, dis. 70 per cent.
P. S. & W. Extra 60, 10 and 5 p.c.

Churns.
Revolving Churns, metal frames—No. 0, \$2—
No. 1, \$3.50—No. 2, \$5.00—No. 3, \$10.00—
No. 4, \$12.00—No. 5, \$16.00 each. Ditto,
wood frames—20c. each less than above.
Discounts: Delivered from factories, 56
p.c.; from stock in Montreal, 54 p.c.
Terms, 4 months or 3 p.c. cash in 30 days.

Clips.
Plain Ontario Syphon Jet, \$16 00
Emb. Ontario Syphon Jet, 17 00
Plain Teutonic Syphon Washout, 10 00
Emb. Teutonic Syphon Washout, 11 00
Fittings net, 1 25
Low Down Teutonic, plain, 16 00
"embossed, 17 00
Plain Richelieu net, 3 75
Emb. Richelieu net, 4 00
Fittings net, 1 25
Low Down Opt. Sy. Jet, plain net, 19 50
"emb'd net, 20 50
Closet connection net, 1 25
Basins, round, 14 in., 1 00
"oval, 17 x 14 in., 2 50
"19 x 15 in., 3 75

Discount 40 p.c., except on net figures.

Compasses, Dividers, Etc.
American, dis. 62 1/2 to 65 per cent.

Cradles, Grain.
Canadian, dis. 25 to 33 1/2 per cent.

Crosscut Saw Handles.
S. & D., No. 3, per pair, 17 1/2
"5, 22 1/2
"6, 15
Boynton pattern, 20

Door Springs.
Torrey's Rod, per doz., (15 p.c.) 2 00
Coil, per doz., 0 88 1 60
English, per doz., 2 00 4 00

Draw Knives.
Coach and Wagon, dis. 50 and 10 per cent.
Carpenters, dis. 70 per cent.

Drills.
Hand and Breast.
Miller's Falls, per doz., net list.
Morse, dis. 37 1/2 to 40 per cent.
Standard, dis. 50 and 5 to 55 per cent.

Faucets.
Common, cork-lined, dis. 35 per cent.

ELBOWS. (Stovepipe.) per doz.
5 and 6-inch, common, 1 20
7-inch, 1 35
Polished, 15c. per doz. extra.

ESCUTCHEONS.
Discount, 45 per cent.

ESCUTCHEON PINS.
Iron, discount 40 per cent.

FACTORY MILK CANS.
Discount off revised list, 40 per cent.

FILES AND RASPS.
Great Western, 70 and 10 per cent.
Arcade, 70 " 10
Kearney & Foot, 70 " 10
Dixson's, 70 " 10
American, 70 " 10
J. Barton Smith, 70 " 10
McClellan, 70 " 10
Eagle, 70 " 10
Nicholson, 60 and 10 to 61, 10 and 5
Royal, 80
Black Diamond, 60 and 10 to 60, 10 and 5 p.c.
Jowitt's, English list, 25 to 27 1/2 per cent.
Nicholson File Co.'s "Simplicity" file handle,
per gross, 85c. to \$1.50.

GLASS—Window—Box Price.

Size United Per Star Per D. Diamond Per
Inches. 50 ft. 100 ft. 50 ft. 100 ft.

Under 26, 2 20 4 25 6 25
26 to 40, 2 40 4 65 6 75
41 to 50, 5 10 7 50
51 to 60, 5 35 8 50
61 to 70, 5 75 9 70
71 to 80, 6 25 11 00
81 to 85, 7 00 12 55
86 to 90, 7 75 15 00
91 to 95, 20 50
96 to 100, 24 50
101 to 105, 27 50
106 to 110, 27 50

GAUGES
Marking, Mortise, Etc.
Stanley's dis. 50 to 55 per cent.
Wire Gauges.
Winn's, Nos. 26 to 33, each, 1 65 2 40

HALTERS.
Rope, 1/2 per gross, 9 00
"1/4 to 3/4, 14 00
Leather, 1 in., per doz., 3 87 1/2 4 00
"1 1/4 in., 5 15 5 20
Web, — per doz., 1 87 2 45

HAMMERS.
Nail
Maydole's, dis. 5 to 10 per cent. Can. dis.
25 to 27 1/2 per cent.
Tack.
Magnetic, per doz., 1 10 1 20
Sledge.
Canadian, per lb., 0 07 1/2 0 08 1/2
Ball Peen.
English and Can., per lb., 0 22 0 25

HANDLES.
Axe, per doz. net, 1 50 3 00
Store door, per doz., 1 00 1 50

C. & B., dis. 40 per cent. rev. list.
Hoe.
C. & B., dis. 40 per cent. rev. list.
Saw.
American, per doz., 1 00 1 25
Hammer and Hatchet.
Canadian, 40 per cent.
Cross-Cut Saws.
Canadian, per pair, 0 13 1/2

HANGERS.
Steel barn door, 5 85 6 00
Stearns, 4 inch, 5 00
"5 inch, 6 50
Lane's covered—
No. 11, 5-ft. run, 8 40
No. 11 1/2, 10-ft. run, 10 80
No. 12, 10-ft. run, 12 60
No. 14, 15-ft. run, 21 00
Lane's O.N.T. track, per foot, 4 1/2

HARVEST TOOLS.
Discount, 70 per cent.

HATCHETS.
Canadian, dis. 40 to 42 1/2 per cent.

HINGES.
Blind, Parker's, dis. 50 and 10 to 60 per cent.
Heavy T and strap, 4-in., per lb., 0 06 1/2
"5-in., " 0 06 1/2
"6-in., " 0 06
"8-in., " 0 05 1/2
"10-in., " 0 05 1/2
Light T and strap, dis. 65 and 5 per cent.

Screw hook and hinge.
6 to 10 in., per 100 lbs., 4 25
12 in. up, per 100 lbs., 3 25

Spring, 12 00
Per gro. pairs.

HOES.
Garden, Mortar, etc., dis. 50 and 10 p.c.
Planter, per doz., 4 00 4 50

HOLLOW WARE
Discount, 45 and 5 per cent.

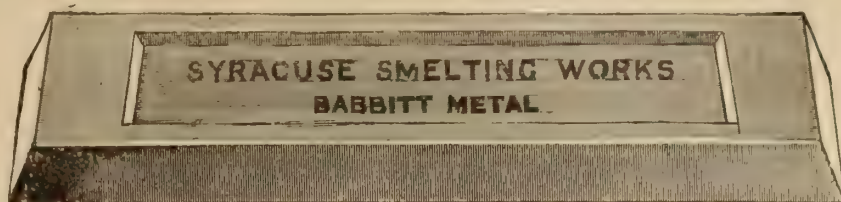
HOOKS.
Cast Iron.
Bird Cage, per doz., 0 50 1 10
Clothes Line, per doz., 0 27 0 63
Harness, per doz., 0 72 0 88
Hat and Coat, per gross, 1 00 3 00
Chandelier, per doz., 0 50 1 00

Wrought Iron.
Wrought Hooks and Staples, Can. dis.
47 1/2 per cent.

USE PHOSPHORINE BABBITT METAL

It is the new discovery. Ask for particulars.

It is the only Anti-Friction Metal known to be chemically pure.



For Paper and Pulp Mills, Saw and Wood Working Machinery, Cotton and Silk Mills, Dynamoes, Marine Engines, and all kinds of Machinery Bearings.

Wire, Triangular and Bar Solder, Pig Tin, Lead, Ingot Copper, Ingot Brass, Antimony, Aluminum, Bismuth, Zinc Spelter, Phosphor Tin, Phosphor Bronze, Nickel, etc., always in stock.

CANADIAN WORKS, MONTREAL, P.Q.
AMERICAN " SYRACUSE, N.Y.

Syracuse Smelting Works

Wire.
Hat and Coat, discount 45 per cent.
Belt, per 1,000..... 0 80
Screw, bright, dis. 55 per cent.

HORSE NAILS.
"C" brand 50 and 7½ p.c. off new list. } Oval-
"M" brand 50, 10 and 5 per cent. } head
Countersunk. 60 per cent.

HORSESHOES
F.O.B. Montreal.
No. 2 No. 1.
and
larger smaller.

Iron Shoes.
Light, medium, and heavy... 3 50 3 75
Snow shoes..... 3 75 4 00
Steel Shoes.

Light..... 3 60 3 85
Featherweight (all sizes)..... 4 85 4 85
F.O.B. Toronto, Hamilton, London and
Guelph, 10c. per keg additional.
Toe weight steel shoes..... 6 70

JAPANNED WARE.
Discount, 45 and 5 p.c. off list, June 1899

ICE PICKS.
Star per doz..... 3 00 3 25

KETTLES.
Brass spun, 7½ p.c. dis. off new list.
Copper, per lb..... 0 30
American, 60 and 10 to 65 and 5 p.c.

KEYS.
Lock, Can., dis., 45 p.c.
Cabinet, trunk, and padlock,
Am. per gross..... 60

KNOBS.
Door, japanned and N.P., per
doz..... 1 50 2 50
Bronze, Berlin, per doz..... 2 75 3 25
Bronze Genuine, per doz..... 6 00 9 00
Shutter, porcelain, F. & L.
screw, per gross..... 1 30 4 00
White door knobs—per doz..... 1 25

HAY KNIVES.
Discount, 50 and 10 per cent.

LAMP WICKS.
Discount, 60 per cent.

LANTERNS.
Cold Blast, per doz..... 7 00
No. 3 "Wright's"..... 8 50
Ordinary, with O burner..... 4 00
Dashboard, cold blast..... 9 00
No. 0..... 5 75

LEMON SQUEEZERS.
Porcelain lined, per doz..... 2 20 5 60
Galvanized..... 1 87 3 85
King, wood..... 2 75 2 90
King, glass..... 4 00 4 50
All glass..... 1 30 1 30

LINES.
Fish, per gross..... 1 05 2 50
Chalk..... 1 90 7 40

LOCKS.
Canadian, dis. 45 p.c.
Russell & Erwin, per doz..... 3 00 3 25
Cabinet.

Eagle, dis. 30 p.c.
Padlock..... 50 6 00
Scandinavian,..... 1 00 2 40
Eagle, dis. 20 to 25 p.c.

MACHINE SCREWS. Iron and Brass.
Flat head discount 25 p.c.
Round Head discount 20 p.c.

MALETS.
Tinmith's per doz..... 1 25 1 50
Carpenter's, hickory, per doz..... 1 25 3 75
Lignum Vitae, per doz..... 3 85 5 00
Pauking each..... 60 2 00

MATTOCKS.
Canadian, per doz..... 5 50 6 50

MEAT CUTTERS.
American, dis. 25 to 30 p.c.
German, 15 per cent.

MILK CAN TRIMMINGS.
Discount, 25 per cent.

NAILS.
Quotations are:
2 d and 3 d..... \$3 55 \$3 85
3 d..... 3 20 3 52
4 and 5 d..... 2 95 3 35
6 and 7 d..... 2 85 3 20
8 and 9 d..... 2 70 3 00
10 and 12 d..... 2 65 2 95
and 12 d..... 2 60 2 90
50 and 60 d. (base)..... 2 55 2 85

Wire nails in carlots are \$2.77½
Galvanizing 2c. per lb. net extra.
Steel Cut Nails 10c. extra.
Miscellaneous wire nails, dis. 70 and 10 p.c.
Coopers' nails, dis. 30 per cent.
Flour barrel nails, dis. 25 per cent.

NAIL PULLERS.
German and American..... 1 85 3 50

NAIL SETS.
Square, round, and octagon
per gross..... 3 38 4 00
Diamond..... 12 00 15 00

NETTING.
Poultry, Canadian, 55 and 5; English 61 p.c.
OAKUM. Per 100 lb.
Navy..... 6 00
U. S. Navy..... 7 25

OIL.
Water White (U.S.)..... 0 16½
Prime White (U.S.)..... 0 15½
Water White (Can.)..... 0 15
Prime White (Can.)..... 0 14

OILERS.
McClary's Model galvan. oil
can, with pump, 5 gal.,
per doz..... 10 00

Zinc and tin, dis. 50, 50 and 10.
Copper, per doz..... 1 25 3 50
Brass,..... 1 50 3 50
Malleable, dis. 25 per cent.

GALVANIZED PAIRS.
Dufferin pattern pairs, dis. 45 p.c.
Flaring pattern, discount 45 per cent.
Galvanized wash tubs discount 45 per cent.

PIECED WARE.
Discount 40 per cent. off list, June, 1899.
10-qt. flaring sap buckets, dis. 40 p.c.
6, 10 and 14-qt. ring pails, dis. 40 p.c.
Creamer cans, dis. 40 p.c.

PICKS.
Per doz..... 6 00 9 00

PICTURE NAILS.
Porcelain head, per gross..... 1 75 3 00
Brass head..... 0 40 1 00

PICTURE WIRE.
Tin and gilt, discount 75 p.c.

PLANES.
Wood, bench, Canadian dis. 40 per cent.
American dis. 50.
Wood, fancy Canadian or American 7½
to 40 per cent.

PLANE IRONS.
English, per doz..... 2 00 5 00

PLIERS AND NIPPERS.
Button's Genuine per doz pairs, dis. 37½
40 p.c.
Button's Imitation, per doz..... 5 00 9 00
German, per doz..... 0 60 2 60

PLUMBERS BRASS GOODS.
Compression work, discount, 60 per cent.
Fuller's work, discount 65 per cent.
Rough stops and stop and waste cocks, dis-
count, 60 per cent.
Jenkins disk globe and angle valves, dis-
count, 55 per cent.
Standard valves, discount, 60 per cent.
Jenkins radiator valves discount 55 per cent.
standard, dis., 60 p.c.

Quick opening valves discount, 60 p.c.
No. 1 compression bath cock..... 2 00
No. 4..... 2 00
No. 7, Fuller's..... 2 50
No 4½,..... 3 00

POWDER.
Velox Smokeless Shotgun Powder.
100 lb. or less..... 0 85
1,000 lb. or more..... 0 80

PRESSED SPIKES.
Discount 22½ per cent.

PULLEYS.
Hothouse, per doz..... 0 55 1 00
Aisle..... 0 22 0 33
Screw..... 0 27 1 00
Awning..... 0 35 2 50

PUMPS.
Canadian cistern..... 1 80 3 60
Canadian pitcher spout..... 1 40 2 10

PUNCHES.
Saddlers, per doz..... 1 00 1 85
Conductors,..... 9 00 15 00
Tinner's solid, per set..... 0 00 0 72
hollow per set..... 0 00 1 00

RANGE BOILERS.

Galvanized, 3 gallons..... 7 00
" 35 "..... 8 25
" 40 "..... 9 50
Copper, 30 "..... 22 00
" 35 "..... 26 00
" 40 "..... 30 00

Discount off Copper Boilers 10 per cent.

RAKES.
Cast steel and malleable, 70 p.c.
Wood, 10 per cent.

RAZORS.
per doz.
Elliot's..... 4 00 18 00
Geo. Butler & Co.'s..... 4 00 18 00
Boker's..... 7 50 11 00
" King Cutter..... 12 50 50 00
Wade & Butcher's..... 3 60 10 00
Theile & Quack's..... 7 00 12 00

REAPING HOOKS.
Discount, 70 per cent.

REGISTERS.
Discount..... 40 per cent.

RIVETS AND BURRS.
Iron Rivets, black and tinned, discount 60
and 10 per cent.
Iron Burrs, discount 55 per cent.

Extras on Iron Rivets in 1-lb. cartons, ½c.
per lb.
Extras on Iron Rivets in ½-lb. cartons, 1c.
per lb.

Copper Rivets & Burrs, 35 and 5 p.c. dis.
and cartons, 1c. per lb. extra, net.

Extras on Tinned or Coppered Rivets
½-lb. cartons, 1c. per lb.

RIVET SETS.
Canadian dis. 35 to 37½ per cent.

ROPE ETC.
Sisal. Manila.
7-16 in. and larger, per lb. 11½ 15½
Cotton, 3-16 inch and larger
" 5-32 inch..... 21
" 1½ inch..... 22½
Russia Deep Sea..... 15½
Jute..... 8
Lath Yarn..... 11½

BOXWOOD, dis. 75 and 10 p.c.
Ivory, dis. 37½ to 40 p.c.

SAD IRONS. per set.
Mrs. Potts, No. 55, polished..... 65
" No. 50, nickel-plated..... 75

SAND AND EMERY PAPER.
Dominion Flint Paper, 47½ p.c.
B & A. sand, 40 and 5 per cent.
Emery, 40 per cent.

Garnet (Rutten's), 5 to 10 p.c. advance on list.

SAP SPOUTS.
Bronzed iron with hooks, per doz..... 9 50

SAWS.
Hand Diaston's, dis. 12½ p.c.
S. & D., 40 per cent.
Crosscut, Diaston's, per ft..... 35 0 55
S. & D., dis. 35 p.c. on Nos. 2 and 3.
Hack, complete, each..... 0 75 2 75
frame only..... 0 75

SASH WEIGHTS.
Sectional, per 100 lbs..... 2 25 2 50
Solid,..... 1 75 2 00

SASH CORD.
Per lb..... 0 23 0 30

SAV SETS.
" Lincoln" and Whiting, per doz..... 4 75
Hand Sets No. 1 Woodyard (Morrill)
X-cut sets, No. 3 Woodyard (Morrill)..... 4 25 9 50

SCALES.
Standard, 45 p.c.
Champion, 65 p.c.
Spring Balances, 10 p.c.
Fairbanks Standard, 35 p.c.
" Dominion, 55 p.c.
" Richelieu, 55 p.c.
Warren's new Standard 45 p.c.
" (Champion) 65 p.c.

SCREW DRIVERS.
Sargent's per doz..... 0 65 1 00

SCREWS.
Wood, F. H., bright and steel, 67½ and 10 p.c.
Wood R. H., dis. 82½ and 10 p.c.
F. H., brass dis. 80 and 10 p.c.

Wood, R. H., " dis. 75 and 10 p.c.
" F. H., bronze, dis. 75 p.c.
" R. H., " 70 p.c.

Drive Screws, 87½ and 10 per cent.
Bench, wood, per doz..... 3 25 4 00
iron..... 4 25 5 75

Set, Case hardened, 60 per cent.
Square Cap, 50 and 5 per cent.
Hexagon Cap, 45 per cent.

SCYTHES.
Per doz, net..... 9 00

SCYTHE SNATHS.
Canadian, dis. 45 p.c.

SHEARS.
Bailey Cutlery Co., full nicked, dis. 60 p.c.
Seymour's, dis. 50 and 10 p.c.

SHOVELS AND SPADES.
Canadian, dis. 40 and 5 per cent.

SINKS.
Steel and galvanized, discount 45 per cent.

SNAPS.
Harness, German, dis. 25 p.c.
Lock, Andrews..... 4 50 11 50

SOLDERING IRONS.
1, 1½ lb., per lb..... 0 37
2 lb. or over, per lb..... 0 34

SQUARES.
Iron, No. 493, per doz..... 2 40 2 55
" Mo. 494,..... 3 25 3 40
Steel, dis. 60 10 and 5 p.c.
Try and bevel, dis. 50 to 52½ p.c.

STAMPED WARE.
Plain, dis. 75 and 12½ p.c. off revised list
Retinned, dis. 75 p.c. off revised list.

STAPLES.
Galvanized..... 3 50 4 00
Plain..... 3 25 3 75
Coopers, discount 45 per cent.
Poultry netting staples, 40 per cent.

STOCKS AND DIES.
American dis. 25 p.c.

STONE. Per lb.
Washita..... 0 28 0 60
Hindostan..... 0 06 0 07
slip,..... 0 09 0 09
Labrador..... 0 13
" Axe..... 0 15
Turkey..... 0 50
Arkansas..... 0 00 1 50
Water-of-Ayr..... 0 00 1 10
Scythe,..... 3 50 5 00
Grind, 2 in. 40 to 200 lb. per ton..... 25 00
" under 40 lb..... 25 00
Grind, under 2 in. thick..... 29 00

STOVE PIPES.
5 and 6 inch Per 100 lengths..... 7 00
7 inch..... 7 50

ENAMELINE STOVE POLISH.
No. 4—3 dozen in case, net cash..... \$4 80
No. 6—3 dozen in case,..... 8 40

TACKS BRADS, ETC.
Cheese-box tacks, blued..... 80 & 12½
Trunk tacks, black and tinned..... 85
Carpet tacks, blued..... 80 & 15
" (tinned)..... 80 & 20
" (in kegs)..... 40
Cut tacks, blued, in dozens only..... 80
¼ weights..... 60
Swedes cut tacks, blued and tinned—
In bulk..... 80 & 10
In dozens..... 75
Swedes, upholsterers, bulk..... 85, 12½ & 12½
" brush, blued & tinned, bulk..... 70
" gimp, blued, tinned and
japanned..... 75 & 12½

Zinc tacks..... 35
Leather carpet tacks..... 55
Copper tacks..... 50
Copper nails..... 5½

Trunk nails black..... 65 and 5
Trunk nails, tinned..... 65 and 10
Clout nails, blued..... 65 and 5
Chair nails..... 35
Poultry brads..... 40
Fine finishing..... 40
Lining tacks, in papers..... 10

STANDARD CHAIN CO.,

MANUFACTURERS
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U. S. A.

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—Canadian Representatives— A. C. LESLIE & CO.,
Montreal.

For Provinces of Ontario and Quebec.

For other Provinces.

Lining tacks, in bulk	15
" solid heads, in bulk	75
Saddle nails in papers	10
" in bulk	15
Tufting buttons, 22 line, in dozens only	60
Tin capped trunk nails	25
Zinc glaziers' points	5
Double pointed tacks, papers, 30 and 10	25
" bulk	40

TAPE LINES.

English, ass skin, per doz	2 75	5 00
English, Patent Leather	5 50	9 75
Chesterman's each	0 90	2 35
steel, each	0 50	8 00

THERMOMETERS.

Tin case and dairy, dis. 75 to 75 and 10 p.c.

TRAPS. (Steel.)

Game, Newhouse, dis. 25 p.c.	
Game, H. & N., P. S. & W., 65 p.c.	
Game, steel, 72½ p.c.	

TROWELS.

Disston's discount 10 per cent.	
German, per doz	4 75
S. & D., discount 35 per cent.	6 00

TWINES.

Bag, Russian, per lb.	0 27
Wrapping, cotton, 3-ply	0 18½
" 4-ply	0 23½
Mattress, per lb.	0 33
Staging, "	0 27

Wright's	0 13½
Brook's	0 12½
Pipe Vise, Hinge, No. 1	3 57
No. 2	5 50
Saw Vise	4 50

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White, Princess, Turquoise, Blue and White, discount 50 per cent.
Diamond, Famous, Premier, 50 and 10 p.c.
Granite or Pearl, Imperial, Crescent, 50, 10 and 10 per cent.

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Brass wire, 50 to 50 and 2½ per cent. off the list.
Copper wire, 45 and 10 per cent. net cash 30 days, f.o.b. factory.
Smooth Steel Wire, is quoted at the following net selling prices:

No. 6 to 8 gauge	\$2 90
" 9	2 80
" 10	2 87
" 11	2 90
" 12	2 95
" 13	3 15
" 14	3 37
" 15	3 50
" 16	3 65

Other sizes of plain wire outside of Nos. 9, 10, 11, 12 and 13, and other varieties of plain wire remain at \$2.81 base with extras as before. The prices for Nos. 9,

to 13 include the charge of 1c. for oiling. Extras net per 100 lb.:
Coppered wire, 60c.—tinned wire, \$2—oil, 10c.—special hay-baling wire, 30c.—spring wire, \$1—best steel wire, 75c.—bright soft drawn, 15c.—in 50 and 100-lb. bundles net, 10c.—in 25-lb. bundles net 15c.—packed in casks or cases, 15c.—bagging or papering, 10c.

Pine Steel Wire, dis. 17½ per cent. List of extras: In 100-lb. lots: No. 17, \$5—No. 18, \$5.50—No. 19, \$6—No. 20, \$6.65—No. 21, \$7—No. 22, \$7.30—No. 23, \$7.65—No. 24, \$8—No. 25, \$9—No. 26, \$9.50—No. 27, \$10—No. 28, \$11—No. 29, \$12—No. 30, \$13—No. 31, \$14—No. 32, \$15—No. 33, \$16—No. 34, \$17. Extras net—tinned wire, Nos. 17-25, \$2—Nos. 26-31 \$4—Nos. 32-34, \$6. Coppered, 5c.—oil 10c.—in 25-lb. bundles, 15c.—in 5 and 10-lb. bundles, 25c.—in 1-lb. hanks, 50c.—in ¼-lb. hanks, 75c.—in ¼-lb. hanks, \$1—packed in casks or cases, 15c.—bagging or papering, 10c.

Galvanized Wire, per 100 lb.—Nos. 6, 7, 8, \$3 50 to \$3 87—No. 9, \$2.85 to \$3.15—No. 10, \$3.60 to \$3.95—No. 11, \$3.70 to \$4.10—No. 12, \$3 to \$3.30—No. 13, \$3.10 to \$3.40—No. 14, \$4.10 to \$4.50—No. 15, \$4.60 to \$5.05—No. 16, \$4.85 to \$5.35. Base sizes, Nos. 6 to 9, \$2.52½, f.o.b. Cleveland.
Clothes Line Wire, regular 7 strand No. 17, \$4.65; No. 18, \$2.90; No. 19, \$2.60. Hol-

low 6 strand, No. 17, \$4.30; No. 18, \$2.70. No. 19, \$2.35; No. 20, \$2.30, f.o.b. Hamilton, Toronto, Montreal.

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Galvanized barb	3 00
Galvanized, plain twist	3 00
Galvanized barb, f.o.b. Cleveland, \$2.77½ in less than carlots, and \$2.65 in carlots	

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Painted Screen, per 100 sq. ft., net	1 35
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Coe's Genuine, dis. 20 to 25 p.c.	
Towers' Engineer, each	2 00
" S., per doz	5 80
G. & K's Pipe, per doz	3 40
Burrell's Pipe, each	3 00
Pocket, per doz	0 25

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Leader, per doz	\$30 00
Royal Canadian	33 00
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Sampson	24 00
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VOL. XIII.

MONTREAL AND TORONTO, DECEMBER 7, 1901.

NO. 49

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TREE BRAND
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No. 15. “Yankee” Ratchet Screw Driver, with Finger Turn on Blade.



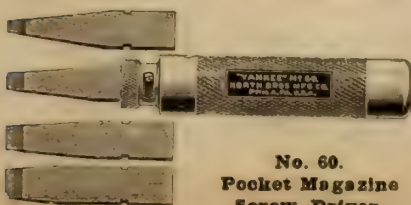
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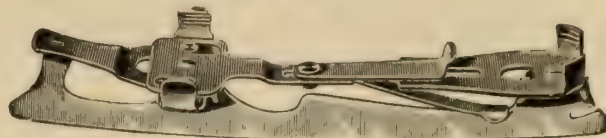
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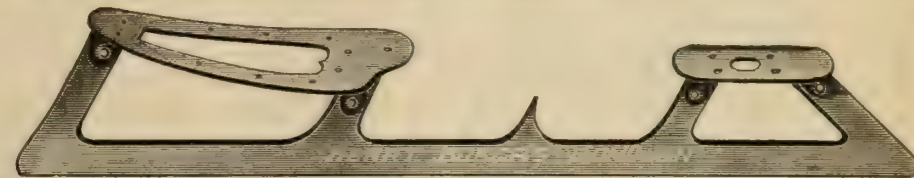
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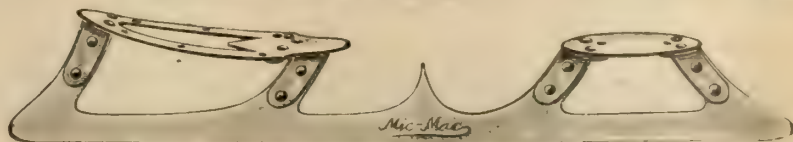
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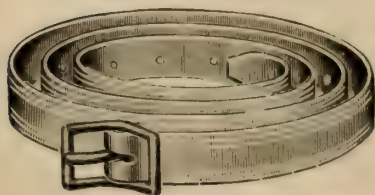
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Solid Rubber.

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## KNOX HENRY

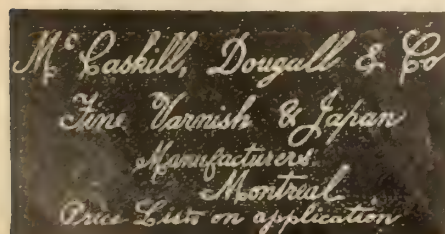
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Steel and Twist Barrels  
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Model  
1900.



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Descriptive Catalogue on request.

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**Coiled Spring** and all  
other kinds of **Fence Wire**

FOR SPRING DELIVERY.

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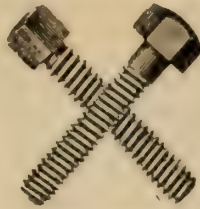
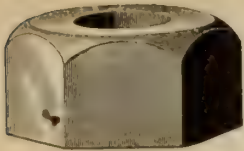
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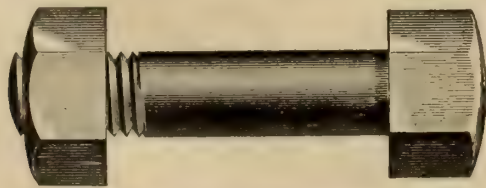


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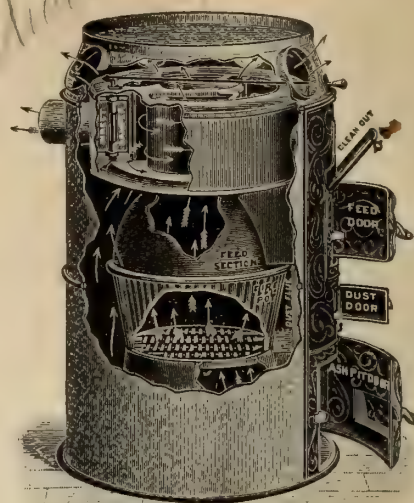
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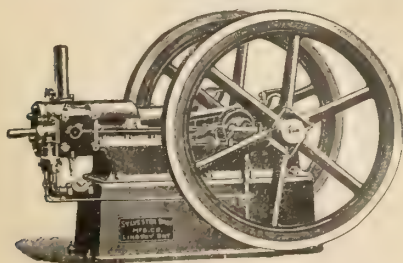
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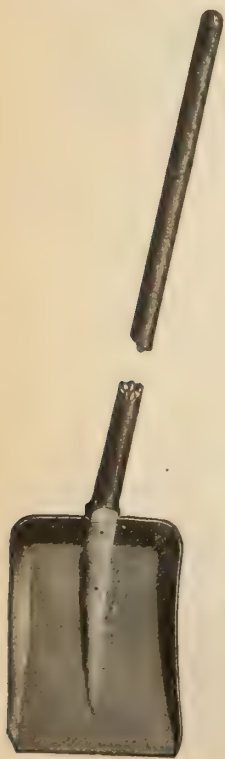
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VOL. XIII.

MONTREAL AND TORONTO, DECEMBER 7, 1901.

NO. 49.

President,  
JOHN BAYNE MacLEAN,  
Montreal.

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## PRESIDENT ROOSEVELT'S MESSAGE

NO Presidential message to Congress has been awaited with more interest for a number of years than that of President Roosevelt. The first message of a man of his individuality could scarcely fail to creat anticipations more than usually keen. But what, perhaps, most accentuated the interest were his expected references to the questions relating to reciprocity, the trusts and the Anarchists. And, true to expectations, not one of these subjects has been neglected.

In regard to anarchy, he is particularly outspoken. And, in view of the wounds

which have been inflicted upon his nation by the evil, he could scarcely be otherwise. Anarchy, he well describes as a crime against the whole human race, and should therefore be dealt with by international treaties.

In what he said in regard to trusts there was nothing new, for he only emphasized the views he expressed from time to time before he was called upon to occupy his present exalted position. In a word, he believes that in the interest of the public the Government should have the right to inspect and examine the workings of the great corporations engaged in interstate business. There are a great many people who advocate the prohibition of trusts. But their doctrines are neither practical nor just. President Roosevelt's suggestion is the only practical and just one.

What interests Canadians most in President Roosevelt's message is the reference to reciprocity. Like his lamented predecessor in office, he recognizes that something along the line of tariff modification is demanded, but, like the manufacturers who assembled the other day in Washington, he is evidently trying to make himself believe that the United States can persuade the nations to exchange something for nothing.

President Roosevelt's remarks regarding reciprocity are not likely to give much hope to those who are champions of the principle.

With trade good, the transportation service of the country is having a hard time of it.

## THE LATE A. R. WOODYATT.

IT is with a good deal of regret that the hardware trade throughout the Dominion will learn of the death of Mr. A. R. Woodyatt, of Guelph, a victim to diabetes.

For some time it has been known that there was no hope of his recovery from the malady. But the announcement of his death comes as a shock, notwithstanding.

Mr. Woodyatt was the type of a man which this country could ill afford to spare, for, by his industry, ingenuity and enterprise, he was building up not only a successful business for himself, but a reputation abroad for Canada in such goods as he manufactured. He did not sit down and wait for the foreign markets to come to him; he went after the foreign markets.

He was particularly fitted for the business in which he was engaged, for to his other qualities was added a practical mechanical training, having in his younger days mastered the gunsmithing and machinist trades. And in his efforts to gain proficiency he labored not alone in the workshops of Canada but in those of Buffalo and other cities in the United States.

Twelve years ago he formed the nucleus of the business now known under the style of A. R. Woodyatt & Co., from which he has been taken away all too soon. His birthplace was Brantford, and at the time of his death he was 50 years of age.

Deceased is survived by a wife and three children. The latter are George, of Winnipeg, and Charles and Gracie, of Guelph.

HARDWARE AND METAL extends its sympathy to the sorrowing family.



## BUSINESS MEN AND POLITICS.

**H**AVE our readers noticed the remarkable speech of Lord Rosebery on Governments and business men? It is curious that every onlooker in politics—all the more if he has been an active politician himself—becomes weary and impatient of the way in which the men in power fumble and fool away the time, interests and money of the people, whose trustees they are.

Lord Rosebery says he would like to see a Government of business men. So would we. To hear such sentiments from a former British Prime Minister, a member of the House of Lords, a man whose rank and wealth free him from the suspicion of being actuated by personal motives, is really refreshing:

I have sometimes wished to see a Cabinet formed in which no politician should be permitted. I should like to see constituted for a year a Government in which, perhaps, no member of any existing or former Government should be included. I would compose it entirely of business men.

If a trade journal said this you might allege partiality or prejudice on its part. If a merchant said it, you would be apt to say that his merits were not being properly recognized by political friends.

How, then, can you explain Lord Rosebery's line of argument? He has filled the highest office in the State, has immense wealth, all the political prominence he wants is his. He is as unprejudiced as a man can be. Yet he, too, is dissatisfied with public administration, says we don't get value for our money, that too much money is spent, and too many important matters left undone.

Now, England is better administered than other countries. If these charges can be made against her Government, what can we say of ours? The plan for business men to follow is to "turn down" the professional politicians every chance they get.

### HARDWAREMEN AND STRUCTURAL MATERIAL.

**H**ARDWARE AND METAL has been informed by one of the large manufacturers of iron and steel structural material that he has, during the last two or three years, done quite a little business through retail hardwaremen in steel beams

suitable for store fronts and other architectural requirements.

We bring this matter to the attention of our readers, as it is possible some of them have not yet made an effort to get a share of this particular kind of business.

The use of iron and steel in structural work is steadily on the increase, and this might be further stimulated by retail hardwaremen throughout the country recommending those in their respective neighborhoods who are about erecting new stores and warehouses to specify such.

### WEAK LINSEED-OIL MARKET.

**E**VER since the linseed crop of the United States began to come upon the market, it was thought in paint- and oil circles that the extreme scarcity that had been felt for some months would be relieved, and that prices would decline. So confident were many American students of the market that contracts were entered into for 38 to 40c. oil. But a legitimate drop in the market never came. Chicago has been firm at 55c.

It seems that as fast as the crushers could get the oil out of the seed the new product has been absorbed, and there has never been any surplus to cause a lowering of values. The real fact is that the consumptive demand has been heavier than was anticipated, and the American market had not the surplus for export that even the best-informed expected. Nearly every oil tank in the country was empty, and it evidently takes an unheard-of quantity of oil to fill them.

But if the heavy American crop will not bring linseed oil prices down, other conditions are forcibly acting toward this end. The Chicago market has declined 4 to 5c. this week, and the London market is over £2 lower. English buyers of seed in America find that they can make purchases elsewhere at a lower figure, and are, consequently, reselling their American purchases in the American market. The latest news from the Argentine Republic is to the effect that the acreage is twice as great as last year, while the damage to the growing crop is not as serious as at one time reported.

India and Russia both promise heavy crops of seed.

On the whole, it would seem that while market may not sag very rapidly or at once, we are likely to see cheaper oil next summer. Futures are now about 8c. below spot price.

### FACE VALUE OF OUR COINS.

**T**HERE is a good deal in what a contemporary says about the wisdom of the Imperial and Colonial authorities going into conference on the question of an Imperial coinage.

"Australia," it says, "is about to establish a coinage of her own. It is to be hoped advantage will be taken of this event to consider the whole coinage question, with a view to the establishment of a coinage that will be uniform throughout the Empire. The cumbersome method of computing in pounds, shillings and pence must eventually give place to the decimal system, and the sooner the change takes place the better. It has been proposed that the pound should be divided into tenths, hundredths and thousandths. This would give an Imperial coinage on the decimal system, and it would establish uniformity throughout the Empire, if Canada and the other colonies were to adopt it. But if we are going to have uniformity of coinage, why not extend its scope and make it harmonize with the coinage of the United States and other countries which use the dollars and cents system? If we are to have the decimal system, why not make the change complete at one jump and adopt the dollar as the unit of value? The business between the United States and the United Kingdom is a great deal larger than that between the latter and all her colonies combined, and if uniformity is desirable within the Empire it is equally desirable between the Empire and the countries with whom it does business."

There is good business in these suggestions. But what if your neighbours won't accept your coins at their face value? Perhaps it is hardly fair to single out the United States in this matter, because every country discourages the coins of the foreigner. Each wants the profits on its own circulation.

Yet, many complaints are made that Canadian silver—which is intrinsically more valuable than American—is refused across the border. Would Imperial silver stand any better chance?

The subject, of course, ought to be discussed.



## TRADE IN COUNTRIES OTHER THAN OUR OWN.

## TINPLATE TRADE IN WALES.

CONSIDERABLE more business has been done in tinplates during the past week both for near and forward delivery. Shipments amounted to 50,880 boxes, but this was 9,300 boxes less than were received from works, and stocks have been correspondingly increased, and amount to about 80,000 boxes. Prices have a downward tendency. Black plate has receded to £10 10s. per ton. The dispute at The Wern Tinplate Works has been amicably arranged, and work was resumed on Monday. The number of mills at work at present is 381, being a larger number than at any time during the past two years. Welsh makers still quote from £1 17s. 6d. to £5 for tinplate bars, as against £4 7s. 6d. quoted by German manufacturers. It is estimated that this year more than 4,000 tons of German bars have been imported into Swansea alone, and probably as great a quantity have been landed at Newport for the Monmouthshire works.—Ironmonger, November 23.

## BRITISH PIG-IRON TRADE.

Business in this particular branch of the trade is not very brisk, and the market still has a somewhat dull tone as far as ordinary pig iron is concerned. Hematite, however, is in a more favorable position, the supply being hardly equal to the demand. As a consequence makers have plenty of orders and prices are firmly maintained, mixed numbers in Middlesbrough remaining at 60s., or about 16s. 3d. above ordinary Cleveland pig iron, the normal difference between the two being about 10s. Although some producers of pig iron in the Lancashire district are reported to be selling forward below current rates, the trade, as a whole, apparently takes no pessimistic views as to the future, and Sir Joseph Pease, in a recent speech, pronounced the trade of the North of England, at any rate, to be in a sound position. The following is a statement of the stocks of pig iron in public stores:—

|                                          | Tons.   |
|------------------------------------------|---------|
| Connal's at Glasgow .....                | 56,750  |
| Connal's at Middlesbrough .....          | 137,650 |
| Railway Stores, Middlesbrough .....      | 1,700   |
| Connal's at Middlesbrough, hematite .... | 300     |
| Cumberland & Yarrow Stores .....         | 13,300  |

In Middlesbrough stocks of pig iron have increased during the week ended November 19, by 2,180 tons. At Barrow there is an increase of 2,000; but the Glasgow figures exhibit a decrease of 511 tons. So far this year the stocks in Middlesbrough have increased about 82,800 tons, while at Glasgow and Barrow there have been decreases of 15,000 and 9,200 tons respectively. On the week the total increase in stocks throughout the country is 3,650 tons; on the year the increase is 57,500 tons. Iron and Coal Trades' Review, November 23.

## ENGLISH MANUFACTURED IRON AND STEEL.

There is little alteration in finished materials. The volume of new orders coming to hand is, perhaps, not quite equal to the number of contracts being completed; but makers are still in a fairly good position for the most part, having a considerable number of orders on hand—sufficient, indeed, in some cases, to carry them right through the winter. Although the depression in freights has

checked the placing of orders in the ship building industry to some extent, there is a heavy weight of work on hand in the yards, and consequently makers of marine material are sure of a good demand for their manufactures for some time to come, so that this particular branch of the trade is, for the moment, more advantageously placed than others. The bar trade keeps up well on the whole, South Staffordshire makers being in receipt of good orders, and realizing £8 10s. for marked and £7 for common iron, but in Lancashire there is a rather quiet tendency, and although the official basis of £6 10s. is maintained, it is difficult to effect sales at above that price, as makers were doing recently.—Iron and Coal Trades' Review, November 23.

## NEW YORK TIN MARKET.

The American Metal Market of December 2, said: "The market to-day opens with consumers waiting to find out the market, and holding off. The market is more or less at a standstill but is rapidly 'finding itself' and with absence of buyers, spot tin was offered down to-day to 26c. The market has almost reached a point where trading will again become active, but buyers and believers in the metal cannot be criticized for holding off if they can from buying, until the decline following the late extreme advance has run its course. We believe this point has about been reached and predict active trading on the part of consumers before the week is over."

## WIRE NAILS IN THE UNITED STATES.

The demand for wire nails continues in about the former volume, orders being still for such lots as are needed to supply current demands, but the aggregate volume is very satisfactory. In the matter of prices the situation has not changed since our last report, and quotations are substantially the same as a week ago. The leading manufacturers are meeting legitimate competition, but are disregarding quotations where deliveries can not be made. Many of their customers are sending in their orders with confidence that they will be protected in the matter of prices.—Iron Age.

## PIG IRON IN THE UNITED STATES.

Many consumers are in distress for pig iron, the furnaces not being able to get cars to ship out their iron as fast as needed by their customers, and the result is a good deal of iron is piled up in the furnace yards. The situation in pig iron is very strong and prompt metal is bringing from 25 to 50c. a ton premium. The United States Steel Corporation have bought 5,000 to 6,000 tons of standard Bessemer recently for December shipment, making close to 50,000 tons the corporation have bought for shipment next month. The price of all this iron was \$15.25, at furnace, which is the regular price for standard Bessemer. It is a fact that \$15.50 and even \$15.75 has been paid for small lots of Bessemer and basic iron where the seller would agree to ship out right away. These prices, however, are above the regular market, and are made possible only by the scarcity of iron for spot shipment. One steel plant has paid about \$15.75 for prompt basic chilled iron. There is a good demand for force, and the market is strong at about \$11

for furnace or \$11.75 Pittsburgh. No. 2 foundry iron for prompt delivery has sold at \$15.75 to \$16, Pittsburgh, for small lots. On contracts for next year's delivery No. 2 foundry is \$15.50 to \$15.75, and No. 1, \$16 to \$16.50, Pittsburgh. Iron Age, November 28.

## STEVENS' COMPANY ENLARGES.

THE Springfield Republican of December 4, says: "Negotiations were completed yesterday by which The J. Stevens Arms and Tool Co. has leased the No. 3 mill of The American Bicycle Co. at Chicopee Falls, which has been practically idle for more than a year. George M. Pope, a director of the latter company, was at the Falls Friday, and decided to lease the building to The Stevens Co., and President I. H. Page was notified by wire yesterday that the directors of The American Bicycle Co. had ratified Mr. Pope's action. The Stevens Co. has leased this building instead of erecting an addition to the river plant, as they had proposed to do. The company was compelled to increase the facilities of its plant for its rapidly expanding business. It was deemed best to abandon the construction of an addition to the old wooden structure on the river, provided the No. 3 mill could be secured. It will afford all the space that the company will need for some years, and will necessitate the employment of from 100 to 150 more men than at present.

The No. 3 mill was used for the manufacture of bicycles, first by The Spaulding Co. and later by The American Bicycle Co., though no bicycles have been made there for more than two years. Several of the parts were made until last fall, when the plant was practically abandoned, though a few men were employed in winding up the affairs there until last spring. About July 1 all employees were discharged and the plant has been vacant since. The building is five stories high, and is 150 by 15 feet. It is supplied with good water-power, and also with a steam plant.

The Stevens Co. will begin the installation of new machinery into the new plant immediately, and the officers of the company inspected it thoroughly yesterday. The company has men employed exclusively in the manufacture of new machinery, and two machines are turned out nearly every week. The rifle barrels will continue to be made in the river plant, as before, and the newly acquired building will be used almost wholly for finishing the rifles. For the delivery of the barrels from the old plant to the new, it is probable that a cable carrier will be built across the river, so that the barrels may be transferred with celerity and ease. This will obviate a large amount of cartage between the two plants. The capacity of the company for making rifles will be almost doubled by the newly acquired quarters. The company has had great difficulty in supplying the demand for its rifles, and the patrons of the company will appreciate the enlargement. This is but another step on the part of The Stevens Co. in building up one of the largest industries of the kind in the world. They already possess four of the largest factories at the Falls. The new acquisition will be learned of with pleasure by the Falls people, since it must mean increased population and more business for the real estate man, as well as for the merchant."



## MACHINERY DEPARTMENT

### MACHINERY IN CHICAGO.

**T**RANSACTIONS in machine tools are not quite so numerous and do not average quite so high in figures as a month or two ago. But the market is active. There is a steady demand, which requires a large factory output to fill. Manufacturers in the west are acting on the supposition that business next year is to continue excellent and are preparing accordingly for an adequate and prompt production of goods. Machine-tool builders are all active and many are working overtime.—Iron and Steel.

### MACHINE-MADE HORSESHOES.

One of the speakers at a recent meeting of farriers in Melbourne, characterized machine-made horseshoes as a "terrible evil." Presumably, his objection to them, says The Australian Coachbuilder and Wheelwright, is that they are much cheaper than hand-made shoes. His attitude illustrates both the inconsistency and the conservation of workers generally. In one place they are calling for shorter hours and increased pay, in another they are in opposition to every development by which labor is economized and profits increased. The necessity for labor is one of the inconveniences of life, of which there are few who would not gladly rid themselves if it were possible. Work is not an end, but a means to an end. Man works that he may eat; he does not eat that he may have something to work for.

### EMERY-COATED TOOLS.

The use of emery tools has been limited because the material does not lend itself readily to shaping; we are practically confined to grinding surfaces of simple forms. The galvanic process invented by Joseph Rieder, of Leipzig, however, allows us to make use of any kind of emery powder, and to arrange it in various shapes, so that we are presented with a new style of emery tool. Rieder is known as the inventor of the electro-engraving process, whose characteristic feature is a machine which returns the plaster negative to its position with mathematical accuracy, so that the galvanic etching, which has to be interrupted several times a minute to secure uniform electrolytic action, practically remains continuous. In order to fix the emery sand on the tools referred to above, he first coats the emery with a varnish obtained by dissolving wax or paraffin in benzine. Graphite will adhere to the grains when they have been treated thus, and in this way the emery surface is made electrically conductive. The tool, e.g., a disc, is placed in the sulphate of copper bath, and the prepared sand dropped on it. Each grain will become embedded in a coating of copper, and the grains will thus be fixed just as gems have been mounted for some time by means of a galvanoplastic process. The sand can also be treated with a glycerine paste, which is then applied to the surface to be covered with emery. As soon as a thin film of copper has settled on the steel, the glycerine is washed off with hot water, and the copper film is after-

wards thickened in the bath. In this way emery tools are obtained, which are said to wear very well. Their disadvantage is that they do not cut deeply, because the interstices are filled up. But such discs can be revolved at a much higher rate than we could venture to adopt in the case of an ordinary emery wheel of the same dimensions. Another advantage is that we can construct tools of this kind in almost any shape—hollow drums, cutters of various profiles, reamers, convex or concave lenses, knives, engraving tools, and even files. When the electrolytic file-sharpening process came up about ten years ago, the invention was ascribed to and claimed by several inventors. In that case the file is the anode. Here we have a cathodic process which may also have occurred to several scientists, though we are not aware that anybody but Rieder has put emery-coated tools on the market.—Kublow.

### NON-EXPLOSIVE BOILER.

The distinctive feature of the "Braby" steam engine, exhibited at the Glasgow Exhibition, is that it is non-explosive. This unique principle in boiler construction is attained by an equally unique departure from established boiler construction. The essential feature is the reduction of the water space to the lowest possible limit, and the retention of large reserve steam power, by the use of large copper slabs as heat reservoirs. The requirement of a large quantity of water, wherein resides the chief danger from explosion, says The London Electrician, is to enable the boiler to respond promptly to sudden large demands for steam. In the Braby boiler large copper slabs are placed in the furnace, and exposed to the hot gases on their outer surfaces. The feed water, having been previously heated in a cooler part of the boiler, is forced by a pump into passages in the copper slabs, provided for the purpose, where it is instantly transformed into steam. Should any sudden demand for steam arise, according to the inventor, who, by the way, hails from Queensland, all that is necessary is to force in more water, the heat stored in the copper slabs being sufficient to promptly evaporate the required larger amount.

### WHY THE SCOTCH BOILER STILL ENDURES.

To the much-maligned multitubular marine or Scotch boiler we owe the adoption of the multiple-expansion engine of to-day. It has received many hard names from its detractors. It has even been designated a tank, but it still holds its own in the mercantile marine, is practically universal, and does not appear to have a rival in the particular sphere in which it is so extensively used. The water-tube boiler is still in the future, so far as the tramp steamer is concerned, and it will take a good deal of successful application before it will supersede the well-tried favorite. In certain large and first class lines, where the engineers are engaged in a fixed trade and grow old in service, the use of water-tube boilers may be admissible; but they require delicate handling and a continuity of experience which, unfortunately, are not always obtainable in the general

run of steamers in the mercantile marine. There the leaven of the old saying that "there are more ships that parish churches" still tends frequently to changes in the engine room for small and inconsiderable reasons which are totally inconsistent with the successful management of the delicate organization of improved water-tube boilers of the modern type.

For the above and many other obvious reasons the general use of a boiler with which a certain amount of liberties can be taken is a necessity. As one of the reasons may be cited the difficulty often found in inducing those in charge to make an intelligent use of the evaporator. The aggregation of factors in favor of the retention of the boiler of the present day cannot, therefore, be ignored by the general body of ship owners. They have to work against ever-increasing competition at home and abroad, are obliged to use what will give them reasonably economical results, both in first cost and upkeep, and at the same time protect themselves, as far as possible, from ignorant or incompetent men.

It is not to be understood from the foregoing that the water-tube boiler is in any way condemned or even disparaged. The fact is simply that it is considered too delicate for the rough handling to which it would, in all likelihood, be subjected, and that its proper sphere is in the regular lines indicated above and in the navy, where its general use has been found to be successful.—J. F. Walliker, in Cassier's Magazine for November.

### ANCIENT ORIGIN OF MACHINE TOOLS.

While machine tools in their present form are essentially a modern product, many of the principles involved in their construction and operation can be traced back to the dawn of history. Machines for cutting, grinding, turning, polishing, or hammering solid or plastic bodies, says The American Machinist, have been used from early times. The potter's wheel, which is properly a machine tool, was employed in ancient Egypt. It was at first a simple disc turned by hand, but later a flywheel operated by foot-power was added. A stone circular saw, which is estimated to be 2,600 years old, has recently been found at Thebes. The antiquity of the lathe is proved by the remains in Egypt and Assyria of objects which show its use as far back as 500 years B.C. The use of the grindstone is also evidenced by ancient tools which could hardly have been made without it. Glass-grinding lathes and appliances for grinding precious stones are also of early date. The machine tools of ancient and mediaeval times were probably made chiefly of wood, and it is for the most

## WIRE NAILS TACKS WIRE

Prompt Shipment

**The ONTARIO TACK CO.**  
Limited  
HAMILTON, ONT.



part since the beginning of the 19th century that iron has been employed. It is believed that many modern machine tools are rediscoveries of types that were lost in the middle ages. Like some of the modern trades' unions, the mediæval guilds of craftsmen were hostile to the introduction of machinery.

#### THE SPEED OF MACHINE-SHOP TOOLS.

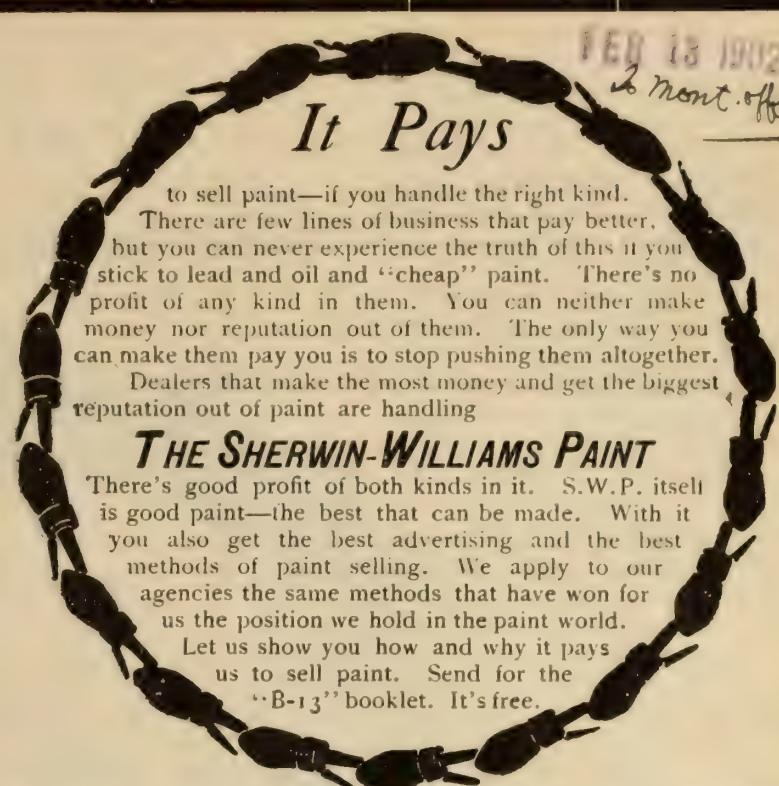
At a meeting of The North East Coast Institution of Engineers and Shipbuilders held in Newcastle-on-Tyne, recently, a paper on the above subject was read by Mr. J. W. E. Littledale, of which the following is an abstract, as published in The Iron and Coal Trades' Review:

"Of the many and varied methods of increasing their output adopted in engineering works to keep pace with the times, not the least powerful one is the working of their machine shops to their utmost capacity. Machine toolmakers of late have improved their manufactures to such an extent that the average works' manager views with feelings of apprehension the rows of out-of-date tools with which he has to try to compete against foreign competition; he would like to clear out the most of them and replace with those of new design. That is an expensive amusement to indulge in to any large extent, but in such a case matters can be greatly improved (1) by putting in a few new first-class machine tools, specially adapted for not only the work he has in hand, but ample in size and design to cope with future prospects of a larger class of work; (2) by running his existing plant at full capacity.

"On going through the works of modern machine toolmakers, one notices improvements which in some cases are startling revelations—in others are revelations, but not startling—and often make the visitor ask himself: Now, why don't they do that on old-fashioned machines? or a query to that effect. Some of the difficulties to be met with in endeavoring to adopt modifications of modern methods on existing plant are as follows:—(1) The want of stiffness in some of our old type machines to stand a high rate of speed and heavy feed. (2) The want of accommodation for fixing either travelling rests or steadying rests. (3) The great variation of ratios between the steps of the speed cones. (4) The slipping of the belt. (5) The cutting tool becoming blunt and useless. (6) The man who works the machine.

"Mr. Littledale dealt with those difficulties in an exhaustive manner. To arrive, he argued, at the crux of machine shop success, for example, that of removing the largest amount of superfluous metal and reaching accurately a given dimension in the shortest possible time—if their machines were average good ones and they could obtain acceleration of their driving speed—one must have a good sample of steel that would stand a high rate of speed and heavy feeds and cuts. The proper speed at which to run a machine was the highest it would stand without springing the job or causing the belt to slip badly or even break. Continuing, Mr. Littledale held that to obtain a maximum output and have their machine tools kept up to their work, it had been advocated to have speed curves and tables placed before a man's machine, in some suitable position, the foreman to instruct him as to the meaning of it, and to the effect that he was to run his machine to those speeds when working on such and such a diameter of work and of the material in the table. The ingenuity

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## It Pays

to sell paint—if you handle the right kind.


There are few lines of business that pay better, but you can never experience the truth of this if you stick to lead and oil and "cheap" paint. There's no profit of any kind in them. You can neither make money nor reputation out of them. The only way you can make them pay you is to stop pushing them altogether.

Dealers that make the most money and get the biggest reputation out of paint are handling

### THE SHERWIN-WILLIAMS PAINT


There's good profit of both kinds in it. S.W.P. itself is good paint—the best that can be made. With it you also get the best advertising and the best methods of paint selling. We apply to our agencies the same methods that have won for us the position we hold in the paint world.

Let us show you how and why it pays us to sell paint. Send for the "B-13" booklet. It's free.



## THE SHERWIN-WILLIAMS CO.

PAINT AND VARNISH MAKERS.



CHICAGO,  
NEW YORK,

NEWARK,  
MONTREAL,

CLEVELAND,  
BOSTON,  
TORONTO,

SAN FRANCISCO,  
KANSAS CITY.

displayed by the man in twisting the meanings of these curves, was sometimes worthy of a lawyer. He (the speaker) held that a diplomatic feed and speed man, or foreman, who was working for those who were paying him, would be more effective.

"In conclusion, Mr. Littledale said that milling machines are tools that can be run to their utmost capacity and that, as a rule, is of high productive rate; they are made rigidly, and except in those types wherein a very long job the table overhangs to such an extent as to spring it downwards, we can get an accurate result. There is great variation in practice regarding these type of machines; their advantage over the slotting machine or shapers, is that the tool is cutting all the time. They can be run at considerably higher speed than other tools, because each tooth is in contact for only a small portion of the revolution and has a chance of getting cooled by the water, or whatever lubricant is used for that purpose. Although the milling machine has many advantages over the slotting machine, yet there are certain jobs that a milling machine cannot get through with so satisfactorily as the latter can. A slotting machine well-worked is a very useful tool; the milling cutter cannot negotiate corners as the slotter or shaper can.

"The slotting machine and the shaper are machines to take a first-class specimen of tool steel and run with a good cut on and fairly heavy speed, but slowly, as at a high rate of speed most reciprocating machinery soon shakes itself loose in parts that we don't notice until some mischief is done. The system of

feed from a stepped cone and a little strap is a poor one, and no matter how tight one gets that little belt, its size allows it to stretch by being taken off and put on again, and it requires constant readjusting. This is superseded in modern machinery by gear feed. English practice generally is a long time in accepting the grinding machine, such as emery corundum or such type of wheel, either as a roughing out or finishing machine, although they are extensively used abroad. This system is both accurate and expeditious, both for internal or external diameters."

Although it is only about four or five weeks ago since workmen commenced to tear down and remove the charred remains of B. C. Beach's foundry at Winchester, Ont., the masons have completed the brick work of the new building. The main structure fronts on Main street and is two storeys high, brick build, 10 x 44 feet. To the rear is the tumbling room, 10 x 12 feet, and back of this is the foundry proper, 44 x 72 feet.

J. W. Leonard, General Manager of the Western Division of the C.P.R. states that the company is going to make extensive improvements and alterations at Fort William, Ont., during the coming winter and next summer, which will cost about \$400,000. Plans and specifications have already been prepared and are in the hands of contractors, being estimated on for a large cleaning elevator to be erected in time for next season's crop. Besides, a large coal-handling dock with all modern appliances, will be constructed. This latter is to be finished by next spring, before the opening of navigation.



### REVOLUTION IN BLACK PLATE-MAKING.

IRON AGE of November 28 says: "We are enabled to make the authoritative announcement that the American Tin Plate Co. are about to make a radical departure in the manufacture of black plate. They propose, briefly, to revolutionize the method of producing black plate, which will greatly cheapen the cost of the production of tinplate. The process, which is to be introduced is one developed by the company, and has no reference whatever to any new method which has been brought out by other parties. The construction of a plant on these new lines will be started at once, but its location, for special reasons, is not disclosed. That will, of course, be known in the near future. The new method is not an experiment, as satisfactory tests have shown that the machinery devised will do from two-thirds to three-fourths of the work which is now done by hand, and the output per mill will be increased to three or four times the possible output under the present system.

"Automatic machinery has replaced skilled labor in almost every other line of iron and steel production, greatly reducing the number of men employed and the cost of labor per ton of product. In the manufacture of tinplates, the introduction of labor-saving machinery has been a most difficult problem, as many obstacles had to be overcome, but this has been accomplished by The American Tin Plate Co., and as great progress in manufacture in this line is promised with the construction of the new plant as has been shown by the developments in any other line.

"Several years possibly may be required to build and equip a sufficient number of mills on the new plan to care for the full requirements of the trade, but the benefit of cheaper production will be felt from the time the first plant is constructed and in operation. Eventually, the large business now going abroad for tinplates to be manufactured into goods for export, and on which a rebate of 99 per cent. of the tariff duty is refunded to the exporter, will be retained in this country. This, of course, leads to the natural expectation that an export trade will be established in due course of time."

On account of continued ill health, P. McCauly, after 30 years in business as general merchant at Glace Bay, N.S., is compelled to retire. He is advertising his business for sale.

After carrying on a business as general merchant at Mountain Station, Ont., for three years, W. A. Diamond has made an assignment to G. H. Ferguson, of Kempville, Ont.

### IT DOESN'T PAY

To buy a cheap Single Gun: there is a contest on among certain manufacturers to see how cheap these can be made, but it's a policy that we don't believe in, and it's a policy

### THAT WON'T PAY.

In the future, as in the past, the recognized superior quality of

## Iver Johnson Single Guns

WILL BE MAINTAINED.



Semi-Hammerless. Trigger Action. Automatic Ejector or  
12 and 16 Gauge. 30 and 32 Inch Barrel. Non-Ejector.

Catalogues mailed upon application.

**IVER JOHNSON'S ARMS & CYCLE WORKS,**

New York Office—  
99 Chambers Street.

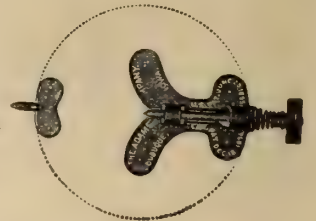
**FITCHBURG, MASS.**

### DIAMOND STOVE PIPE DAMPER AND CLIP.

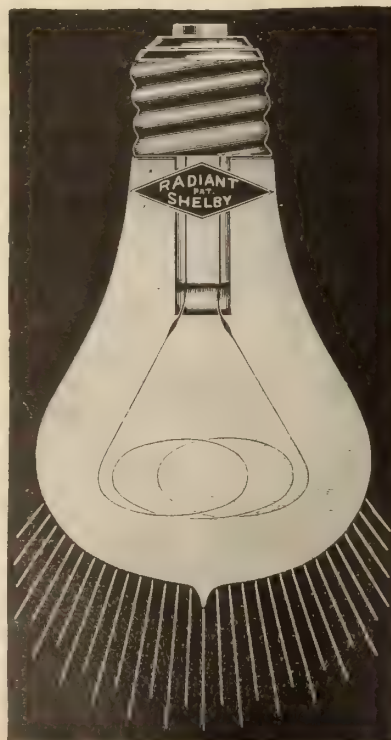


U. S. Patent June 25th, 1895.  
Canadian Pat. Dec. 13th, 1894.

Sold by Jobbers of ---  
**HARDWARE  
TINWARE  
and STOVES,**  
for furnace pipe, to support  
the sheet steel blade



Manufactured by **THE ADAMS COMPANY, Dubuque, Iowa, U.S.A.**  
**A. R. WOODYATT & CO., Guelph, Ontario.**



It Is Universally Acknowledged That

## Radiant Shelby Lamps

produce one-third more useful light than other makes on account of having a **PATENT DOUBLE COIL OVAL FILAMENT.**

**High Efficiency. Long Life.  
Unique in Shape. Best Material.**

Every lamp warranted to measure for candle-power and voltage as marked on same.

The Radiant Shelby is the cheapest lamp in the market considering the efficiency and long life, and is now being used in every city and all large towns throughout the Dominion.

For sale by all prominent dealers in electrical supplies.

Manufactured by **THE**

## Ontario Lantern Co.

**HAMILTON, ONT.**

**WALTER GROSE, MONTREAL, Sole Selling Agent, to whom address all correspondence.**



**CAUSE OF THE INFERIOR COAL OIL.**

From Manitoba and the Northwest universal complaint has been received by The Imperial Oil Co. of Winnipeg regarding the oil recently supplied, which is stated to be of poor lighting quality and unfit for burning purposes. The company say that last June they placed in two huge tanks of 10,000 barrels capacity, all the oil recently supplied to the West. From one of these, 9,200 barrels had been drawn off since, which had been satisfactory, but the remaining 800 barrels had been the cause of all the accusations made lately. As the oil was drawn off from the tanks, it is thought that sufficient time had not been given to allow there being settled in the bottom a white waxy substance, called paraffine, which it is impossible to entirely subtract from the oil. This substance would form in the lamp wick and prevent capillary action. The oil would be prevented from reaching the flame, with the result that the wick would be burned and a dull red light given forth.

The Imperial Oil Co. is taking back all this inferior oil which has been sent broadcast throughout the West.

**AIKENHEAD HARDWARE, LIMITED.**

Mr. Thomas E. Aikenhead, Toronto, who, as successor to Aikenhead & Crombie, has been conducting a wholesale and retail hardware business under the name of the Aikenhead Hardware Co. for a number of years, has associated a number of his older employes with him and a joint stock company has been registered as incorporated. This new concern will be known as the Aikenhead Hardware, Limited, with the following directors: James Aikenhead, president; Thomas E. Aikenhead, vice-president and general manager; and S. T. Sheppard, secretary-treasurer. They will remain in their present premises at 6 Adelaide street east, and no new departures are contemplated in the near future. The business was first established by Ridout Bros., in 1832, by whom Thomas E. Aikenhead was employed, being afterwards made a partner, and finally succeeding to the entire control.

**PRESENTATION.**

On Saturday last the employes of the E. Cavanagh Co., Montreal, presented to Mr. Albert Stanislas LeBlanc a handsome leather valise on the occasion of his leaving the firm to travel for the Canada Paint Co. The affair is said to have been happy in the extreme. Mr. LeBlanc has been connected with the E. Cavanagh Co. for some years, and has the reputation of being one of the brightest and steadiest men in the business. His separation was regretted by all in the firm, and his new employers are to be congratulated on securing his services.

**R. BAILEY & SON**  
MANUFACTURERS OF  
**STOVE LININGS** for Ranges and Ovens.  
All kinds of Fire Brick and Fire Clay Work,  
Paving Tile, etc. Write for particulars.  
Wholesale Only.  
**1220 Yonge Street, TORONTO.**

**THE OSHAWA WIRE  
FENCE CO., LIMITED**  
**OSHAWA, ONT.**

Manufacturers of Woven Wire Fencing,  
Gates, Etc.

Also Dealers in Galvanized Fence Wire.

Agents Wanted.

Send for Catalogue and Prices.

**ALEXANDER GIBB**

Manufacturers' Agent and Metal Broker,  
13 St. John Street, Montreal

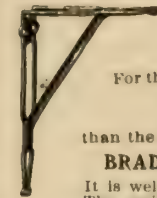
Representing British and American Manufacturers. Correspondence invited from firms wishing to be represented in Canada.

Watch our ad. in next issue, or write to us for particulars on our patented

**Automatic Door Strip and Weather Strip**

Specially adapted for cold climates and takes the place of the inner window.

**HELMS & HELMS, 148-50 Willow St. PHILADELPHIA.**



**Will Hold Up a Shelf!**

That's what a shelf bracket is for.

For this purpose there can be

**NOTHING BETTER  
NOTHING CHEAPER**

than the . . .

**BRADLEY STEEL SHELF BRACKET**

It is well **Japanned, Strong and Light.**

The saving in freight is a good profit, aside from the **lower price** at which the goods are sold.

Order direct or through your jobber.

**ATLAS MFG. CO., New Haven, Conn., U.S.A.**

**FILES. WE ARE NOT IN THE TRUST. RASPS.**  
Quality of our goods guaranteed and our discounts very liberal. A trial order solicited. Write for discounts.  
**99 Niagara St., TORONTO FILE CO. P.S.**  
**CANADIAN GOODS FOR CANADIANS.**

**FOR LUMBERMEN. SAW-SET FOR CROSS-CUTS ONLY.**

**"WHITING"**

ASK YOUR HARDWARE MERCHANT FOR IT  
TAKE NO OTHER. FAILING TO DO ITS  
WORK YOUR MONEY WILL BE RETURNED  
**R. DILLON, OSHAWA, ONT.**

**HEADQUARTERS**

for

**HIGHEST  
GRADE**

**"English Solid Steel"  
Scythes,**

**AXES,**

**SAW-TOOLS, Etc.**

**THE TIME TO INSURE IS  
NOW**

While you are **WELL, STRONG and INSURABLE.** The

**CONFEDERATION  
LIFE**

ASSOCIATION issues policies on all approved plans of Insurance, and is a prosperous and progressive Canadian Company.

**PROTECTION FOR YOUR FAMILY.**

**PROFITABLE INVESTMENT FOR YOURSELF.**

Pamphlets and full information sent on application.

Hon. Sir. W. P. Howland, K.C.M.G., C.B.

PRESIDENT.

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VICE-PRESIDENTS

W. C. MACDONALD, Actuary.

J. K. MACDONALD, Managing Director.

**Head Office**

**- Toronto.**



## WEIGHTS OF TERNE PLATES.

(From The Metal Worker.)

FROM "J. M.," Baltimore, Md.: "I would thank you if you can inform me through your valued journal whether the makers of IC 20 x 28 terne plates have a regular standard or basis or uniform weight of black sheets before they are coated, as I should like to be able to determine what a box of tin should weigh. I have bought plates on the representation of carrying 40 lb., 30 lb. and 8 lb. coating to the box. For instance, I have recently bought a lot of 20 x 28 ternes said to carry 40 lb. of coating, and I find that the weight per box ranges from 235 to 244 lb. I have also experienced other variations in the different grades of terne plates. Are these variations in the black sheets, or in the coating, or in both? Any light that you may throw on the subject will, I believe, be appreciated by many of the readers of The Metal Worker, as well as myself."

Answer. — The manufacturers of terne plates calculate to use black sheets having a base weight of 200 to 204 lb. for each box of 20 x 28 plates. With 40 lb. of coating, the finished plates should, therefore, weigh from 240 to 244 lb. According to the United States standard gauge, which is used by all sheet manufacturers, a variation of  $2\frac{1}{2}$  per cent. either way is allowed on every 100 lb.; consequently, the difference referred to by our correspondent, amounting to 9 lb. in boxes of plates supposed to carry 40 lb. of coating per box, is within this limit. Some variation of weight is also inevitable in connection with the coating, as it is practically impossible to make the weight of coating absolute in boxes of heavily-coated terne plates.

In the cases mentioned, the variation would probably be due both to the black sheets and the coating. Recognizing this possible variation, The American Tin Plate Co. are careful to classify their terne plates as "about" 40 lb., 30 lb., etc., of coating. In the case of a lot of boxes of plates, it is understood that the average weight should correspond pretty closely to the basis named—that is, their average weight should be from 240 to 244 lb. If, in buying a quantity of plates, the average weight of the boxes is found to fall short of this standard, the customer would probably have a claim upon the manufacturers for short weight.

## MR. H. H. BEACH DEAD.

Mr. H. H. Beach, who represented Messrs. John H. Graham & Co., of New York, died at his home, 279 Belleville avenue, Newark, N.J., on December 1, after a short illness. Mr. Beach was well known to everyone in the wholesale hard-

ware trade in Montreal. He had been connected with Messrs. Graham & Co. for 25 years.

## WEIGHT AND MEASURE INSPECTION

THE annual report of the Deputy Minister of Inland Revenue on the inspection of weights and measures in Canada has been issued. The following is a summary table of the weights, measures, etc., presented, verified and rejected :

|                         | Pre-sented. | Veri-fied. | Re-jected. | P.C. of re-jec-tions. |
|-------------------------|-------------|------------|------------|-----------------------|
| Weights, Dominion .     | 62,281      | 61,553     | 728        | 1.16                  |
| Measures of capacity,   |             |            |            |                       |
| Dominion . . . . .      | 84,327      | 84,205     | 122        | 0.14                  |
| Lineal measures . . .   | 7,122       | 6,978      | 144        | 2.02                  |
| Balances, equal arms .  | 12,089      | 11,784     | 305        | 2.52                  |
| " steelyards . . .      | 4,654       | 4,520      | 134        | 2.87                  |
| " platform              |             |            |            |                       |
| scales . . . . .        | 31,000      | 29,964     | 1,036      | 3.34                  |
| Troy weights . . . .    | 67          | 67         | 0          | 0.00                  |
| Irregular weights . . . | 687         | 685        | 2          | 0.29                  |
| " measures . . . .      | 488         | 486        | 2          | 0.40                  |
| " balances . . . .      | 5,876       | 5,688      | 188        | 3.20                  |

The expenditures on the account of weights and measures were \$71,044.67, of which \$49,787.64 were salaries. The revenue was \$54,385.55. The revenue and expenditure in each Province was :

|                           | Expenditure. | Revenue.    |
|---------------------------|--------------|-------------|
| Ontario . . . . .         | \$29,333 94  | \$30,257 29 |
| Quebec . . . . .          | 19,675 78    | 16,119 10   |
| New Brunswick . . . .     | 3,505 95     | 1,413 49    |
| Nova Scotia . . . . .     | 5,290 30     | 1,655 54    |
| Prince Edward Island . .  | 1,670 91     | 327 50      |
| Manitoba . . . . .        | 5,477 75     | 3,753 03    |
| Northwest Territories . . | 1,066 66     | 404 41      |
| British Columbia . . . .  | 2,072 04     | 395 20      |
| Commissioner of Stand-    |              |             |
| ards . . . . .            | 733 26       | 0.00        |
| General contingencies . . | 1,510 16     | 0.00        |
| Printing . . . . .        | 575 23       | 0.00        |
| Stationery . . . . .      | 132 69       | 0.00        |
| Totals . . . . .          | \$71,044 67  | \$54,385 56 |

## RUST REMOVERS.

The following rust removers are recommended in the directions issued to the United States artillery :

Cyanide of potash is most excellent for removing rust and should be made much use of. Instruments of polished steel may be cleaned as follows : First, soak, if possible, in a solution of cyanide of potassium in the proportion of 1 ounce of cyanide to 4 ounces of water. Allow this to act until all loose rust is removed, and then polish with cyanide soap. The cyanide soap referred to is made as follows : Potassium cyanide, precipitated chalk, white castile soap. Make a saturated solution of the cyanide and add chalk sufficient to make a creamy paste. Add the soap, cut in fine shavings, and thoroughly incorporate in a mortar. When the mixture is stiff cease to add soap. It may be well to state that potassium cyanide is a violent poison.

For removing rust from iron the following is given : Iron may be quickly and easily cleaned by dipping in or washing with nitric acid 1 part, muriatic acid 1 part and water 12 parts. After using wash with clean water.

## TRADE CHAT.

R. CHESTNUT & SONS, hardware merchants, Fredericton, N.B., have just installed a new hot-water heating system, which will not only heat the front of their stores, but the shipping-room and the warehouses in the rear as well. They are also fitting up a stove wareroom in an additional storey which they had added for that purpose during the past summer.

At Guelph, Ont., Reid & Ross have built a new style of wagon for the Cray Oil Co., to deliver oil to their customers. It is a large steel tank divided into three compartments, and has a capacity of 400 gallons.

On the John Freely property, Lower Wentworth county, N.S., there is a boom in copper developing. An engine-house has been built and a smelter is being erected at Ogilvie's Mills, where smelting will be done by the new acid process.

Alexander Dick's foundry, at Alton, Ont., was totally destroyed by fire on December 4. A defective stove in the woodworking department was the cause of the conflagration. As there was no insurance on either the building or contents, the total loss will amount to about \$8,000.

P. Young, who has been manager of D. Shaw's hardware store at Almonte, Ont., for some time, has recently purchased the business, and he is possessed of good business ability, energy and enterprise, he ought to succeed, as these are characteristics which are large factors in commercial success of to day.

## INQUIRIES AND ANSWERS.

## SECOND-HAND BOILER FLUES WANTED.

F. W. F. Co., writes :

We are wanting some second-hand boiler flues, but do not know who handles them. If you can give us two or three addresses we would be very grateful.

[Remarks: Can any of our readers supply the desired information?—THE EDITOR.]

## PERSONAL MENTION.

Mr. E. H. Wands, of Hamilton, was in Toronto last week, and called on HARDWARE AND METAL. He reported business good, and said he had a very satisfactory season.

## HERE TO INTRODUCE RIVETTING MACHINES.

Mr. Poweray, representing the F. H. Smith Manufacturing Co., Chicago, was in Toronto last week. While there he made arrangements whereby H. S. Howland, Son & Co. will introduce on the Canadian market the rivetting machines manufactured by his firm. These machines will work in either tubular or slotted rivets, but the great advantage in the machines is that no adjustment is necessary. The Messrs. Howland expect to have samples in the hands of their travellers in a few days.



Sell Paints and Varnishes that give Satisfaction and there is much to be Gained.

## TRADE AND PROFIT.

If you sell a painter an article of inferior quality, you cannot expect to retain his patronage. If you are striving as much for the sales of to-morrow as for the sales of to-day, you will find Island City Paints of the greatest possible assistance as a means to this end. They hold and increase patronage, because every ingredient used in their manufacture represents "certainty," "reliability," "satisfaction." Island City Paints are the "standards" (and paint buyers will buy their goods from the man who has "standard" goods to sell them)---they command a large and profitable trade ---they benefit the seller as much as the buyer. If your stock requires replenishing, the time to buy is NOW, and the paints to buy are Island City. Our mail order department is prepared to fill your orders.

### Island City Floor Paints

(dry hard in eight hours)

### Island City House Paints

(only purest and best materials used)

### Island City Pure White Paint

(is non-poisonous---two coats cover as much as three coats of pure lead)

### Island City Pure White Lead

(pure decorators' lead)

WE MAKE OUR DRY COLORS\_\_\_\_\_

DRY VERMILLIONS.  
DRY CHROME YELLOW.  
GOLDEN OCHRE.  
DRY FRENCH GREEN FOR BLINDS.  
DRY CHROME GREEN.  
DRY PRUSSIAN BLUE A SPECIALTY.

Send for Sample Card Showing 56 Colors.

# P. D. DODS & CO.

MONTREAL.

-

TORONTO.





### A QUESTION REGARDING NAILS.

Editor **HARDWARE AND METAL**,—Will you please tell me why the hardware trade pay parties in Toronto to keep them honest and then break their agreements and often perjure themselves in their efforts to secure the rebates that by the agreements they sign, and that by their crookedness they afterwards lose?

Take nails, for instance. On November 22 circulars were sent broadcast by the secretaries of the association making base on cut nails \$2.55 per keg and on wire nails \$2.85. Since then wire nails have been sold in Buckingham, Que., by one firm in 50-keg lots at \$2.70 base, and in Iroquois, Ont., by another firm at car rates in the same quantities.

You might say, "Why don't you complain?" That is all very well as a question. But put yourself in the place of the party buying the nails. I come and try to sell you nails, you say you have bought at \$2.70 base, and laugh at me because my price is \$2.85. I find out who sold the nails, and complain to the association. The secretary writes or sends their representative to the firm who sold the nails, who deny having done so, but take pains to find out to whom the nails were sold, and then write you saying if you cannot treat their quotations and prices confidentially they will not give you any more close prices. When I come around again you call me down for making complaint, and fixing it so you cannot buy at any price you may agree upon, thus making a mix up and farce of the whole thing. This applies to other goods as well as nails. I only cited nails, as the two transactions I have named came under my notice within the last week.

WANDERER.

Ottawa, December 2.

### THEIR DEPOSITS MAY BE SOLD.

The Pittsburg iron manufacturers have had an expert, F. C. Myers, inspecting the property of The Nova Scotia Iron and Railway Co. in Antigonish county and on the Gulf shore, Nova Scotia, and now only one more test is to be made, which, if successful, will enable the company to sell their deposits for \$1,000,000 to these Pittsburg capitalists. These latter, if they secure this property, will take possession in January. Piers at Arasaig and the Strait of Canso would be built and a shipping port made of Bannatin's Cove, Cape George.

Operations on a 1,200-ft. tunnel into the iron mountain at Arasig would be commenced and the coal areas would also be opened. A railway from Antigonish and the Gulf shore, with branches from Bannatin's Cove to the coal marsh, four miles distant, and to the Straits, would be completed.

### THE CROW'S NEST MINES.

It is not generally known that the Crow's Nest Coal Co. is expending a fortune every month in developing and producing coal, nor have very many people in the district a full appreciation of the output of the company. Mr. Dick, inspector of mines for this district, returned from Fernie the first of the week, and from him The Herald man secured some interesting data. For October, the output was 43,000 tons, 38,000 at Fernie, and 5,000 at Michael. The number of coke ovens have increased to 424 at Fernie, and 212 at Michael, and in October there was an output of 13,000 tons of coke from the Fernie ovens. The daily output is 20,000 tons, and it is expected that the daily output of coal by the end of the year will be 25,000 tons.

The company has let a contract for a rock tunnel at Michael. It will be 700 feet long, and 7 x 14 feet, and if it is completed by February 1, a large bonus is to be given, but if not completed until March the bonus will be materially reduced. A large compressor is being put up to work the drills. The new fan the company recently installed is working satisfactorily, and motive power for Nos. 2 and 3 mines is passing 110,000 cubic feet of air per minute. The pay roll of the company for October was \$96,000. —Cranbrook Herald.

### B. C. HARDWARE ASSOCIATION.

The hardwaremen of Vancouver, New Westminster, Victoria and other trade centres met last week in convention and organized themselves into the British Columbia Retail Hardware Dealers' Association. The following officers were elected:

President—Thomas Dunn, Vancouver.  
Vice-President—Lieut.-Col. E. G. Prior, Victoria.  
Secretary-Treasurer—John Burns, jr.  
Executive—Messrs. Sills, Cunningham, Campbell, McFeely and Anderson.

This association has for its object the furtherance of the interests of the hardware trade of British Columbia.

### HEAVY SHIPMENT OF METALS.

The McClary Manufacturing Co., of London, Ont., have received this week 16 carloads of sheet metals, which is one of the largest shipments the company have ever received.

### ADVANTAGE OF NEWS.

WHEN a manufacturer produces a special offering and it fails to meet with popular favor he is very apt to grow disheartened or disgusted with the "cultivating of public taste." It certainly is a damper to the spirits to have an earnest effort to produce some article of special moment regarded with indifference. But it is not all the fault of the public. The manufacturer may have done his best in selecting a design and having it executed. Then, when it is ready to be placed on the market, he may trust to luck for having it properly heralded. The old is always popular with a large class of purchasers, in fact, the majority. It is hard to wean them from the things with which they are familiar. It is necessary to excite their curiosity, awaken their interest and satisfy them with ocular proof that the new article is superior to the old.

All this may be accomplished by judicious management. Don't wait until the last minute before you have your salesman and your advertisement spread the news that you have something new to offer. Let this news go forth and you are bound to have public interest awakened in advance. The buyer who has his mind half made up to take some particular line may be deterred by your advance announcement and wait to see your "special." The successful business man plans his moves with as much precision as a general would a campaign, and never gives undue weight to the element of luck. Napoleon was right when he said, "Circumstances! I govern circumstances." In business, it is possible to avoid the quicksands of failure. It requires persistent and intelligent effort.—China, Glass and Pottery Review.

### WON THE SILVER MEDAL.

The Independent Cordage Co., Limited, is just now rather inclined to congratulate itself. The cause is the notification that it has been awarded the silver medal for its display of cordage, binder twine, etc., at the recent Pan American Exhibition. This was the highest award for exhibits of that kind.

### ADVANCE IN PRICE OF LEATHER.

At a meeting of the leather belting manufacturers of Canada, at the Windsor Hotel, Montreal, on Monday, it was resolved that on account of the very high price of hides, it was necessary to advance prices 20 per cent., to take effect at once.

For the same reason, all the manufacturers in the United States in this line of goods advanced their prices on November 12 to the same extent.



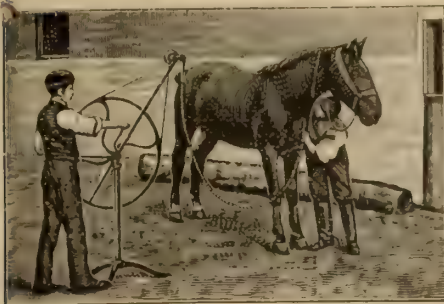
# BURMAN & SONS' CELEBRATED CLIPPERS

Established 1871.

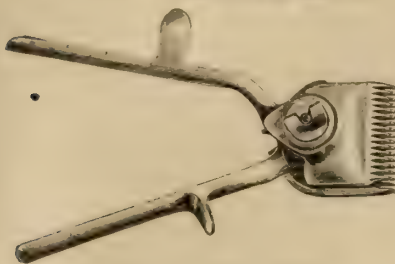
BIRMINGHAM, ENG.

for Horsemen  
and Barbers.

NO. 297.



NO. 3—POWER CLIPPER, with "Wrist Joint."

As supplied to  
The Czar of Russia.  
The King of Denmark.  
Earl Roberts, Etc., Etc.

THE "LEOPOLD" TOILET.

THE "WARWICK"  
CLIPPER.  
Cuts over three teeth.As supplied to  
His Majesty's  
War Department.

SEND FOR PRICE LIST AND TERMS.

To be obtained from all the principal Jobbers throughout  
the Dominion.

# BUTLER'S

FAMOUS

## Sheffield Cutlery.

Fish and Dessert Knives; Spoons and Forks;  
Cabinets and Cases of Cutlery and Plate."BUTLER" was registered as a  
Trade Mark, A.D. 1768.Sole Makers of the celebrated  
"KEEN" Razors, "CAVENDISH"  
brand of Table Knives and Carvers.

HIGHEST AWARDS.

SPECIAL MENTION.

—Full Line of Samples and stock at—

GEORGE BUTLER &amp; CO.'S

LONDON SHOWROOM: 62 HOLBORN VIADUCT, E.C.  
(Over Snow Hill Station.)

MANUFACTORY:

Trinity Works, SHEFFIELD, ENG.

## IT'S A MISTAKE WHEN YOU THINK



### Bennett's Patent Shelf Box

is not made to fit your present shelving. Also without  
the bevel on front at a lower price if you wish for a plain  
front. From our new factory we are giving lower prices  
on all boxes.Up-to-date boxes to fit your shelving  
at prices to fit your pocket.

For prices and particulars send to

J. S. BENNETT, Patentee and Manufacturer,  
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## BUSINESS

becomes a pleasure  
with an Extension  
Desk Set in your  
office;It brings business; saves many steps  
and valuable time.THE BELL TELEPHONE CO.  
OF CANADA.

## E. B. SALYERDS

Manufacturer of

## Hockey Sticks

PRESTON,

Ontario, - Canada.

The Best Stick.

Made of Rock Elm.

Wholesale Trade Only Supplied.

Ask your Wholesale House for  
the Preston make of Stick.

Write for Prices.

CHAS. F. CLARK, President.

JARED CHITTENDEN Treasurer.

...ESTABLISHED 1849...

## BRADSTREET'S

Capital and Surplus, \$1,500,000.

Offices Throughout the Civilized World.

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THE BRADSTREET COMPANY gathers information that reflects the financial condition and the controlling circumstances of every seeker of mercantile credit. Its business may be defined as of the merchants, by the merchants, for the merchants. In procuring, verifying and promulgating information no effort is spared, and no reasonable expense considered too great, that the results may justify its claim as an authority on all matters affecting commercial affairs and mercantile credit. Its offices and connections have been steadily extended, and it furnishes information concerning mercantile persons throughout the civilized world.

Subscriptions are based on the service furnished, and are available only by reputable wholesale, jobbing and manufacturing concerns, and by responsible and worthy financial, fiduciary and business corporations. Specific terms may be obtained by addressing the Company at any of its offices. Correspondence Invited.

### —OFFICES IN CANADA—

HALIFAX, N.S.  
OTTAWA, ONT.  
VANCOUVER, B.C.HAMILTON, ONT.  
QUEBEC, QUE.  
VICTORIA, B.C.LONDON, ONT.  
ST. JOHN, N.B.  
WINNIPEG, MAN.MONTREAL, QUE.  
TORONTO, ONT.

THOS. C. IRVING, Gen. Man. Western Canada, Toronto.

JOHN A. FULTON, Gen. Man. Eastern Canada, Montreal.



## HISTORY OF LAKE SUPERIOR IRON.

THE Marine Review of Cleveland, Ohio, began the publication in its issue of December 12, of the biography of the Hon. Peter White, of Marquette, Mich., or to put it more correctly, began to relate the history of the discovery and development of the iron regions of Lake Superior. The story will be concluded in three numbers. The whole fabric of the history of the development of iron is woven about the life of Peter White, because it is a singular and impressive fact that his life encompasses all of it. He was practically there when the first iron deposit was discovered and he is there yet. He was with the first handful of white men who penetrated the wilderness of the upper peninsula of Michigan. The only inhabitants of the unbroken forest were the wild beasts and Indians. At that time the canal at Sault Ste. Marie was merely a vague hope of the future. The only roadway was the Indian trail; the only food such as one's skill with gun and line secured. There were no vessels on Lake Superior bigger than the birch-bark canoe, save a few which had been dignified with the name of schooner, but upon which to-day no one would think of risking his life. Under these adverse circumstances, the development of the iron mines, lying in the hills 14 miles from the lake shore, became a monumental labor. Several of the companies went bankrupt and none declared a dividend for 15 years. Peter White was a part of this experience, serving as clerk to an iron company, penetrating the trackless wilds with dogs and sled to fetch the mail, acting as amateur counsel to minor litigants, representing the region in the Legislature and finally establishing himself as banker to the community. He became the most moving and picturesque figure in the gradual unfolding of the wonderful industrial panorama of the Lake Superior region. He saw the plank road give way to the steam railway, the first great iron-ore dock with its pockets and shutes constructed, the Sault Ste. Marie canal built, and the great highway of the lakes made clear for that stupendous torrent of ore, which has made the United States the great industrial nation it is. These deposits to day are the principal asset of The United States Steel Corporation. They are this great company's bulwark the chief thing which makes its stock unassailable.

All the facts in the history, brought down to 1901, are authentic and many of them have not hitherto been published. The narrative has not only the quality of romance, touching as it does the fate of the Indian woman Angeliq, on Isle Royale during the winter of 1845, probably the most tragic of all incidents connected with the father of waters, but is invaluable from the historical standpoint. As the edition of The Marine Review is of a limited character, those who desire copies are advised to order them in advance.

## NOVEL IDEA FOR SELLING STOVES

The attention of an Omaha paper was recently called to the method adopted by an enterprising Nebraska merchant for interesting the people of his town in a line of cook stoves he was trying to sell. He advertised them freely in the newspapers and worked up quite a trade on them in that way, but finally he hit up on a scheme of advertising that brought him excellent returns. He announced

through the papers that on a certain date he would have a cooking contest to which only girls under a certain age would be eligible. Their skill was to be tested by making biscuits and prizes would be given to the winners. Very naturally all the little girls in the town were immediately interested, and they in turn interested their mothers. The result was that a great many took part in the contest, which was conducted in the store windows. The girls were dressed in white and attracted large crowds in the street in front of the store. The cooking was done on the stoves that were being advertised, and the name of them was prominently displayed, so that the stoves were talked of in connection with the contest. Prominent women in the town were chosen as judges, so that the responsibility for selecting the winners was taken away from the merchant himself. It is needless to say that their contest was the talk of the town among the children for weeks before and after, and the grown people heard all about the stoves, so that the merchant accomplished his object.

## BUSINESS CHANGES.

## DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

G. Guimond & Co., general merchants, Ste. Angele, Que., have assigned.

G. B. Paquet, general merchant, Riviere a Pierre, Que., has assigned to V. E. Paradis.

John Hyde has been appointed curator of the estate of B. F. Reid, general merchant, Aylwin, Que.

V. E. Paradis has been appointed curator of H. M. Bechard, general merchant, Beauce Junction, Que.

Julien Legault, contractor, St. Henri de Montreal, Que., has made an assignment and his creditors met on December 6.

J. O. Arsenault, Son & Co., general merchants, Wellington Station, P.E.I., are offering to compromise at 15c. on the dollar, or 20c. on time.

## PARTNERSHIPS FORMED AND DIS-SOLVED.

Murray & St. Amour, electricians, Montreal, have dissolved.

Rainburg & Smith, carpenters and builders, Low, Que., have dissolved.

Geo. E. Agnew has retired from Lillie & Co., general merchants, Swan River, Man.

Jos. Maranda & Frere, general merchants, St. Raymond, Que., have dissolved.

Joseph Goldburg & Co., manufacturers of stoves, pipes, etc., have dissolved, and the business will henceforth be continued by Joseph Goldburg, who has registered.

## SALES MADE AND PENDING.

The assets of J. B. Dumesnil, general merchant, Dalhousie Station, Que., have been sold.

The assets of F. Cardinal & Co., general merchants, St. Stanislas de Kostka, Que., have been sold.

The stock of W. T. Bremner, general merchant, Baldur, Man., was advertised to be sold by auction on December 5.

The stock of O'Leary & Dennis, general merchants, Roseneath and Hastings, Ont., is advertised for sale by auction on December 6.

The plant of The Canada Brass and

Electrical Co., Limited, Toronto, was sold by bailiff on November 29.

Thomas Birkett & Son Co., Limited, wholesale and retail hardware merchants, Ottawa, Ont., have disposed of their Bank-street branch there.

## CHANGES.

W. H. Williams, bicycle dealer, Ottawa, is adding cigars.

A. Bowser, blacksmith, sackville, N.B., is succeeded by Wm. Teed.

The Aikenhead Hardware Co., Limited, Toronto, has obtained a charter.

Thomas Donohue, general merchant, Hammond, Ont., is out of business.

Alex. Rabert has registered for E. Provost, stove manufacturer, Montreal.

Hazen Folkins, general merchant, Collina, N.B., is succeeded by F. J. Kierstead.

H. F. Smith, general merchant, Hartland, N.B., has sold out to James Montgomery.

The Toronto Portland Cement Co., Limited, Dresden, Ont., has obtained a charter.

J. F. Bisailon, general merchant, Pike River, Que., is succeeded by L. H. Rocheleau.

W. T. McIntosh, general merchant, Minetonas, Man., has sold out to George E. Agnew.

Wm. M. Smith, general merchant, Walton, Ont., has sold out to W. H. Humphries & Son.

Morris Bros., general merchants, Fort Saskatchewan, N.W.T., have sold out to Wilkin & Co.

C. F. Grant, hardware merchant, Grand View, N.W.T., is succeeded by Grant & Weidenhammer.

Cochrane & Soley, general merchants, Fox River, N.S., are succeeded by The Fox River Lumber Co.

Rougier Freres, wholesale dealers in implements and hardware, Montreal, have registered as incorporated.

The Chilliwack Manufacturing Co. will succeed to the sawmill business of Fulbrook & Innes, Harrison River, B.C., on December 31.

## FIRES.

Welsh Bros., general merchants, Oxbow, N.W.T., were burned out.

The stock of Wiley Davison, tinsmith, Windsor, N.B., was damaged by fire.

J. P. Anderson, stove and hardware merchant, Massey Station, Ont., was burned out.

Alex. Darling's general store, Opinicon, Ont., was destroyed by fire. The insurance amounted to \$600.

Bowes & Craig, general merchants, Crandell, N.W.T., had their store burned. There was some insurance on the property.

## DEATHS.

H. Bergouin, contractor, Montreal, is dead.

Robert Simpson, general merchant, Barnesville, N.B., is dead.

John McLeod, of J. & R. McLeod, ship builders, Black River, N.B., is dead.

Edward S. Williams, of Lincoln & Williams, tinsmiths, Yarmouth, N.S., is dead.



# OUR LATEST SPECIALTY

## Anchor Liquid House Paints

MADE WITH

## Brandram's Genuine B.B. White Lead



Probably all experienced painters admit that **Genuine B.B.** is the **best of all white leads**, for this fact has been long established.

We have made arrangements with Messrs. Brandram Bros. & Co., London, England, to use their **Genuine B.B. White Lead** in making **Anchor Brand Liquid House Paints**, which, **combined with other best ingredients** such as we have used in the past, puts the Anchor Liquid House Paints **as far in advance of other makes as Genuine B.B. White Lead is superior to all other white leads.**

Beginning with the New Year every can of Anchor Liquid House Paint will have labels stating that the White Lead used in the manufacture is Brandram's Genuine B.B.

This unique combination of all that can be desired in a ready-mixed paint must be **interesting to paint dealers** who are on the lookout for **the best and most attractive article** to handle in house paints, the increased consumption of which during the past few years shows that the tendency of the day is toward even a much greater growth of this trade.

Sole  
Manufacturers  
in Canada of

Before arranging for your requirements of Liquid Paints for the coming year, **write us for prices and general information.**

The control in your district of the best Liquid Paint in the market is worth your attention.

We are prepared to furnish **up-to-date advertising matter**, and the quality of the **Anchor Brand** will be such as to warrant all we have said for it.



# Henderson & Potts

HALIFAX and MONTREAL.



# MARKETS AND MARKET NOTES

## QUEBEC MARKETS.

Montreal, December 6, 1901.

### HARDWARE.

**A**LTHOUGH business has been narrowed down, its winter proportions are decidedly large. After the heavy fall trade robbers had expected a small December, but hardware shipments continue much above those of last year. Skates continue to be in good demand, but an immediate dropping off is expected. Sleigh bells, hockey sticks and snow shovels are all moving out briskly. On account of American jobbing competition the price of screen wire cloth has been reduced 5c. to \$1.30. The cordage market remains firm; sisal is  $\frac{1}{2}$ c. higher and British Manila is up the same amount. All wires are rather slow and nails are not meeting with any degree of activity. Spring orders are being booked freely in most lines that are quoted. Prices have been issued by some firms on par green.

**BARB WIRE** — Business is at a stand still in this line. The local price is unchanged at \$3 per 100 lb. f.o.b. Montreal.

**GALVANIZED WIRE** — This line is featureless at the moment as there seems to be little inclination to anticipate requirements. We quote as follows: Nos.

6, 7 and 8 gauge, \$3.45; No. 9, \$2.80; No. 10, \$3.55; No. 11, \$3.65; No. 12, \$2.95; No. 13, \$3.05; No. 14, \$4.05; No. 15, \$4.55; No. 16, \$4.80; No. 17, \$5.20; No. 18, \$5.15.

**SMOOTH STEEL WIRE** — Hay-baling wire is in fairly good demand, particularly by the local trade. We quote: oiled and annealed, No. 9, \$2.80; No. 10, \$2.87; No. 11, \$2.90; No. 12, \$2.95; No. 13, \$3.15 per 100 lb. f.o.b. Montreal, Toronto, Hamilton, London, St. John and Halifax.

**FINE STEEL WIRE** — There is an ordinary demand at a discount of 17 $\frac{1}{2}$  per cent.

**BRASS AND COPPER WIRE** — The demand is moderate. The discounts are 55 and 2 $\frac{1}{2}$  per cent. on brass and 50 and 2 $\frac{1}{2}$  per cent. on copper.

**FENCE STAPLES** — There is nothing doing. We quote: \$3.25 for bright and \$3.75 for galvanized per keg of 100 lb.

**WIRE NAILS** — The American market is somewhat unsettled, but a continuation is not looked for and the Canadian values may be regarded as steady. We quote as follows: \$2.85 for small lots and \$2.77 $\frac{1}{2}$  for carlots f.o.b. Montreal, London, Toronto, Hamilton and Gananoque.

**CUT NAILS** — The demand is now rather slow. We quote as follows: \$2.25

per keg for small and \$2.45 for carlots; flour barrel nails, 25 per cent. discount; coopers' nails, 30 per cent. discount.

**HORSE NAILS** — There is a steady but moderate demand. "C" brand is sold at a discount of 50 and 7 $\frac{1}{2}$  per cent. off the new list. "M" brand is quoted at 60 per cent. off old list on oval and city head and 66-2-3 per cent. off countersunk head.

**HORSESHOES** — Shipments are still going out quite regularly. We quote: Iron shoes, light and medium pattern, No. 2 and larger, \$3.50; No. 1 and smaller, \$3.75; snow shoes, No. 2 and larger, \$3.75; No. 1 and smaller, \$4; X L steel shoes, all sizes, 1 to 5, No. 2 and larger, \$3.60; No. 1 and smaller, \$3.85; feather-weight, all sizes, \$4.85; toe weight, steel shoes, all sizes, \$5.95 f.o.b. Montreal; f.o.b. Hamilton, London and Guelph, 10c. extra.

**SCREWS** — There is a fairly good sorting trade going on. Discounts are: Flat head bright, 87 $\frac{1}{2}$  and 10 per cent. off list; round head bright, 82 $\frac{1}{2}$  and 10 per cent.; flat head brass, 80 and 10 per cent.; round head brass, 75 and 10 per cent.

**BOLTS** — The demand is well maintained, but parcels are small. Discounts are as follows: Norway carriage bolts, 60 and 5 per cent.; common, 55 and 5 per cent.; full square



## XMAS GOODS



We have the largest and most complete assortment of decorated Jappaned Trays in Canada.

The decorating is all done by hand and in colors which produce rich and artistic effects with the beautiful, black jappaned body of the tray.

In Tea Pots, Coffee Pots, Mugs, etc., we have also a very large assortment of sizes and colors.

Our enamelled wares are decorated by the best artists in Canada, and the quality of enamel is the best in the world.

We do not hesitate in advising our customers to order a good supply of these goods for the Xmas trade, because we know they sell readily and then there's a good profit in it.

RETURNED

## The McClary Manufacturing Co.,

LONDON

TORONTO

MONTREAL

WINNIPEG

VANCOUVER

ST. JOHN, N.B.

"Everything For The Tinsmith."



# THE PAGE-HERSEY IRON & TUBE CO.

Limited

**MONTREAL**

Manufacturers of

## Wrought Iron Pipe

For Water, Gas, Steam, Oil,  
Ammonia and Machinery.

**DRAIN PIPES,  
PORTLAND CEMENTS,  
FIRE BRICKS AND CLAY  
SILICA AND MAGNESIA  
BRICKS,**

with specially prepared mortar.

Contractors' and Founders'  
Supplies.

**F. HYDE & CO.**

31 WELLINGTON ST., MONTREAL

... FULL STOCK ...

## Salt Glazed Vitrified



Double Strength Culvert Pipe  
a Specialty.

**THE CANADIAN SEWER PIPE CO.**

HAMILTON, ONT. TORONTO, ONT.  
ST. JOHNS, QUE.

# Deseronto Iron Co.

LIMITED

**DESERONTO, ONT.**

Manufacturers of

## Charcoal Pig Iron

BRAND "DESERONTO."

Especially adapted for Car Wheels, Malleable Castings, Boiler Tubes, Engine Cylinders, Hydraulic and other Machinery where great strength is required; Strong, High Silicon Iron, for Foundry Purposes.

carriage bolts, 60 and 5 per cent.; machine bolts, 55 and 5 per cent.; coach screws, 70 per cent.; sleigh shoe bolts, 70 per cent.; blank bolts, 60 per cent.; bolt ends, 60 per cent.; plough bolts, 55 and 5 per cent.; tire bolts, 67½ per cent.; stove bolts, 67½ per cent. To any retailer an extra discount of 5 per cent. is allowed. Nuts, square, 3½c. per lb. off list; hexagon nuts, 4c. per lb. off list. To all retailers an extra discount of ½c. per lb. is allowed.

**BUILDING PAPER**—A good volume of business is doing. We quote: Tarred felt, \$1.70 per 100 lb.; 2 ply, ready roofing, 80c. per roll; 3-ply, \$1.05 per roll; carpet felt, \$2.25 per 100 lb.; dry sheathing, 30c. per roll; tar sheathing, 40c. per roll; dry fibre, 50c. per roll; tarred fibre, 60c. per roll; O.K. and L.X.L., 65c. per roll; heavy straw sheathing, \$28 per ton; slaters' felt, 50c. per roll.

**RIVETS AND BURRS**—There is no change to report in rivets. The various country manufacturers are buying freely. Discounts are as follows: Best iron rivets, section, carriage, and wagon box, black rivets, tinned do., coopers' rivets and tinned swedes rivets, 60 and 10 per cent.; swedes iron burrs are quoted at 55 per cent. off; copper rivets, 35 and 5 per cent. off, and coppered iron rivets and burrs, in 5 lb. carton boxes, are quoted at 60 and 10 per cent. off list.

**CORDAGE**—British Manila is 1c. higher and sisal ½c. Manila is quoted at 15½c.; British Manila at 13½c.; sisal, 12c. and lathyrn at 10½c. Manitoba prices are: Manila, 16c.; British Manila, 14½c.; sisal, 13c. and lathyrn, 12c.

**SCREEN CLOTH**—On account of competition on the border, screen cloth has been reduced 5c. and is now worth \$1.30.

**POULTRY NETTING**—A few orders have been booked this week. Spring poultry netting, English or Canadian is quoted at a discount of 60 per cent. off 2 x 2 mesh, 19 wire, and 55 per cent. off 2 x 2 mesh heavier, Canadian list.

**HARVEST TOOLS**—The discount remains steady at 70 per cent. and quite a few orders are being placed.

**FIREBRICKS**—The demand is now very limited. We quote as follows: Scotch at \$18 to \$22.50 and English at \$17.50 to \$21.50 per 1,000.

**CEMENT**—There is but little demand now. We quote as follows: German cement, \$2.25 to \$2.40; English, \$2.20 to \$2.35; Belgian, \$1.65 to \$1.95 per bbl. ex-wharf, and American, \$2.15 to \$2.30 ex-cars.

### METALS.

The metal market has been, on the whole, rather quiet this week. The rolling mills, however, report a good volume of business and the iron and steel market remains in a healthy condition. The consumptive demand for bar iron continues quite strong and iron pipe is wanted in some quantities. Importers have already begun to place spring orders for galvanized iron, business having set in earlier than usual. Tinplates are selling out of stock at somewhat lower prices. Ternplates are easier in England and show a decline of 50 cents per box since the close of navigation.

**PIG IRON**—Navigation being closed business is pretty well at a standstill. Summerlee is worth \$20 to \$20.50 and Canadian \$18 to \$18.50.

**BAR IRON**—The demand for bar iron has continued quite large and the rolling

# A. C. LESLIE & CO.

Merchants Bank Building,  
**MONTREAL.**

HEADQUARTERS FOR

## IRON, STEEL, and METALS.



IRON AND  
BRASS

## Pumps

Force, Lift and Cistern  
Hand and Power.

For all duties. We can supply your wants with—quality the best and prices right. Catalogues and full information for a request.

**THE R. McDOUGALL CO., Limited**

Manufacturers. Galt, Canada.

# ADAM HOPE & CO.

**Hamilton, Ont.**

We offer for prompt shipment

**Pig Tin,**

L. & F. and STRAITS.

**Ingot Copper, O.C.**

**Pig Lead.**

**Spelter.**

**Antimony.**

# NOVA SCOTIA STEEL CO.

Limited

**NEW GLASGOW, N.S.**

Manufacturers of

## Ferrona Pig Iron

And SIEMENS MARTIN

**Open Hearth Steel**





## Elastilite Varnish is popular down by the Sea.

ELASTILITE is doing what no other Varnish has ever done in the MARITIME PROVINCES, acknowledged to be the hardest climate in Canada on Varnish.

Fac-Simile Elastilite Tin.

It is DEFYING the Salt Air and the HOT SUN by day and DAMPNES by night peculiar to that part of Canada.

ELASTILITE has pleased EASTERN MERCHANTS because it has SATISFIED their customers.

EASTERN PAINTERS are delighted with it because they say WITH ELASTILITE IT IS EASY TO DO GOOD WORK, and it REMAINS GOOD for a REMARKABLE LENGTH OF TIME.

ELASTILITE is as durable as the best Foreign or Domestic Outside Wearing Coach Body Varnishes and is only half the price of either.

Having stood the Atlantic Coast it is good enough for any country. Write for particulars and names of some merchants as references in your own district handling it.

ELASTILITE IS ALL OVER CANADA.  
IN TINS ONLY WITH OUR BRASS SEAL.

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TORONTO, ONT., CANADA

EVERY CAN  
GUARANTEED.  
STOCK IT AND  
SECURE YOUR  
PAINT TRADE.

**"ARK BRAND" PAINT.**

MANUFACTURED  
SOLELY  
BY  
**FRANCIS-FROST CO., LIMITED**  
TORONTO

Distributing Agents Grippin's Crack Filler.

mills are kept busy turning out goods fast enough. The market is steady. Merchants' bar is worth \$1.87½ in carlots and \$1.95 in smaller quantities; horse shoe is quoted at \$2.15 to \$2.20.

**BLACK SHEETS** — A moderate trade is passing in black sheets at current quotations. We quote as follows: 28 gauge, \$2.65; 26 gauge, \$2.60; 20 to 24 gauge, \$2.50, and 8 to 20 gauge, \$2.50.

**GALVANIZED IRON** — Dealers have begun to place heavy spring import orders for galvanized iron; this is much earlier than usual. We quote: No. 28, Queen's Head, \$1.40; Apollo, 10½ oz. \$1.40; Comet, \$4, with 10c. extra in less than case lots.

**INGOT COPPER** — Only small quantities are wanted. The market has a weak undertone and it is felt that lower prices are coming. The ruling price is 15c.

**INGOT TIN** — The market is weaker than it was last week and prices are about back to their old level. Futures are lower. Straits and Lamb and Flag are worth 28 and 29c. respectively.

**PIG LEAD** — Pig lead is selling slowly at \$3.25 to \$3.30.

**LEAD PIPE** — Good shipments have been made this week. We quote 7c. for ordinary and 7½c. for composition waste, with 30 per cent. off.

**IRON PIPE** — Business continues good and orders are for large quantities. We quote as follows: Black pipe, 1½, \$3.00 per 100 feet; 2, \$2.95; 2½, \$3.10; 3, \$3.45; 4-inch, \$5; 4½, \$7.10; 5, \$8.50; 6-inch, \$11.35. Galvanized, 1½, \$4.10; 2, \$5; 3-inch, \$7.15; 4½, \$10; 5, \$12; 6-inch, \$15.95.

**TIN PLATES** — There is a fairly good demand although the shipments being

made are not large. Cokes are worth \$3.75 to \$4 and charcoals, \$4.25 to \$4.50.

**CANADA PLATE** — Some business has been done at former figures. We quote: 52's, \$2.65 to \$2.70; 60's, \$2.75 to \$2.80; 75's, \$2.80 to \$2.85; full polished, \$3.75 and galvanized, \$4.25 to \$4.35.

**STEEL** — Unchanged. We quote: Sleigh shoe, \$2; tire, \$2.05; bar, \$2; spring, \$2.75; machinery, \$2.75, and toe-calk, \$2.60.

**SHEET STEEL** — We quote: Nos. 10 to 20, \$2.50; 3-16, \$2.05; ¼, 5-16 and ¾, \$2.45.

**TOOL STEEL** — Black Diamond, 8c. and Jessop's, 13c.

**TERNE PLATES** — The English market has been weak since the close of navigation; in fact, it has declined about 50c. per box. On account of the extra freight rates, local values are unchanged. The ruling price is \$7.75 to \$8.

**COIL CHAIN** — The newest import prices on coil chain are slightly lower than before, but local quotations are still unchanged. We quote as follows: No. 6, 12½c.; No. 5, 10½c.; No. 4, 10c.; No. 3, 9½c.; ¼-in., 7½c. per lb.; 5-16, \$1.80; 5-16 exact, \$5.25; ¾, \$4.25; 7-16, \$1.05; 1, \$3.85; 9-16, \$3.75; 1½, \$3.55; 2, \$3.50; 3, \$3.45; 4-in., \$3.45. In car-load lots an allowance of 10c. is made.

**SHEET ZINC** — Is selling at \$5.75 to \$6.25.

**ANTIMONY** — Quiet at 10c.

**ZINC SPELTER** — Steady at 5c.

**SOLDER** — We quote: Bar solder, 18c.; wire solder, 20c.

### GLASS.

A good business is reported in glass at current quotations. We quote:

as follows: First break, 50 feet, \$2.10; second, \$2.20 for 50 feet; first break, 100 feet, \$4; second break, \$4.20; third break, \$4.70, and fourth break, \$4.95.

### PAINTS AND OILS.

The feature of the week is a decline in linseed oil on both the American and English markets. The outlook is for more liberal supplies on account of better crop reports from the Argentine Republic, India and Russia. The English buyers of seed in Chicago are beginning to resell their purchases on the American market, and, as a consequence, a decline of 4c. is recorded on the week's transactions in Chicago. London dropped nearly 2c. per gallon on Tuesday. It seems now that the reason the big American crop did not lower values was because every oil tank in the country was empty and it took nearly a whole crop to fill them. The volume of local business is large for this season of the year. We quote:

**WHITE LEAD** — Best brands, Government standard, \$6; No. 1, \$5.62½; No. 2, \$5.25; No. 3, \$4.87½, and No. 4, \$4.50 all f.o.b. Montreal. Terms, 3 per cent. cash or four months.

**DRY WHITE LEAD** — \$5.25 in casks; kegs, \$5.50.

**DRY WHITE ZINC** — Pure dry, 6½c.; No. 1, 5½c.; in oil, pure, 7½c.; No. 1, 6½c.; No. 2, 5½c.

**PUTTY** — We quote: Bulk, in bbls., \$1.90 per 100 lb.; bulk, in less quantity, \$2.05; bladders, in bbls., \$2.25; bladders, in 100 or 200 lb. kegs or boxes, \$2.40; in tins, \$2.55 to \$2.65; in less than 100-lb. lots, \$3 f.o.b. Montreal, Ottawa, Toronto, Hamilton, London and Guelph. Maritime Provinces, 10c. higher, f.o.b. St. John and Halifax.



**RED LEAD**—Genuine red lead in casks, \$4.50; in 100-lb. kegs, \$4.75; less quantities, \$5.75 per 100 lb. No. 1 red lead, casks, \$4.25; kegs, \$4.50, and smaller quantities, \$5.50.

**ORANGE MINERAL**—Casks, 7c.; 100 lb. kegs, 7½c.; smaller quantities, 8½c.

**LITHARGE**—Ground, casks, 5c.; less, 5½c.; flake litharge, casks, \$5.25; smalls, \$5.75 per 100 lb.

**LINSEED OIL**—Raw, 79c.; boiled, 82c. in 5 to 9 bbls., 1c. less, 10 to 20 bbl. lots open, net cash, plus 2c. for four months. Delivered anywhere in Ontario between Montreal and Oshawa at 2c. per gal. advance and freight allowed.

**TURPENTINE**—Single bbls., 58c.; 2 to 4 bbls., 57c.; 5 bbls. and over, open terms, the same terms as linseed oil.

**MIXED PAINTS**—\$1.20 to \$1.45 per gal.

**CASTOR OIL**—8½ to 9½c. in wholesale lots, and ½c. additional for small lots.

**SEAL OIL**—47½ to 49c.

**COD OIL**—32½ to 35c.

**NAVAL STORES**—We quote: Resins, \$2.75 to \$4.50, as to brand; coal tar, \$3.25 to \$3.75; cotton waste, 4½ to 5½c. for colored, and 6 to 7½c. for white; oakum, 5½ to 6½c., and cotton oakum, 10 to 11c.

#### SCRAP METALS.

A steady business is reported with copper actively inquired for. Dealers are paying the following prices in the country: Heavy copper and wire, 13½ to 14c. per lb.; light copper, 12 to 12½c.; heavy brass, 12 to 12½c.; heavy yellow, 9½c.; light brass, 6½c.; lead, 2½ to 2¾c. per lb.; zinc, 2½ to 2¾c.; iron, No. 1, wrought, \$10 to \$15 per gross ton f.o.b. Montreal; stove plate, \$8 to \$9; machinery scrap, \$14; light iron, No. 2, \$5 a ton; malleable and steel, \$4; rags, country, 60 to 70c. per 100 lb.; old rubbers, 7 to 7½c. per lb.

#### HIDES.

The feature has been a drop of ½c. in the price of hides in sympathy with the American market. No. 1 hides are worth 7½c., No. 2, 6½c., No. 3, 5½c. Sheepskins are worth 55c.

#### MARKET NOTES.

British Manila is 1c. per lb. and sisal ½c. higher.

Screen-wire cloth is 5c. lower, being now quoted at \$1.30.

Terne plates are quoted 50c. per box lower on the English market.

Large spring import orders are said to have been placed during the past two weeks for Comet galvanized iron. The demand seems to have set in much earlier this season than heretofore.

#### ONTARIO MARKETS.

TORONTO, December 6, 1901.

#### HARDWARE.

**B**USINESS is keeping up well. The bulk of the trade on holiday account has, of course, been done, but there is still a good demand for sorting up lots, and the shipping-room staffs are, in consequence, being kept pretty busy. The week has witnessed an increased demand for sleigh bells, cutlery, and skates. In such lines as horse blankets, cow ties, and rope halters, business is about over, although a few repeat orders are still being received. Such sporting goods as guns, rifles and ammunition are only in moderate request.

There is not a great deal doing in wire nails. Some orders are being booked for fence wire. There have not been many changes in prices. The most important is an advance of ¼c. per lb. in sisal and of 1c. in mixed manila. Payments are fair in Ontario but rather slow in British Columbia.

**BARB WIRE.** Some orders are being booked on future account, but little or nothing is being done from stock. We quote, f.o.b. Cleveland, \$2.77½ for less than carlots and \$2.65 for carlots. From stock, Toronto, \$5.

**GALVANIZED WIRE.** Outside a few orders that are being booked for future delivery, we quote as follows: Nos. 6, 7 and 8, \$3.50 to \$3.85 per 100 lb., according to quantity; No. 9, \$2.85 to \$3.15; No. 10, \$3.60 to \$3.95; No. 11, \$3.70 to \$4.10; No. 12, \$3 to \$3.30; No. 13, \$3.10 to \$3.40; No. 14, \$4.10 to \$4.50; No. 15, \$4.60 to \$5.50; No. 16, \$4.85 to \$5.35. Nos. 6 to 9 base f.o.b. Cleveland are quoted at \$2.52½ in less than carlots and 12c. less for carlots of 15 tons.

**SMOOTH STEEL WIRE.**—There is still some movement in hay baling wire and a few orders are being booked for oiled and annealed for future delivery. We quote the net selling prices as follows: Nos. 6 to 8, \$2.90; 9, \$2.80; 10, \$2.87; 11, \$2.90; 12, \$2.95; 13, \$3.15; 14, \$3.37; 15, \$3.50; 16, \$3.65. Delivery points, Toronto, Hamilton, London and Montreal, with freights equalized on those points.

**WIRE NAILS.**—While the demand continues to ease off a little trade is still seasonably good with prices unchanged. The base price is still \$2.85 for less than carlots, and \$2.77½ for carlots. Delivery points, Toronto, Hamilton, London, Gananoque and Montreal.

**CUT NAILS.**—These are still dull. The base price is \$2.55 per keg with 10c. allowance on carlots.

**HORSE NAILS.**—There is still a fair demand. Discounts on "C" brand, oval head, 50 and 7½ per cent. off new list, and on "M" and other brands, 50, 10 and 5 per cent. off the old list. Counter sunk head 60 per cent.

**HORSESHOES.**—The demand continues good, and in fact somewhat in excess of the supply. We quote f.o.b. Toronto: Iron shoes, No. 2 and larger, light, medium and heavy, \$3.60; snow shoes, \$3.85; light steel shoes, \$3.70; featherweight (all sizes), \$4.95; iron shoes, No. 1 and smaller, light, medium and heavy (all sizes), \$3.85; snow shoes, \$4; light steel shoes, \$3.95; featherweight (all sizes), \$4.95.

**SCREWS.**—A good business is still to be reported in both wood and machine screws, and prices are steady and unchanged. Discounts are: Flat head bright, 8½ and 10 per cent.; round head bright, 8½ and 10 per cent.; flat head brass, 80 and 10 per cent.; round head brass, 75 and 10 per cent.; round head bronze, 65 per cent., and flat head bronze at 70 per cent.

**RIVETS AND BURRS.** The demand for rivets is still fairly active and the conditions generally remain much the same as they were a week ago. We quote: Iron rivets, 60 and 10 per cent.; iron burrs, 55 per cent.; copper rivets and burrs, 25 and 5 per cent.

**BOLTS AND NUTS.**—Stove, tire, sleigh shoes and coach screws continue in active demand and prices are steady and unchanged. We quote: Carriage bolts, common (\$1 list), 55 and 5 per cent.; carriage bolts, full square (\$2.40 list), 60 and 5



**Corrugated Iron**

*For Sidings, Roofings, Ceilings, Etc.*

Absolutely free from defects—made from very finest sheets.  
Each sheet is accurately squared, and the corrugations pressed one at a time—not rolled—giving an exact fit without waste.  
Any desired size or gauge—galvanized or painted—straight or curved.  
Send us your specifications.

**The Metallic Roofing Co.**  
WHOLESALE MANFRS. LIMITED  
TORONTO, CANADA.

per cent.; carriage bolts, Norway iron (\$3 list), 60 and 5 per cent.; machine bolts, all sizes, 55 and 5 per cent.; coach screws, 70 per cent.

**POULTRY NETTING.**—There is just an odd order or so being received for future delivery. We quote: 2 in. mesh 19 w.g., 60 per cent. off the list; 2 in. mesh 18 w.g. and heavier, 50 and 10 per cent.

**ROPE.**—Still another advance is to be noted in sisal and mixed rope, the former being ½c. per lb. higher and the latter 1c. We now quote pure manila, 15½c.; British manila, 13½c.; sisal, 12c. per lb.

**SPORTING GOODS.** The past week has witnessed a good demand for skates, but in guns, rifles and ammunition very little is being done.

**CUTLERY.**—There has been a good seasonable demand for cutlery during the past week.

**BUILDING PAPER.**—The movement in building paper continues good, and prices are steady and unchanged. We quote: Tarred roofing, \$1.70; building paper, 30c.; tarred paper, 40c.

**STOVEPIPES AND ELBOWS.**—There is still a good seasonable movement and prices remain unchanged. We quote: Stovepipes, \$7 to \$7.50; elbows, 5 and 6-in. common, \$1.20; 7-in., \$1.35; polished, 15c. per doz. extra.

**STOVES AND FURNACES.**—The situation has been relieved in regard to furnaces and manufacturers are now able to supply the demand, but there is still a scarcity of stoves.

**CEMENT.**—The trade is quiet and there is nothing doing excepting a light local trade. The prices are steady. We quote: Canadian Portland, Rathbun's "Star," \$2.25 to \$2.65; "Beaver," \$2.10 to \$2.50; "Ensign," \$1.90 to \$2.30; German, \$3.15; English, \$3; Belgian, \$2.50 to \$2.75; Canadian hydraulic, \$1.25 to \$1.50 per bbl.

**ENAMELLED WARE.**—A fair quantity is going out.

**TINWARE.**—This is going out pretty freely, and especially those lines appertaining to stove furniture.



**METALS.**

**The movement in metals continues good for this time of the year. The strength of the pig iron and steel markets is still a feature of the trade. Pig tin has been much weaker during the past week, and quotations are lower. There is quite a strong market in iron pipe and higher prices will rule in a day or so.**

**PIG IRON**—There is yet no disposition of the iron market to take an easier turn, prices still being very firm, while business is, on the whole, good. We hear of some transactions in No. 2 foundry at \$17.50 per ton on track Toronto, but for large quantities, say 1,000 or 2,000-ton lots, these figures would be shaded.

**STEEL**—If anything, the market for steel is firmer, although the demand is not as brisk as it was. We quote: Merchantable cast steel, 9 to 15c. per lb.; drill steel, 8 to 10c. per lb.; "BC" and "Black Diamond" tool steel, 10 to 11c.; Jessop's, Morton's and Firth's tool steel, 14c.; toe calk steel, \$2.85 to \$3; tire steel, \$2.30 to \$2.50; sleighshoe steel, \$2.10 to \$2.25; reeled machinery steel, \$3, hoop steel, \$3.10.

**BAR IRON**—The demand for bar iron is still good, and prices firm. We quote \$1.95 to \$2.05 per 100-lb. Extras cut to lengths while rolling: 2 ft. and over, 10c. per 100 lb.; 1 ft. and under 2 ft., 15c.; under 1 ft., 20c.; over 20 ft. by special agreement, according to length and size.

**BLACK SHEETS**—Trade is particularly good and stocks are rather light. We quote: Common, \$3 15 for 28 gauge; and dead flat at \$2.50 for 26 gauge.

**CANADA PLATES**—The demand for Canada plates continues good and jobbers report that for this time of the year, they are selling rather more than usual. We quote: All dull, \$3 05; half polished, \$3.15; all bright, \$3.75.

**GALVANIZED SHEETS**—A good business is still being done in galvanized sheets. While the American manufacturers are again quoting for this market, they will not guarantee time of delivery. Consequently, their sheets are practically still out of the market, as dealers here do not care to risk placing orders under such conditions. Prices are still steady at \$4 75 for "Queen's Head" brand in less than case lots, and at \$4.60 in case lots.

**TIN**—There has been quite a reaction in the tin market, both in London and New York, and prices are several cents lower than they were at the time of our last review. Locally, our quotations are down to 30c.

**TIN PLATES**—Business is fairly good for this time of the year. The idea for coke plates is \$4 50 for I.C. usual sizes.

**TINNED SHEETS**—A number of orders have been booked for shipment early next year, and there has been delivery made of a few lots which had arrived before the close of navigation. The idea as to price is as follows: 72 x 30, up to 24 gauge, 7½c.; ditto, up to 26 gauge, 8c.

**TERNE PLATES**—There is very little being done. We quote: I. C., 20 x 28 gauge, at \$8.50.

**COPPER**—Ingot copper is quiet, the demand having fallen off since last week. There is still a good movement in sheet copper. We quote ingot at 17¾c. and sheet at 23 to 25c. per lb. The outside markets are weak, and on Wednesday prices dropped £2 in London on spot account, and £15 per ton on futures.

**BRASS**—Business is a little better this week, and the discount is unchanged at 10 per cent. on rod and sheet.

**SOLDER**—Business is fairly good. We quote: Half-and-half, guaranteed; 19 to 19½c.; do., commercial, 19c.; refined, 18½c.; wiping, 18c.

**LEAD**—The demand for lead shows a little improvement. Prices locally are unchanged at 4 to 4¼c. per lb., and the outside markets are steady.

**IRON PIPE**—Iron pipe has been advanced about 7½ per cent. by the manufacturers. Up to the time of writing (Friday noon), no change had been made in the wholesale price, but local jobbers are to consider the question this afternoon, and it is expected by some that the price of 1-inch black will be placed at \$5.20, instead of \$5, as at present. This, of course, remains to be seen, however.

**SPELTER**—A moderate amount of business is being done, and prices are unchanged at 5½ to 6c. per lb.

**ZINC SHEET**—This is going out well, and dealers report that stocks which they had laid in to keep them going until June, are now likely to be exhausted before that time. We quote: Cask lots, 5¾c., and less than cask lots, 6c.

**ANTIMONY**—Trade is quiet and quotations unchanged at 10½ to 11c. per lb.

**PAINTS AND OILS.**

The cold weather has caused the movement in paints and oils to greatly fall off during the past week, and trade will likely continue quiet for the rest of the year. The travellers are mostly all in, and very few orders for shipment have been booked. Varnish still continues active, and prices are firm. Gum shellac still continues at its former figure. We quote:

**WHITE LEAD**—Ex Toronto, pure white lead, \$6.12½; No. 1, \$5.75; No. 2, \$5.37½; No. 3, \$5.00; No. 4, \$4.62½; genuine dry white lead in casks, \$5.12½.

## OAKEY'S

The original and only Genuine Preparation for Cleaning Cutlery.  
6d. and 1s. Canisters.

# 'WELLINGTON'

## KNIFE POLISH

**JOHN OAKEY & SONS, LIMITED**

MANUFACTURERS OF

Emery, Black Lead, Emery, Glass and  
Flint Cloths and Papers, etc.

Wellington Mills, London, England.

Agent:

JOHN FORMAN, 644 Craig Street  
MONTREAL

**COVERT MFG. CO.**

West Troy, N.Y.

Steel Carriage and  
Wagon Jacks,

Harness Snaps, Chain, Rope and Web  
Goods, etc.

FOR SALE BY JOBBERS AT MFRS. PRICES.

**PRIEST'S CLIPPERS**

BALL BEARINGS

Largest Variety,  
Toilet, Hand, Electric Power  
**ARE THE BEST.**  
Highest Quality Grooming and  
Sheep-Shearing Machines.  
**WE MAKE THEM.**

SEND FOR CATALOGUE TO  
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## NEWMAN'S PATENT INVINCIBLE FLOOR SPRINGS

Combine all the qualities desirable in a Door Closer. They work silently and effectually, and never get out of order. In use in many of the public buildings throughout Great Britain and the Colonies. MADE SOLELY BY

W. NEWMAN & SONS, Birmingham.

**Oneida Community Goods**

HALTERS, COW TIES, SNAPS, etc., etc.,

in all sizes and styles. May be had of all  
jobbers throughout Canada.

Factory—NIAGARA FALLS, ONT.

**MACKENZIE BROS.**

HARDWARE

MANUFACTURERS' AGENTS,

Travellers covering Manitoba,  
Northwest Territories and  
British Columbia.

WINNIPEG  
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CORRESPONDENCE SOLICITED.

## "PULLMAN"

### TROUSER or SKIRT HANGERS.

TWO SIZES



PULLMAN SASH BALANCE CO.,  
ROCHESTER, N.Y., U.S.A.



RED LEAD—Genuine, in casks of 560 lb. \$5.12½; ditto, in kegs of 100 lb., \$5.50; No. 1, in casks of 560 lb., \$4; ditto, kegs of 100 lb., \$4.50.

LITHARGE—Genuine, 6 to 6½c.

ORANGE MINERAL—Genuine, 7½ to 8c.

WHITE ZINC—Genuine, French V.M., in casks, \$6 to \$6.25; Lehigh, in casks, \$6.

BENZINE—In barrel lots, 16½c. per gal.; less quantities, 25c. per gal.

PARIS WHITE—90c. to \$1 per 100 lb.

WHITING—65c. per 100 lb.; Gilders' whiting, 80c.

GUM SHELLAC—In cases, 35c.; in less than cases, 40c. per lb.

PUTTY—Bladders, in bbls., \$2.25; bladders, in 100 lb. kegs, \$2.40; bulk in bbls., \$1.90; bulk, less than bbls. and up to 100 lb., \$2.05; bladders, bulk or tins, less than 100 lb., \$2.90.

PLASTER PARIS—New Brunswick, \$1.90 per bbl.

PUMICE STONE—Powdered, \$2.50 per cwt. in bbls., and 4 to 5c. per lb. in less quantity; lump, 10c. in small lots, and 8c. in bbls.

LIQUID PAINTS—Pure, \$1.20 to \$1.30 per gal.

CASTOR OIL—English, in cases, 9½ to 10c. per lb. and 10 to 10½c. for single tins.

LINSEED OIL—Raw, 1 to 4 barrels, 81c.; boiled, 84c.; 5 to 9 barrels, raw, 80c.; boiled, 83c., delivered. To Toronto, Hamilton and London, 2c. less.

TURPENTINE—Single barrels, 59c.; 2 to 4 barrels, 58c., delivered. Toronto, Hamilton and London 1c. less. For less quantities than barrels, 5c. per gallon extra will be added, and for 5-gallon packages, 50c., and 10 gallon packages, 80c. will be charged.

#### GLASS.

The movement in glass still continues good, and the volume of trade fully equals that of other years. A number of import orders have been received from Germany during the past week, and jobbers are well supplied. Prices remain unchanged. We quote: Under 26 in., \$4.25; 26 to 40 in., \$4.65; 41 to 50 in., \$5.10; 51 to 60 in., \$5.35; 61 to 70 in., \$5.75; 71 to 80, \$6.25; 81 to 85, \$7; 86 to 90, \$7.75; Toronto, Hamilton and London. Terms, 4 months, or 3 per cent. 30 days.

#### OLD MATERIAL.

Trade in this line still continues good, notwithstanding the colder weather of the last few days. The easier prices of new copper have had the effect of lowering new scrap copper 1c., heavy copper 1c. and copper bottoms ½c. per lb. Prices in other lines remain steady. We now quote jobbers' prices as follows: Agricultural 60c. per cwt.; machinery cast, 60c.; heavy copper, 12c. per lb.; stove

# Nicholson File Company

(DOMINION WORKS)

PORT HOPE, ONTARIO, CANADA

Formerly

Globe File Manufacturing Company

NOW OWNED AND OPERATED BY

## Nicholson File Co.

Providence, R.I., U.S.A.



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MANUFACTURERS

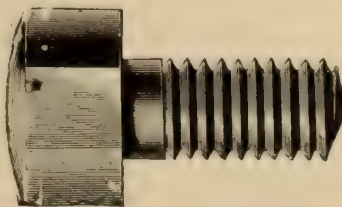
# FILES and RASPS

in the world

Sole manufacturers of Patent Increment Cut Files and the well-known Nicholson and K. & F. Horse Rasps.

Our goods are sold by all prominent Hardware Jobbers throughout the Dominion.

Selling Agent, **WALTER GROSE, MONTREAL**



## THE JOHN MORROW MACHINE SCREW COMPANY, Limited

Manufacturers of

Set and Cap Screws, Special Milled Work, Engine Studs, Etc. Cold Punched Nuts of every variety of finish.

INGERSOLL, ONT.



# GLASS—

Art Leaded Glass.  
Plate and Window Glass.  
Prismatic Glass.

All Glass required for building.

Catalogue and Prices on Application.

THE WOOD ART GLASS CO., London, Ont.

cast, 40c.; No. 1 wrought, 50c. per 100 lb.; new light scrap copper, 11½c. per lb.; bottoms, 11c.; coil wire, 12½c.; light brass, 7c.; heavy yellow brass, 10c. heavy red brass, 10½c.; scrap lead, 2½c.; zinc, 2¼c.; scrap rubber, 6¾c.; good country mixed rags, 50 to 60c.; clean dry bones, 40 to 45c. per 100 lb.

#### PETROLEUM.

There is a good movement in petroleum with increasing demand. The prices are steady. We quote: Pratt's Astral, 16½ to 17c. in bulk (barrels, extra); American water white, 17 to 17½c. in barrels; Photogene, 16½ to 17c.; Sarnia water white, 16 to 16½c. in barrels; Sarnia prime white, 14½ to 15c. in barrels.

#### COAL.

There is an abundant supply of hard coal, but a scarcity of soft. The close of navigation ought to place more cars at the disposal of the coal dealers. Trade is good

in this line. We quote at international bridges as follows: Grate, \$4.75 per gross ton; egg, stove and nut, \$5 per gross ton; soft coal, \$2 to \$2.75 in bond, according to grade.

#### MARKET NOTES.

Rope is firm, sisal being ½c. and mixed manila 1c. higher.

Pig tin is weak and lower, both locally and on the outside markets.

In old material copper bottoms have declined 1c. and new light scrap copper ½c. per lb., owing to the lower prices of new copper.

The shortage in the sizes of glass has been relieved by a number of shipments from Europe, which are the balance of the fall import orders.

Iron pipe manufacturers have advanced their prices about 7½c. per cent., and local jobbers will probably advance their figures before the week is out.



**HANDLING DIFFERENT LINES.**

OF all the different methods of heating, says Stoves and Hardware Reporter, it can be said that each one has a value according to the necessities and surroundings of those who use it. The old-fashioned fireplace, with its back-log and iron dogs, had a place in its day, and it may even be seen now in places where the old types are coming into vogue as a fad, but not for their distinctive utility. This fireplace, in the process of evolution, was succeeded by the open grate, and then came the heating stove in different forms, followed later on by the hot-air furnace and steam and hot-water heating apparatus, in all of which improvements have been steadily made until they represent the latest and best development of the heating idea in their several distinctive forms. These are matters of fact which are well known to everyone acquainted with the heating business in any of its forms, but they are referred to for the purpose of calling their attention to a point of that business which is frequently neglected.

Each of the several forms of heating apparatus, whether stoves, furnaces, hot water or steam, is of a distinct type, yet they may be used in conjunction. Furnaces and stoves are often used in the same building, owing to the peculiar necessities of the case. When a furnace or other general heating apparatus is used, it may also, and for the same reason, be desirable to use grates or oil or gas heaters, not because the main apparatus is not equal to ordinary requirements, but on account of conditions which it may not be possible to overcome without accessory heat. As an illustration, a furnace may be equal to heating all parts of a residence excepting one room, which is too remote for a sufficient volume of heat to reach it, when it becomes necessary to use a gas or oil stove in order to obtain the necessary degree of temperature.

These are the conditions which the dealer who handles heating apparatus of any kind should be prepared to meet. He may handle heating stoves exclusively and not be prepared to accept a furnace contract, consequently he has lost a profit and probably a good one. Or he may be a furnace contractor and not be in a position to furnish his customer with other heating accessories, so that another profit has been lost. The fact of the matter is that the heating business is expanding and requires the taking on of new lines or else the creation of an agency by which these lines can be procured. The wide-awake and progressive dealer is well aware of these requirements and is taking a comprehensive view of the

situation, placing himself in a position where he can fill the varying wants of his line without any sacrifice of his principal interest, but there are others who cling to the idea that if they carry stoves as a regular line they must not carry furnaces, because, as they profess to believe, the sale of a furnace will interfere with the sale of stoves. This idea has been shown to be erroneous, but it seemingly requires a constant repetition to convince those who entertain it that they are inflicting a mistake and a loss on their own business.

**A TRIP TO THE WEST INDIES.**

A guide book to the British West Indies has just been issued by Pickford & Black, the well-known steamship owners. It is entitled "A Trip to the British West Indies." It is profusely illustrated, is replete with information regarding the different islands, while the announcements of commission and general merchants it contains will be of particular interest to Canadian manufacturers and others who are desirous of doing business with the West Indies. Pickford & Black are to be congratulated upon their enterprise and good judgment, and it is to be hoped their efforts to increase Canada's trade with the West Indies will receive the encouragement they deserve. Those who have not yet received a copy of "A Trip to the British West Indies" should drop a card to Pickford & Black, Halifax, N.S., and secure one.

**FAILURES IN CANADA.**

For the month of October, 1901, the business failures in Canada show a decrease of 21, with a decrease of \$216,244 in the value of assets and \$423,034 in the amount of liabilities over October, 1900. In October of this year the failures numbered 104, with assets of \$187,836 and liabilities of \$416,643, while for the same month last year the failures were 125, with assets of \$404,060 and liabilities of \$884,677.

**ART GLASS FOR HARDWAREMEN.**

A prosperous art glass works is that of the Wood Art Glass Co., of London, Ont. It is but a few years since this company have been manufacturing, and the rapid increase of their trade is due to the first-class manner in which they turn out their goods, in the neatness of design and the well-arranged colors.

As they have the best possible means for manufacturing art glass, they are in a position to give the best quality of goods at a reasonable price.

A beautiful illustrated catalogue will be sent to any retail merchant or jobber.

**TRADE WITH BARBADOS.**

MR. H. A. BOYCE, representing Hanchell & Co., Barbados, was in Halifax for a day or two last week, and called for an hour's chat with The Merchant about trade between Canada and the West Indies. Previous to his arrival in Halifax, Mr. Boyce had visited a large number of lumber, fish and potato shippers throughout New Brunswick, and from Halifax he proceeded to the Annapolis Valley and around the western shore of this Province. The firm of Hanchell & Co. conduct a ship brokerage and commission business and are well and favorably known to the majority of vessel-owners, both in the Maritime Provinces and Newfoundland. They have handled small quantities of Canadian flour, and expect in the future to handle more. Mr. Boyce reports the outlook in Barbados as fairly encouraging, despite the fact that sugar is lower to-day than ever before in the history of the Island. The last crop for export was 65,000 tons, about 15 per cent. more than the average of several previous years, so that the lower price did not have as disastrous an effect as if the output had been merely normal. Mr. Boyce expressed the opinion that it was much too early to speculate on next year's conditions, and said that before the Barbados crop is ready to ship a considerable advance in values might take place. He says the Barbados people are just as anxious as ever to increase their trade with Canada, if our exporters will only see to it that we give them the right kind of goods. The bulk of their purchases go to New York, but, with the present communication afforded by the Pickford & Black steamers sailing fortnightly from Halifax, only lack of enterprise can prevent Canada from getting a larger share of the business.—Maritime Merchant.

**THE WOOL MARKET IS WEAK.**

The wool situation is causing anxiety among holders of last season's clip in this country. There is no improvement in the market, nor are there any inquiries for its export, and there seem to be no prospects for any in the near future. What increases the alarm is that in Great Britain the prices for the coarser grades are at present very weak. The latest advices from there state that Lincoln hogs, a wool a little coarser than Ontario long staple, is selling at a price equivalent to 11½c. laid down here. And in the United States, which country affords a market for almost the whole of our Canadian wool exports, the price of this article is only 25c. per lb. for grades similar to ours. As there is a duty of 12½c. imposed by the United States Government on wool, all the Dominion wool dealers can realize is 11½ or 12c. per lb., which is 3c. lower than they received last year. It was only three or four years ago when 20c. was received for wool here.



# Window Glass

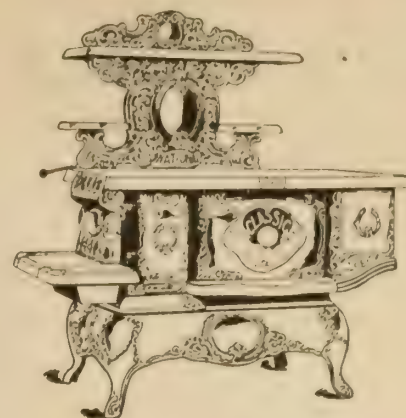
# Window Glass

We are receiving large consignments of Window Glass by the following Steamers, viz. :

**Belgian, Mexican,  
Boliviana, Cebriana**—

and will be able to fill all orders promptly.

**THE JOHN BOWMAN  
HARDWARE & COAL CO.,  
LONDON, ONT.**



## CLASSIC NATIONAL

### 6-Hole Range.

Notice the clean cut, handsome carving, which harmonizes exactly with the plain surfaces, beautifully finished castings, Breton stretched patent leveled steel oven, which will neither warp or crack and responds quickly to a small fire. Nothing made in Canada like it.

**THE MOFFAT STOVE CO., Limited,  
WESTON, ONT.**

ESTABLISHED 1860.

INCORPORATED 1895

## Smokeless Oil Heaters

These are the Oil Heaters that have made a good many **warm** friends during the past five years, and kept our competitors **hot** trying to equal them.

Absolutely smokeless. The Wick cannot be raised enough to smoke. They have Automatic Extinguishers.

IMPROVED NEW PROCESS.

**The THOS. DAVIDSON MFG. CO., Limited,**

IMPROVED STANDARD.

**MONTREAL.**



# HEATING AND PLUMBING

## BATHROOMS IN SCHOOLS.

**I**N the future Boston's public school buildings are to contain well-appointed bathrooms. The impulse was given two years ago, when the Paul Revere school was erected, and now bathrooms are to become a regular adjunct of the public-school system.

Nothing but the best results can come of this new boom in cleanliness. When a child presents himself for admission at one of the public schools with a questionable regard for cleanliness, it will be the first duty of the teacher to lead him to the bathroom and instruct him in one of the first requisites of godliness and good citizenship.

Soap is preferable to psychology as an educational furnishing. Boys who come to school resembling young Hottentots need no longer to be sent back into the streets, but can be dealt with on the spot when every schoolhouse contains a suitable bathroom.

Five new schoolhouses opened this fall are provided with bathrooms. The teachers in the Revere school report that under the beneficent rule of cleanliness the scholars are better in every way, they themselves are able to do more work by seeing clean children all day, and the school work has increased in results.

A bathtub is a standing pulpit from which the best possible morality is dispensed. In connection with the baths athletic instruction is possible, and the whole tone of public education is elevated and improved. The bathroom in the public school has come to stay.—Boston Globe.

## TORONTO BUILDING PERMITS.

During the past week, building permits amounting to over \$53,000 were issued by the Toronto City Commissioner from his office in the city hall. They were to Gerhard Heintzman, for alterations and additions to his dwelling on Bloor street, for \$4,000; to H. S. Squires, for a pair of two-storey and attic semi-detached dwellings on Albany avenue, for \$6,500; to M. Pattison, for a two storey semi-detached brick dwelling with attic, on Brunswick avenue, to cost \$5,000; to J. Carmino, for a \$100 stable in the rear of Mansfield avenue; to R. Biger, for alterations and new front to store on Yonge street, for \$500; to A. Binnie, for a one-storey brick store on Bloor street, for \$700; to J. G. Ramsay, for a two-storey brick residence with attic, on Crescent Road, for \$8,000; to F. Hillock,

for a pair of two-storey semi-detached brick dwellings on Withrow avenue, for \$3,000; to A. F. Campbell, for an addition to his house at 79 Bolton avenue, for \$100; to E. Hyland, for alterations to his hotel at the corner of Queen and Jarvis streets, to cost \$1,500; to H. E. Sheppard, for a \$1,500 two-storey brick dwelling on Bloor street; to H. S. Mara, for a pair of two-storey semi-detached residences on Gore Vale avenue, to cost \$3,200; to H. E. Sheppard, for two pairs of two-storey semi-detached brick houses on Rathnally avenue, for \$7,000; to H. S. Mara, for a pair of two-storey semi-detached brick dwellings on Brunswick avenue, for \$2,800; to Wm. Lawrence, for a one-and-a-half storey brick dwelling on Dufferin street, for \$1,100; and to Robert Barron, for alterations and additions to his brick store at the corner of Yonge and Czar streets, for \$4,000.

## BUILDING PERMITS IN OTTAWA.

During the past week four building permits were granted in Ottawa as follows: Martin & J. P. Tobin for a \$2,500 frame dwelling on Sweetland avenue; to John Shearer, jr., for a \$150 frame stable on Flora street; to Sarah Holtboy for a \$2,000 brick-clad dwelling on Jane street, and to John McFarlane for a brick-veneered workshop on Jane street for \$700.

## C. H. HUNTER THE PURCHASER.

Tuesday, December 3, the assets, valued at \$1,000, of Bates, Robinson & Co., plumbers, etc., Toronto, who recently assigned to E. R. C. Clarkson, were sold by auction. C. H. Hunter was the purchaser at 60c. on the dollar. Some contracts which are yet to be finished were not included in the sale.

## PLUMBING AND HEATING CONTRACTS.

Contracts for the erection of the Burrows Carpet Factory building, Galt, Ont., were awarded to Peter Nichol, Galt, for the carpenter work amounting to \$1,982; to David Smith, Galt, for the stone and brick work for \$3,194; to Brown Bros., Brantford, for the roofing for \$215; the plastering to Wm. Mogg, Galt, for \$60, and the painting to Joseph E. Mitson for \$249, making a total of \$5,700. These contracts are to be secured as soon as arrangements can be made, and at figures that will come within the \$7,000 appropriated for the building of the factory.

## SOME BUILDING NOTES.

A new Presbyterian church is being built at Port Moriew, N.S.

W. Bayne has built a new addition to his store at Newbury, Ont.

At Waterdown, Ont., J. Baker has bought Finnigan's property, on which he is erecting a house.

The foundations of the new telephone building at Sydney, C.B., will soon be completed.

Work on a three-storey brick residence to cost \$7,500, for the manager of the Bank of Montreal at Sydney, C.B., has begun.

W. Edmonds, contractor, has the contract for the brickwork on James Scott's residence on Chapman street, Galt, Ont.

## PLUMBING AND HEATING NOTES.

Braden Bros, plumbers, Victoria, B.C., have sold out to John T. Braden.

Mrs. J. F. Lamarche has registered under the name of J. F. Lamarche, plumber, etc., Montreal.

James G. Muirhead, who has been with Wm. Lipper & Sons, plumbers, Brantford, Ont., has left recently to take charge of Parmenter & Madden's plumbing and steamfitting business at Simcoe, Ont.

W. J. Fitzsimmons has resigned from his position as superintendent of J. Wallace & Son, plumbers, Hamilton, Ont., to go into the plumbing and tinsmithing business with his brother, at 221 King street east, Hamilton.

## NEW CHURCH AT VANCOUVER.

The plans for the new Princess Street Methodist Church, at Vancouver, which is being rapidly pushed forward, call for a splendid new structure having double the capacity of the old one, and a new and extensive Sunday-school building with a balcony, subdivided into classrooms of various sizes by movable glass partitions, besides containing a lecture-room and library. Connected with this edifice by a movable glass partition will be the main auditorium, which will follow the style of having a pulpit in the corner with choir stalls on one side and a dished floor. Both buildings will be ventilated by the mechanical plenum system, and will also be heated by warm air furnaces located in the basement.



## BUSINESS NEWS

of any kind that is of value to business men supplied by our Bureau. We can give you market quotations from any town in Canada, reports from the city markets, stock quotations, etc. You can get commercial news from any Canadian paper through us.

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## WINDOW GLASS



As there is a great demand and every indication of an advance in price, we advise our friends to order now. We have large stocks now arriving daily in all kinds of plain window and colored.

**A. RAMSAY & SON**

Est'd 1842.

PAINT MAKERS and  
GLASS IMPORTERS

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**PIPE FITTINGS**

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**STEAM FITTERS' TOOLS....**

Branch Tees of any description made to order.

Extra Heavy Fittings for high pressure.

**The Jas. Morrison Brass Mfg. Co.,**  
TORONTO. Limited.

**ONTARIO SILVER CO.,**

Limited,

NIAGARA FALLS, CANADA.

Manufacturers of **FLATWARE, CUTLERY and ELECTRO PLATE.**

Ask for our Catalogue and Quotations.



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Manufacturers of

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Now is the time to sell **SMALL SCALES** for household use.

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The careful housekeeper weighs all ingredients for the **CHRISTMAS CHEER.**



We can furnish you with an attractive line of

## "Fairbanks Standard" Scales

SEND FOR  
OUR PRICES AND CATALOGUE.

**THE FAIRBANKS COMPANY, 749 Craig St., MONTREAL**



## HOW TO GET AND KEEP A POSITION.

James J. Hill in Success.

**I**T is one thing to get a position; it is another thing to keep it. Getting a position requires tact, forcefulness, and perspicuity; keeping a position is an art. Getting position is accomplished by a large number of men and women, but the number of those who can keep positions is but a small percentage of the whole.

When one starts forth to look for a position, he must possess the qualities of cleanliness, clearness and perspicuity. One reason for this is that so much depends upon the first impression. Lax methods, unkempt hair, soiled fingers, a necktie awry, and confused speech, are some of the faults that destroy the chances of an applicant. When a man who is conducting a successful business advertises for a janitor or a private secretary, he goes to his office and finds several dozen applicants awaiting him. He hears them, one by one, and notices that this young man has failed to polish his shoes, that that young woman talks with a discordant slang, that so and so is carrying the end of a cigarette in his yellow, nicotine-fingers, or that Miss This-and-That is over-adorned with cheap jewellery. He finds that one young man is utterly incapable of expressing himself clearly, and that another has a newspaper with the chart of the horse races sticking from his pocket. Each applicant is denied a chance because his outward appearance arouses suspicion; and the merchant, sick, disheartened and disgusted with humanity, goes home, or to his club, to forget his unpleasant half-day. These statements may seem exaggerated, but they are the plain, unvarnished experiences that business men encounter every day. Frequently employers are obliged to engage slovenly, untidy men and women whom they dislike, because the advances of their business demand more workers and the right kind is not to be had, but you may be assured that when business slackens, such employees are the first to go.

### SPEAK PLAINLY

In all matters it is best to speak plainly. Clear, concise, transparent expressions are the ones that carry the most weight. Speech is a wonderful indicator of character. The art of speaking plainly and clearly is as necessary a part of one's education as are the rudiments of arithmetic, and, if I were a school teacher, I should institute regular lessons in conversation and expression. A man who can talk without making his listener wonder if he were reared in the domain of incomprehensibility is the man who will have the first chance. An employer wants a man who can explain himself, and whose conversation shows that its fountain is a clear, clean mind. We like a touch of vigor in one's speech, but we loathe a hint of egotism or a molecule of self-praise. We like a man who can say, "I will try," with the firm conviction that he will try, but we dislike the man who says, "Why, that's easy!" and

arrives at a conclusion of his worth before he knows what he is going to do.

The steady-growing business concerns, the great mercantile houses and the commercial consolidations of the United States have discovered that the men who will conduct the affairs of the future are the men who have been trained for that purpose. The man who will have worked his way from the lowest rung will be the man who will ultimately determine the destiny of the business concern. Our vast business enterprises are becoming larger every year. No man can be trusted with the management of one who does not know every fractional part of the working of that concern with which he is connected, and who has not been a part of that working. Hence the importance of giving work to men and women who will keep the best interests of their employers at heart, and blend them with their own.

### BE NATURAL

If you seek emulment as a stenographer, let your appearance tell that you are a stenographer; if you seek employment as a coal heaver, let your appearance show that you are a coal heaver. I do not mean that the stenographer shall be gay with cheap jewellery or redolent with the lingo of the typewriter, nor do I mean that the coal heaver shall be black, grimy and unwashed. But I do mean that you must aim straight at your point; that you must show, first of all, by clear expression, by ready answers, by a polite, gentle, yet vigorous manner, that you are ready to fill the place to the best of your ability. Our country is full of old men who are still looking for positions, because they have failed to master this important factor of application. Be positive that you can do the work that you seek. Never take a place simply to have something to do, for you will only waste your time, and, in a few years, you will be forced out of your position on the charge of incompetency. Be sure that you are willing to do what your employer wants you to do. When you approach a business man to apply for a position, do so in a manner that will make a pleasant impression on him; and, whether you apply for a position as an office boy or cashier, let him know that you are going to work for his interests. Show him clean hands and clear eyes, and that you are ambitious and can prove your character. Do not make promises which you know you may not be able to carry out. Argue the point of salary as little as possible, unless you are asked to accept a starvation figure, and I do not believe that the American lives who does not consider the laborer worthy of his hire. Be firm in your convictions. Never whine or complain. Never tell why you did not succeed in your last place, unless your new employer demands such an explanation; then make it, briefly, and tell the truth. Above all things else, show that you want to take an interest in your employer's business, and that you are a clear-headed, clean-minded, careful, observing person, with excellent habits and a determination that is not bounded by a desire to do nothing more

than a day's work simply because you are obliged to work. It is needless for me to waste space in telling how to apply for a position; I take it for granted that all know the importance of neat, correctly-spelled, grammatical letters.

### WORK WITH ENERGY.

Having secured your position, how shall you keep it? First, and always, by being absolutely honest, for honor and character are man's greatest promoters. They stimulate energy and promote confidence. Who can deny the great power of energy and confidence? After an employer finds out he has an energetic clerk, in whom he can place absolute confidence, that clerk's future is a very promising one.

Go to work with slow, steady, determined effort. Do not grab your pen or shovel as if you knew just what you are expected to do without explanation. Do not give your employer the impression that he has secured a man who is using his brains simply to figure out how far his weekly wage will go—if it will pay only the rent and buy the food, or if it will go so far as to permit of two theatre tickets and a new collar for the dog. Perhaps you think your employer cannot detect such thoughts. He is, perhaps, a keen man, has probably employed scores before you, and has had much practice in reading the expressions of men.

When luncheon or closing time is approaching, do not begin to prepare for leaving 20 minutes beforehand. I know a young man who stopped work regularly at 11.40 a.m. and 5.10 p.m., in order to have plenty of time to "wash up," arrange his cuffs and tie, and brush his hair, so that he could leave promptly at 12 o'clock, for luncheon, and 5.30 p.m., when the store closed. It was some years ago. That man is still looking for a "good job." He has had more than a dozen. He knew how to get them, but he never acquired the art of keeping them. Do not be afraid of trying to do more than is expected of you. This has been the cause of many a man's failure. The bookkeeper who gives up a theatre party or an evening social, in order to try and complete a balance sheet, does not escape his employer's notice. He has shown willingness and has shown the "boss" good evidence that he regards his interest before his own pleasure. You may make mistakes; but, if you do, say so, and make your amends by trying to correct them. Never lie about a mistake, for such a course adds cowardice to an already unpleasant condition.

### KEEP YOUR TEMPER.

Determined effort, with an inclination to learn and improve—to master the details of the work you are assigned to do—will greatly modify the hard, unpleasant tasks that fall to one's lot in every position.

Always remember that next to honor, the quality that counts the most is personality. While many will tell you that personality is a gift just as surely as is the art of composing music, let me assure you that nothing else can be acquired as easily as personality, if one has the mind and inclination to acquire it. A bad temper, a sour disposition—becoming cross and petulant when denied your way, speaking with sharpness when a kind word can just as easily be uttered, and letting anger have its sway—are faults that may be overcome if one earnestly and persistently tries to do so. They



# HOSE

WE have the nicest set of Hose samples ever shown to the Canadian trade. Don't fail to see them.

**GARDEN  
STEAM  
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WE make Hose of all kinds for all purposes. Our equipment is the most modern and our goods are perfection.

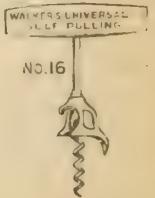
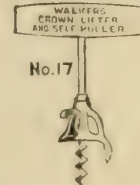
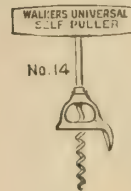
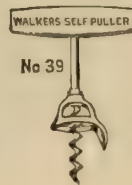
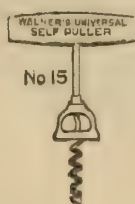
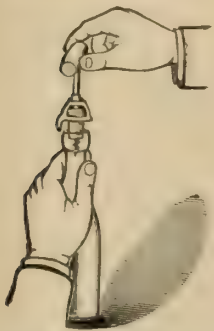
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Made of Crucible Steel, Nickel Plated, Polished Apple Wood Handles.

EVERY ONE TESTED AND GUARANTEED. Several imitations on the market. but none as good.

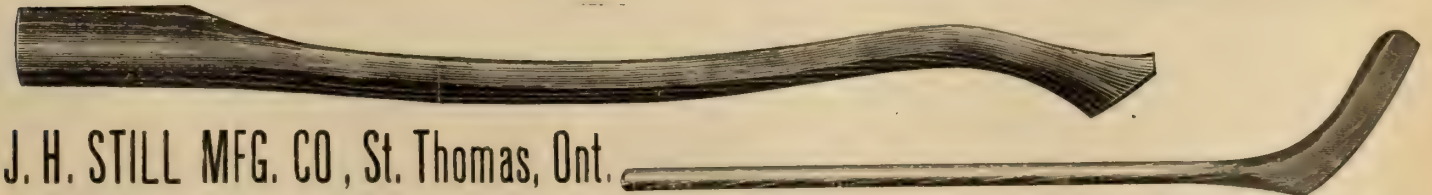
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## Handles and Wood Turnings

Established 1876.

Comprising—Axe, Pick, Sledge, Fork, Hammer, Shovel, Broom, and all kinds of Tool Handles. Also Field Hay Rakes, Horse Pokes, Hockey Sticks, Pike Poles, Cant Hook Stocks and Peavies, and all other kinds of Wood Turnings.

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*Standard Paint & Varnish Works.  
Limited  
Makers of High Grade  
Varnishes, Lacquers,  
Paints, Colors & Enamels.  
Windsor, Ont.*

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**Highest Award Pan-American Exposition**

MANUFACTURERS OF ALL KINDS OF

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MANILA

**ROPE,**

Lath Yarn, Shingle Yarn, Hide Cord, **BINDER TWINE**  
Pulp Cord, Clothes Lines.

Transmission Rope a specialty.



hinder the acquirement of a desirable personality, and so lessen one's advancement, and, more than all besides, they shorten life. Personality is nothing if it is not the companion of politeness. No man wants to keep a person in his employ who is not polite. Never let a harsh or impolite personality be the weak link in the chain of your qualities. If it is, you can rest assured that it is the easiest link to strengthen. I do not mean to infer that one should be maudlin and putty-like in order to produce personality, or that he should assume politeness. Such a condition or attempt never exalts a man; it simply makes him appear false in the eyes of his employer. Nature made all of us to act naturally. A bad temper can be expurgated the same as any other vice. Don't confound anger and firmness. We admire a man who can assert his rights and stand by them, and we more than respect a man who can say "No," with vigor and purpose, when "No," should be said; but we rightly despise a person who scolds and vociferates.

You can hold your position if you fit yourself to its mould so as to fill every crevice. Be like a cake. At first it is a soft, spongy dough, and is poured into a mould which it but half fills. As it bakes, it rises, and crowds every dent in the mould. Not contented, it bulges over the top; it makes a cake larger than the mould will hold. So, young man and young woman, be larger than your mould. After you have filled every crease and crevice of your position to advantage, work out at the top. It is the largest cake that brings the most money.

#### ALWAYS KEEP YOUR PROMISES.

Your employer will never ask you to do more than is possible. Remember that an unfulfilled promise is as bad as a downright untruth. Live within your means. Never let a month pass that you do not put something in the bank. Dress neatly and plainly, for an employer marks a man as a fool who appears himself with extravagance and glaring colors. Never try to win the favor of your employer by slandering your fellow workers. Slander always sticks. Show kindness to your fellow employes, but do not let it be forced kindness, for that deserves no thanks. Resolve slowly, and act quickly. Remember, it is better to be alone than in bad company; that you cannot give your employer full value, if you try to work after a night of dissipation; that silence, like cleanliness, is akin to godliness, and that a clear conscience gives sound sleep and good digestion, and clothes one in an impregnable coat of mail.

Last, but not least, remember that out of business hours your home deserves most of your attention. The employer feels an immediate confidence in a man or woman whose home is free from extravagance, enmity, contempt, wrath, strife, envy, and opposition. Keep happiness in your home, and you will create strength and efficiency for your work.

Archie McLean has opened up a general store at New Rockland, near Richmond, P.Q.

At his residence in New Glasgow, N.S., there died, a few days ago, Simon A. Fraser, works manager and a director in The Nova Scotia Steel and Coal Co. He leaves a wife and four children to mourn his demise.

### MANITOBA MARKETS.

WINNIPEG, December 3, 1901.

**B**USINESS continues steady with good volume. Prices on nails have advanced slightly, owing to the close of navigation and the coming in of the all-rail freight. There are no other advances to note. The advances in pig iron in the United States and the strong position of steel make the markets here very firm, although no advances have yet been declared.

The manufacturers of cutters and sleighs in the east seem to have sold rather beyond their capacity to deliver, judging the slowness with which deliveries are made here. So far, however, there has been no sleighing, the first light fall of snow having melted within a few days. The country roads are well beaten down and very smooth, so that a couple of inches of snow would make excellent sleighing. Should this snow come within the next week the demand for delayed orders to be filled will be active indeed.

In paints and oils, the market has been steady and fairly active. The drop in glass in the United States has not affected prices here, as they were already much below those of the United States. The advance in shellac will affect this market, but to date the new prices have not been declared.

In retail circles, the splendid skating on the Red river has created a most active demand for skates—larger than in years. It is estimated that on Thanksgiving Day about 2,500 of Winnipeg's citizens spent a most delightful afternoon on the ice, which was in almost perfect condition.

#### Quotations for the week are as follows:

|                                            |         |
|--------------------------------------------|---------|
| Barbed wire, 100 lb.                       | \$3 30  |
| Plain twist                                | 3 40    |
| Staples                                    | 3 95    |
| Oiled annealed wire                        | 10 3 95 |
| "                                          | 11 4 00 |
| "                                          | 12 4 05 |
| "                                          | 13 4 20 |
| "                                          | 14 4 35 |
| "                                          | 15 4 45 |
| Wire nails, 30 to 60 dy, keg.              | 3 55    |
| " 16 and 20                                | 3 65    |
| " 10                                       | 3 65    |
| " 8                                        | 3 75    |
| " 6                                        | 3 80    |
| " 4                                        | 3 95    |
| " 3                                        | 4 20    |
| Cut nails, 30 to 60 dy.                    | 3 25    |
| " 20 to 40                                 | 3 30    |
| " 10 to 16                                 | 3 35    |
| " 8                                        | 3 40    |
| " 6                                        | 3 45    |
| " 4                                        | 3 55    |
| " 3                                        | 3 90    |
| Horsenails, 45 per cent. discount.         |         |
| Horseshoes, iron, No. 0 to No. 1           | 4 65    |
| No. 2 and larger                           | 4 40    |
| Snow shoes, No. 0 to No. 1                 | 4 90    |
| No. 2 and larger                           | 4 40    |
| Steel, No. 0 to No. 1                      | 4 95    |
| No. 2 and larger                           | 4 70    |
| Bar iron, \$2.70 basis.                    |         |
| Swedish iron, \$5.00 basis.                |         |
| Sleigh shoe steel                          | 3 25    |
| Spring steel                               | 3 25    |
| Machinery steel                            | 3 75    |
| Tool steel, Black Diamond, 100 lb.         | 8 50    |
| Jessop                                     | 13 00   |
| Sheet iron, black, 10 to 20 gauge, 100 lb. | 3 50    |
| 20 to 26 gauge                             | 3 75    |
| 28 gauge                                   | 4 00    |
| Galvanized American, 16 gauge              | 2 79    |
| 18 to 22 gauge                             | 4 75    |

|                                                                             |                        |
|-----------------------------------------------------------------------------|------------------------|
| 24 gauge                                                                    | 5 00                   |
| 26 gauge                                                                    | 5 25                   |
| 28 gauge                                                                    | 5 50                   |
| Genuine Russian, lb.                                                        | 12                     |
| Imitation " "                                                               | 8                      |
| Tinned, 24 gauge, 100 lb.                                                   | 7 75                   |
| 26 gauge                                                                    | 8 00                   |
| 28 gauge                                                                    | 8 25                   |
| Tinplate, 1C charcoal, 20 x 28, box                                         | 11 50                  |
| " IX                                                                        | 13 00                  |
| " IXX                                                                       | 15 00                  |
| Ingot tin                                                                   | 33                     |
| Canada plate, 18 x 21 and 18 x 24                                           | 3 75                   |
| Sheet zinc, cask lots, 100 lb                                               | 7 00                   |
| Broken lots                                                                 | 7 50                   |
| Pig lead, 100 lb.                                                           | 6 00                   |
| Wrought pipe, black up to 2 inch                                            | 50 an 10 p.c.          |
| Over 2 inch                                                                 | 50 p.c.                |
| Rope, sisal, 7-16 and larger                                                | \$13 00                |
| " 3/4                                                                       | 13 50                  |
| " 1/2 and 5-16                                                              | 13 75                  |
| Manila, 7-16 and larger                                                     | 16 00                  |
| " 3/4                                                                       | 16 50                  |
| " 1/2 and 5-16                                                              | 17 00                  |
| Solder                                                                      | 20                     |
| Cotton Rope, all sizes, lb.                                                 | 17                     |
| Axes, chopping                                                              | \$ 7 50 to 12 00       |
| " double bits                                                               | 12 00 to 18 00         |
| Screws, flat head, iron, bright                                             | 87 1/2                 |
| Round " "                                                                   | 82 1/2                 |
| Flat " brass                                                                | 80                     |
| Round " "                                                                   | 75                     |
| Coach                                                                       | 57 1/2 p.c.            |
| Bolts, carriage                                                             | 50 p.c.                |
| Machine                                                                     | 50 p.c.                |
| Tire                                                                        | 60 p.c.                |
| Sleigh shoe                                                                 | 65 p.c.                |
| Plough                                                                      | 40 p.c.                |
| Rivets, iron                                                                | 50 p.c.                |
| Copper, No. 8                                                               | 35                     |
| Spades and shovels                                                          | 40 p.c.                |
| Harvest tools                                                               | 70 p.c.                |
| Axe handles, turned, s. g. hickory, doz.                                    | \$2 50                 |
| No. 1                                                                       | 1 50                   |
| No. 2                                                                       | 1 25                   |
| Octagon extra                                                               | 1 75                   |
| No. 1                                                                       | 1 25                   |
| Files common                                                                | 70, and 10 p.c.        |
| Diamond                                                                     | 60                     |
| Ammunition, cartridges, Dominion R.F.                                       | 50 p.c.                |
| Dominion, C.F., pistol                                                      | 30 p.c.                |
| " military                                                                  | 15 p.c.                |
| American R.F.                                                               | 30 p.c.                |
| C.F. pistol                                                                 | 5 p.c.                 |
| C.F. military                                                               | 10 p.c. advance.       |
| Loaded shells:                                                              |                        |
| Eley's soft, 12 gauge black                                                 | 16 50                  |
| chilled, 12 gauge                                                           | 18 00                  |
| soft, 10 gauge                                                              | 21 00                  |
| chilled, 10 gauge                                                           | 23 00                  |
| Shot, Ordinary, per 100 lb                                                  | 6 25                   |
| Chilled                                                                     | 6 75                   |
| Powder, F.F., keg                                                           | 4 75                   |
| F.F.G.                                                                      | 5 00                   |
| Tinware, pressed, retinned                                                  | 75 and 2 1/2 p.c.      |
| " plain                                                                     | 70 and 15 p.c.         |
| Graniteware, according to quality                                           | 50 p.c.                |
| PETROLEUM.                                                                  |                        |
| Water white American                                                        | 25 1/2 c.              |
| Prime white American                                                        | 24 c.                  |
| Water white Canadian                                                        | 22 c.                  |
| Prime white Canadian                                                        | 21 1/2 c.              |
| PAINTS, OILS AND GLASS.                                                     |                        |
| Turpentine, pure, in barrels                                                | \$ 62                  |
| Less than barrel lots                                                       | 67                     |
| Linseed oil, raw                                                            | 84                     |
| Boiled                                                                      | 87                     |
| Lubricating oils, Eldorado castor                                           | 27 1/2                 |
| Eldorado engine                                                             | 26 1/2                 |
| Atlantic red                                                                | 29 1/2                 |
| Renown engine                                                               | 41                     |
| Black oil                                                                   | 19 1/2                 |
| Cylinder oil (according to grade)                                           | 55 to 74               |
| Harness oil                                                                 | 65                     |
| Neatsfoot oil                                                               | \$ 1 00                |
| Steam refined oil                                                           | 85                     |
| Sperm oil                                                                   | 2 00                   |
| Castor oil                                                                  | 11 1/2                 |
| Glass, single glass, first break, 16 to 25                                  |                        |
| united inches                                                               | 2 50                   |
| 26 to 40                                                                    | per 50 ft. 2 75        |
| 41 to 50                                                                    | " 100 ft. 6 00         |
| 51 to 60                                                                    | " " 6 50               |
| 61 to 70                                                                    | per 100-ft. boxes 7 00 |
| Putty, in bladders, barrel lots                                             | per lb. 2 1/2          |
| kegs                                                                        | 2 3/4                  |
| White lead, pure                                                            | per cwt. 6 50          |
| No. 1                                                                       | 6 00                   |
| Prepared paints, pure liquid colors, according to shade and color, per gal. | \$1.30 to \$1.90       |



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## MEDIEVAL LOCK MAKING.

A RECENT exhibition at the Burlington Fine Arts Club, of European chased and embossed steel and iron work, included some fine examples of locks and keys of the middle ages, according to Hardwareman Mr. J. J. Starkie Gardner, to whom was entrusted the work of classification, gives in his ample notes many curious side lights on an ancient industry, of special interest to Birmingham and the Midlands.

French locksmithing presented the most important group of ironwork, chiselled and chased from the solid. The choicest of the Gothic locks made in France were originally fixed to chests and presses, and they became elaborated early in the 15th century, when the "Statuts de Serruriers" enacted that apprentices aspiring to become masters must produce a masterpiece lock, which usually took about two years to accomplish. Until the close of the 18th century locks made by these aspiring apprentices retained the traditional Gothic forms. In the reign of Henri II, locks casted in embossed sheet iron, with classic designs, were much in vogue, but under Louis XIII., who was an expert locksmith, the mounts of locks were again chiselled and chased from the solid, and of very elegant design. The King delighted in the more excellent of these productions, and became the patron of the guild of locksmiths. At a later period French locks were mortised in the door, and had mounts of ormolu.

Among the exhibits at the Burlington Club was a fine French lock of 15th century make, lent by Mr. George Salting. It was for a chamber door, worked by a key from the outside only, and secured by a hand bolt within. The latter projected from the face, and enclosed a sheath of tracery, the handle being an angel with trumpet carved in full relief. Above this bolt was a panel enclosing five fleurs-de-lis, arranged diagonally, and beneath it a larger panel with figures of the Apostles Peter and Paul and two female saints beneath open-work canopies. It was an example of the "Apostle" lock, so familiar a feature of lock-making in the middle ages. The lock was 10 inches long by eight inches wide.

It was somewhat singular that although French locks were so elaborate, little attention was paid to the ornamentation of keys before the age of Charles IX. This monarch, who was himself a skilled locksmith, constituted the chasers and damasceners into a distinct corporation. From that time the fabrication of keys became a fine art, and the productions were, in some cases, of the most magnificent and costly character. Examining a superb specimen of early 15th century date, one Mathurin Jousse, a locksmith of repute, wrote in 1627, when the French were still unrivalled mechanics, that the key in question must have been produced by magic. We may quote, as an example, an apprentice key which was among the exhibits at the Burlington Club. The bow thistle-shaped, quadrilateral above, tapering downwards, the sides pierced, and top moulded, over a disc of tracery. The neck an oblong table 1½ inches from back to front, the pipe short and cylindrical, the bit combed containing 20 teeth and 17 rectangular wards in three rows. The length of the key is six inches.

Other examples might be quoted, but this is a leading type of the French key of the period, a prominent feature of which is the delicate open work tracery which ornaments the stem.

The early work of the German locksmith, although superior to the Italian, was not of a high order from an artistic point of view. Its value consisted mainly in quaintness of design and expert and ingenious mechanism. A characteristic example of the better class of German work is to be seen in the Birmingham Art Gallery. The lock is of 16th-century make. It is played at the end, decorated on the surface, with an applique of interlaced scrolls bevelled to an edge, issuing from two trumpets in relief. Underneath is a rich scroll and arabesque design, comprising the Imperial eagle, which is also repeated on a plate at the back. The lock is a spring one, shooting four locks and two latch bolts, and worked by three fixed handles besides a key. The lock is 11 inches long by 11 inches wide. A typical German key of the same period has a bow of open arabesqued design, short neck moulded, a hollow pipe with six flutings. The bit has wards of Greek fret design, eight times repeated. The length of the key is 8½ inches. A feature of German locks and keys, ancient and modern, is their large size.

The elaboration of English locksmiths' work dates from the accession of Henry VIII. During his reign, and later, they began to assume a Flemish character ornamented by tracery and buttresses. The locks of a subsequent period were decorated with pierced, chased, or engraved brass rather than with steel, and the Marquis of Worcester set the fashion of curious and "surprise" locks. One

in possession of the King at Windsor discharged two pistols at anyone tampering with the false escutcheons on either side the real key hole. Another lock invented by the Marquis was designed to catch the burglar by the hand "as a trap catcheth a fox." One English lock (16th century) in the collection under review is of pierced and chiselled iron gilded. In the centre panels are the Royal Arms upon an inverted shield, with two Tudor roses beneath, and dragon and greyhound supporters on either side under tall pinnaced canopies. Above the shield is a semi-circular panel with a moulded base and rope-edge border, enclosing an ape's head, which, being pushed to one side, releases a catch, permitting the shield to fall and disclose the key hole. The rest of the design includes four vertical panels or geometric tracery. There are two bolts, one worked from the front keyhole, and the other from a second keyhole in the back, so arranged that they can be worked together by the insertion of a peg. The lock is 15 inches by nine inches, including the staple, which is similarly ornamented.

English keys began to assume artistic form in the reign of Charles II., and early in the 18th century they had acquired an European reputation. It was the fashion of the period for royal and noble ladies to wear in their girdles a bunch of keys richly gilded. The fine portrait of the first Duchess of Marlborough, at Petworth, shows on a rich dress, a cluster of keys thus worn. The key of Windsor Castle, made for William III. in 1689, has a bow in the shape of a royal crown over the monogram W., with two R's reversing, supported by foliated scrolls. The stem is richly worked and pierced, solid, except the engraved extremity. The bit is bi-symmetrical, engraved with rectangular wards. It is a fine example of English art mechanism of the period.

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Best thick white card wads, in boxes  
of 500 each, 8 gauge, 0 55  
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each, 12 and smaller gauges, 0 20  
Thin card wads, in boxes of 1,000  
each, 10 gauge, 0 25  
Thin card wads in boxes of 1,000  
each, 8 gauge, 0 25

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5 and 6 gauges, 1 90

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Gilmour's, discount 65 and 5 p. c. off list.  
Axes.  
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Single bit, per doz. 5 50 10 00  
Double bit, " 11 00 18 00  
Bench Axes, 40 p. c.  
Broad Axes, 25 per cent.  
Hunters' Axes, 5 50 6 00  
Boy's Axes, 5 75 6 75  
Splitting Axes, 6 50 12 00  
Handled Axes, 7 00 10 00

Axle Grease.  
Ordinary, per gross, 5 75 6 00  
Best quality, " 13 00 15 00  
Bath Tubs.  
Zinc, 6 00  
Copper, discount 15 p. c. off revised list

Baths.  
Standard Enamelled.  
5½-inch rolled rim, 1st quality, 25 00  
2nd, 21 00  
Anti-Friction Metal.  
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" B, " 0 21  
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American make, discount 66½ per cent.  
Canadian, discount 45 and 50 per cent.  
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Gongs, Sargent's, 5 50 8 00  
Peterboro', discount 45 per cent.  
Farm.  
American, each, 1 25 3 00  
House.  
American, per lb., 0 35 0 40

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Moulders', per doz., 7 50 10 00  
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Gilmour's, discount 60 and 5 per cent.  
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Gilmour's, 47½ to 50 per cent.  
Expansive.  
Clark's, 40 per cent.  
Gimlet.  
Clark's, per doz., 0 65 0 90  
Diamond, Shell, per doz., 1 00 1 50  
Nail and Spike, per gross, 2 25 5 20

Blind and Bed Staples.  
All sizes, per lb., 0 07 1/2 0 12

Bolts and Nuts. Per cent.  
Carriage Bolts, common (\$1 list), 55 and 5  
" full square (\$2.40 list), 60 and 5  
" Norway iron (\$3 list), 60 and 5  
Machine Bolts, all sizes, 55 and 5  
Plough Bolts, 55 and 5  
Blank Bolts, 60  
Bolt Ends, 60  
Sleigh shoe Bolts, 70  
Coach Screws, cone point, 70  
Nuts, square, all sizes, 3½ per lb. off.  
Nuts, hexagon, all sizes, 40 per lb. off.  
Stove rods, per lb., 5½ to 6c.  
Nuts, in 50 lb. lots ¼c. per lb. extra in less  
than 50 lb. lots, ¼c. extra.

Boot Calks.  
Small and medium, ball, per M., 4 25  
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Bright Wire Goods.  
Discount, 63½ per cent.  
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Light, dis., 65 to 67½ per cent.  
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Vegetable, per doz., dis. 37½ per cent.  
Henis, No. 8, " 6 00  
Henis, No. 9, " 7 00  
Queen City, " 7 50 0 00

Butchers' Cleavers.  
German, per doz., 6 00 11 00  
American, per doz., 12 00 20 00  
Building Paper, Etc.  
Plain building, per roll, 0 30  
Tarred lining, per roll, 0 40  
Tarred roofing, per 100 lb., 1 70  
Coal Tar, per barrel, 3 50  
Pitch, per 100-lb., 0 85  
Carpet felt, per ton, 45 00

Bull Rings.  
Copper, \$2.00 for 2½ in. and \$1.90 for 2 in.  
Butts.  
Wrought Brass, net revised list  
Cast Iron.  
Loose Pin, dis., 60 per cent.  
Wrought Steel.  
Fast Joint, dis. 65, 10 and 2½ per cent.  
Loose Pin, dis. 65, 10 and 2½ per cent.  
Berlin Bronzed, dis. 70, 70 and 5 per cent.  
Gen. Bronzed, per pair, 0 40 0 65

Carpet Stretchers.  
American, per doz., 1 00 1 50  
Bullard's, per doz., 6 50

Castors.  
Bed, new list, dis. 55 to 57½ per cent.  
Plate, dis. 52½ to 57½ per cent.  
Cattle Leaders.  
Nos. 31 and 32, per gross, 8 50 9 50

## Cement.

Canadian Portland, 2 25 2 75  
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Canadian hydraulic, 1 25 1 50

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Carpenters Colored, per gross, 0 45 0 75  
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Red, 0 05 0 06  
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Discount off revised list, 40 per cent.  
FILES AND RASPS.  
Great Western, 70 and 10 per cent.  
Arcade, 70 " 10 "  
Kearney & Foot, 70 " 10 "  
Dist. n's, 70 " 10 "  
American, 70 " 10 "  
J. Barton Smith, 7 " 10 "  
McCiellan, 70 " 12 "  
Eagle, 70 " 10 "  
Nicholson, 60 and 10 to 6½, 10 and 5 "  
Royal, 80 " 8 "

Black Diamond, 60 and 10 to 60, 10 and 5 p. c.  
Jewitt's, English list, 25 to 27½ per cent.  
Nichols & File Co.'s "Simplicity" file handle,  
per gross, 85c. to \$1.50.

## GLASS—Window—Box Price.

| Size            | United | Per    | Per    | Per     | Per     |
|-----------------|--------|--------|--------|---------|---------|
| Inches.         | 50 ft. | 100 ft | 50 ft. | 100 ft. | 100 ft. |
| Under 26.....   | 2 20   | 4 25   |        |         | 6 25    |
| 26 to 40.....   | 2 40   | 4 65   |        |         | 6 75    |
| 41 to 50.....   |        | 5 10   |        |         | 7 50    |
| 51 to 60.....   |        | 5 35   |        |         | 8 50    |
| 61 to 70.....   |        | 5 75   |        |         | 9 70    |
| 71 to 80.....   |        | 6 25   |        |         | 11 00   |
| 81 to 85.....   |        | 7 00   |        |         | 12 55   |
| 86 to 90.....   |        | 7 75   |        |         | 15 00   |
| 91 to 95.....   |        |        |        |         | 17 50   |
| 96 to 100.....  |        |        |        |         | 20 50   |
| 101 to 105..... |        |        |        |         | 24 00   |
| 106 to 110..... |        |        |        |         | 27 50   |

## GAUGES

Marking, Mortise, Etc.  
Stanley's dis. 50 to 55 per cent.  
Wire Gauges.  
Winn's, Nos. 26 to 33, each, 1 65 2 40

## HALTERS.

Rope, ¾ per gross, 9 00  
" ¾ to ¾, 14 00  
Leather, 1 in., per doz., 3 87½ 4 00  
" 1½ in., 5 15 5 20  
Web, — per doz., 1 87 2 45

## HAMMERS.

Nail  
Maydole's, dis. 5 to 10 per cent. Can. dis.  
25 to 27½ per cent.  
Tack.  
Magnetic, per doz., 1 10 1 20  
Sledge.  
Canadian, per lb., 0 07½ 0 08½

Ball Pean.  
English and Can., per lb., 0 22 0 25  
HANDLES.  
Axe, per doz. net, 1 50 2 00  
Store door, per doz., 1 00 1 50

Fork.  
C. & B., dis. 40 per cent. rev. list.  
Hoe.  
C. & B., dis. 40 per cent. rev. list.  
Saw.  
American, per doz., 1 00 1 25  
American, per gross, 3 15 3 75  
Hammer and Hatchet.  
Canadian, 40 per cent.

Cross-Cut Saws.  
Canadian, per pair, 0 13½  
HANGERS. doz. pairs.  
Steel barn door, 5 85 6 00  
Stearns, 4 inch, 5 00  
" 5 inch, 6 50  
Lane's covered—  
No. 11, 5-ft. run, 8 40  
No. 11½, 10-ft. run, 10 80  
No. 12, 10-ft. run, 12 60  
No. 14, 15-ft. run, 21 00  
Lane's O.N.T. track, per foot, 4%

Discount, 70 per cent.  
HATCHETS.  
Canadian, dis. 40 to 42½ per cent.  
HINGES.  
Blind, Parker's, dis. 50 and 10 to 60 per cent  
Heavy T and strap, 4-in., per lb., 0 06½  
" 5-in., " 0 06½  
" 6-in., " 0 06  
" 8-in., " 0 05½  
" 10-in., " 0 05½

Light T and strap, dis. 65 and 5 per cent.  
Screw hook and hinge.  
6 to 10 in., per 100 lbs., 4 25  
12 in. up, per 100 lbs., 3 25  
Spring, 12 00  
Per gro. pairs.

HOES.  
Garden, Mortar, etc., dis. 50 and 10 p. c.  
Planter, per doz., 4 00 4 50  
HOLLOW WARE  
Discount, 45 and 5 per cent.

HOOKS.  
Cast Iron.  
Bird Cage, per doz., 0 50 1 10  
Clothes Line, per doz., 0 27 0 68  
Harness, per doz., 0 72 0 88  
Hat and Coat, per gross, 1 00 3 00  
Chandelier, per doz., 0 50 1 00

Wrought Iron.  
Wrought Hooks and Staples, Can. dis.  
47½ per cent.







# STANDARD CHAIN CO.,

MANUFACTURERS  
OF

# CHAIN

PITTSBURGH,  
U. S. A.

OF ALL KINDS.

Proof Coil, B.B., B.B.B., Crane, Dredge Chain, Trace Chains, Cow Ties, etc.

ALEXANDER GIBB,  
Montreal.

—Canadian Representatives— A. C. LESLIE & CO.,  
Montreal.

For Provinces of Ontario and Quebec.

For other Provinces.

|                                          |           |
|------------------------------------------|-----------|
| Lining tacks, in bulk                    | 15        |
| " solid heads, in bulk                   | 75        |
| Saddle nails in papers                   | 10        |
| " in bulk                                | 15        |
| Tufting buttons, 22 line, in dozens only | 60        |
| Tin capped trunk nails                   | 25        |
| Zinc glazier's points                    | 5         |
| Double pointed tacks, papers             | 90 and 10 |
| " bulk                                   | 40        |

#### TAPE LINES.

|                            |      |      |
|----------------------------|------|------|
| English, ass skin, per doz | 2 75 | 5 00 |
| English, Patent Leather    | 5 50 | 9 75 |
| Chesterman's each          | 0 90 | 2 85 |
| steel, each                | 0 80 | 8 00 |

#### THERMOMETERS.

|                                               |  |
|-----------------------------------------------|--|
| Tin case and dairy, dis. 75 to 75 and 10 p.c. |  |
|-----------------------------------------------|--|

#### TRAPS. (Steel.)

|                                    |  |
|------------------------------------|--|
| Game, Newhouse, dis. 25 p.c.       |  |
| Game, H. & N., F. S. & W., 65 p.c. |  |
| Game, steel, 72 1/2, 75 p.c.       |  |

#### TROWELS.

|                                 |      |      |
|---------------------------------|------|------|
| Disston's discount 10 per cent. |      |      |
| German, per doz .....           | 4 75 | 6 00 |
| S. & D., discount 35 per cent.  |      |      |

#### TWINES.

|                               |      |      |
|-------------------------------|------|------|
| Bag, Russian, per lb.....     | 0 27 |      |
| Wrapping, cotton, 3-ply ..... | 0 18 |      |
| " 4-ply.....                  | 0 23 |      |
| Mattress, per lb.....         | 0 33 | 0 45 |
| Staging, " .....              | 0 27 | 0 35 |

| VISES.                       |       |      |
|------------------------------|-------|------|
| Wright's .....               | 0 13½ |      |
| Brook's .....                | 0 12¾ |      |
| Pipe Vise, Hinge, No. 1..... | 3 59  |      |
| "    "    No 2 .....         | 5 50  |      |
| Saw Vise .....               | 4 59  | 9 00 |

#### ENAMELLED WARE.

|                                                                   |  |
|-------------------------------------------------------------------|--|
| White, Princess, Turquoise, Blue and White, discount 50 per cent. |  |
| Diamond, Famous, Premier, 50 and 10 p.c.                          |  |
| Granite or Pearl, Imperial, Crescent, 50, 10 and 10 per cent.     |  |

#### WIRE.

|                                                                    |        |
|--------------------------------------------------------------------|--------|
| Brass wire, 50 to 50 and 2 1/2 per cent. off the list              |        |
| Copper wire, 45 and 10 per cent. net cash 30 days, f.o.b. factory. |        |
| Smooth Steel Wire, is quoted at the following net selling prices:  |        |
| No. 6 to 8 gauge                                                   | \$2 90 |
| " 9                                                                | 2 30   |
| " 10                                                               | 2 37   |
| " 11                                                               | 2 30   |
| " 12                                                               | 3 15   |
| " 13                                                               | 3 37   |
| " 14                                                               | 3 50   |
| " 15                                                               | 3 65   |
| " 16                                                               | 3 65   |

Other sizes of plain wire outside of Nos. 9, 10, 11, 12 and 13, and other varieties of plain wire remain at \$2.81 base with extras as before. The prices for Nos. 9,

to 13 include the charge of 1 c. for oiling. Extras net per 100 lb.: Copper wire, 60c.—tinned wire, \$2—oiling, 10c.—special hay-bailing wire, 30c.—spring wire, \$1—best steel wire, 75c.—bright soft drawn, 15c.—in 50 and 100-lb. bundles net, 10c.—in 25-lb. bundles net 15c.—packed in casks or cases, 15c.—bagging or papering, 10c.

Fine Steel Wire, dis. 17 1/2 per cent. List of extras: In 100-lb. lots: No. 17, \$5—No. 18, \$5.50—No. 19, \$6—No. 20, \$6.65—No. 21, \$7—No. 22, \$7.30—No. 23, 7.65—No. 24, \$8—No. 25, \$9—No. 26, \$9.50—No. 27, \$10—No. 28, \$11—No. 29, \$12—No. 30, \$13—No. 31, \$14—No. 32, \$15—No. 33, \$16—No. 34, \$17. Extras net—tinned wire, Nos. 17-25, \$2—Nos. 26-31, \$4—Nos. 32-34, \$6. Coppered, 5c.—oiling, 10c.—in 25-lb. bundles, 15c.—in 50 and 100-lb. bundles, 25c.—in 1-lb. hanks, 50c.—in 1/4-lb. hanks, 75c.—in 1/2-lb. hanks, \$1—packed in casks or cases, 15c.—bagging or papering, 10c.

Galvanized Wire, per 100-lb.—Nos. 6, 7, 8, \$3.50 to \$3.87—No. 9, \$2.85 to \$3.15—No. 10, \$3.60 to \$3.95—No. 11, \$3.70 to \$4.10—No. 12, \$3 to \$3.30—No. 13, \$3.10 to \$3.40—No. 14, \$4.10 to \$4.50—No. 15, \$4.60 to \$5.05—No. 16, \$4.85 to \$5.35. Bare sizes, Nos. 6 to 9 \$2.52 1/2 f.o.b. Cleveland. Clothes Line Wire, regular 7 strand No. 17, \$4.65; No. 18, \$2.90; No. 19, \$2.60. Hol-

low 6 strand, No. 17, \$4.30; No. 18, \$2.70. No. 19, \$2.35; No. 20, \$2.30, f.o.b. Hamilton, Toronto, Montreal.

#### WIRE FENCING.

|                                                                                           |      |
|-------------------------------------------------------------------------------------------|------|
| Galvanized barb                                                                           | 3 00 |
| Galvanized, plain twist                                                                   | 3 00 |
| Galvanized barb, f.o.b. Cleveland, \$2.77 1/2 in less than carlots, and \$2.65 in carlots |      |

#### WIRE CLOTH.

|                                        |         |
|----------------------------------------|---------|
| Painted Screen, per 100 sq. ft., net.. | 1 35    |
| WASTE COTTON.                          | per lb. |
| Colored                                | 6       |
| White                                  | 8       |

#### WRENCHES.

|                                   |      |      |
|-----------------------------------|------|------|
| Acme, 35 to 37 1/2 per cent.      |      |      |
| Agricultural, 60 p.c.             |      |      |
| Coe's Genuine, dis. 20 to 25 p.c. |      |      |
| Towers' Engineer, each.....       | 2 00 | 7 00 |
| " S., per doz.....                | 5 80 | 6 00 |
| G. & K.'s Pipe, per doz.....      | 3 40 | 3 40 |
| Burrell's Pipe, each.....         | 3 00 | 3 00 |
| Pocket, per doz.....              | 0 25 | 2 90 |

#### WRINGERS.

|                |          |         |       |
|----------------|----------|---------|-------|
| Leader         | per doz. | \$30 00 | 33 00 |
| Royal Canadian | "        |         | 24 00 |
| Royal American | "        |         | 24 00 |
| Sampson        | "        |         | 24 00 |

Terms 4 months, or 3 p.c. 30 days.

WROUGHT IRON WASHERS.  
Canadian make, discount, 40 per cent.

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Celebrated P. & B.

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AND

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MANUFACTURERS  
Wood Turnings, Hand  
Bench and other Screws  
Wallets, Handles, Vises  
Clamps, Tool Chests  
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Wood Toys, Novelties  
and also the celebrated  
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For Street and Steam Rail-  
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Canadian Representative: ALEXANDER GIBB, 13 St. John St., MONTREAL.

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ESTABLISHED 1825.

75 YEARS.

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Tailors' Shears,  
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Tinnern's Snips, etc.



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Not connected with any Shear Combination.



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Incorporated  
1881.

ASSURANCE COMPANY

## Fire and Marine

Capital - - \$2,000,000.00  
Assets, over - - 2,900,000.00  
Annual Income - 3,000,000.00

Head Office: TORONTO, ONT.

Hon. Geo. A. Cox, President. J. J. Kenny, Vice-President  
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Parcels multiply at the Christmas season. Use good quality of paper and lessen the trouble of quick parcelling. Use our papers—brown or manillas—that are always full weight and count 480 sheets to the ream always.

- Our waterproof wrapping
- papers are fine for larger parcels
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CANADA PAPER CO., Limited  
TORONTO and MONTREAL

Please bear in  
mind that  
WE ARE NOT  
in  
THE TRUST

## The Toronto Silver Plate Co., Limited

Or are we  
MEMBERS  
of any  
SILVERWARE  
ASSOCIATION  
or COMBINE.

Silversmiths and Manufacturers of

## ELECTRO SILVER PLATE.



No. 1614—Sugar.



No. 1614—Cream.

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S.S.P. Co  
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8 Sizes and Styles

Rapid Grinding and  
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10 Sizes and Styles  
for Hand and Power



No. 3. \$5.00

Bone, Shell and Corn  
Mill



No. 750. \$7.50

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## Meat and Food Choppers

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40 Sizes and Styles for Hand and Power  
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No. 12. - - \$2.50

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Philadelphia, Pa., U. S. A.

Meat Juice Extractor



No. 21. \$2.50

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No. 36. \$1.00

Cold Handle Polishing  
IRON



No. 82. \$6.75 per doz.



Est. 1868

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# Black Diamond File Works

G. & H. Barnett Company

PHILADELPHIA

Twelve

Medals

TRADE MARK

Awarded

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TRADE MARK

# "BLUESTONE"

HIGH PRESSURE PACKING.

For Steam, Hot or Cold Water, and Air.

Packs equally well for all. There is no packing made that will last as long or withstand as well the action of steam heat. Carried in stock in rolls about 36-in. wide, and the following thicknesses: 1/32, 1/16, 3/32 and 1/8.

"BLUESTONE" Pneumatic Sectional Gaskets—the best and longest wearing on the market. Will conform to any seat, no matter how rough. Made in the following sizes: 3/8-in., 1/2-in. and 5/8-in.

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Dry White Lead,  
Genuine Red Lead,  
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**Nitrate of Lead.**

We have the above in stock and would be pleased to have your enquiries.

**B. & S. H. THOMPSON & CO.**

28 St. Sulpice St., MONTREAL,

# CORDAGE

ALL KINDS AND FOR ALL PURPOSES.

Manila Rope  
Sisal Rope  
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Clotheslines  
Tarred Hemp Rope  
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"RED THREAD" Transmission Rope from the finest quality Manila hemp obtainable, laid in tallow.

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LANGWELL'S BARBITT  
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CANADIAN

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AND METAL  
MERCHANT

The Weekly Organ of the Hardware, Metal, Heating, Plumbing and Contracting Trades In Canada.

VOL. XIII.

MONTREAL AND TORONTO, DECEMBER 14, 1901.

NO. 50

POCKET **H. BOKER & Co's** KNIVES  
IMPROVED  
TREE BRAND  
TRADE MARK  
RAZORS **CUTLERY** SCISSORS

FOR SALE BY LEADING WHOLESALE HARDWARE HOUSES.

The  
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IT'S NOT "HEARSAY," BUT STRAIGHT, EXISTING EVIDENCE. IT'S BEFORE YOUR EYES AT EVERY TURN.

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**WEATHER STRIP**  
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**RICE LEWIS & SON**  
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OILS.



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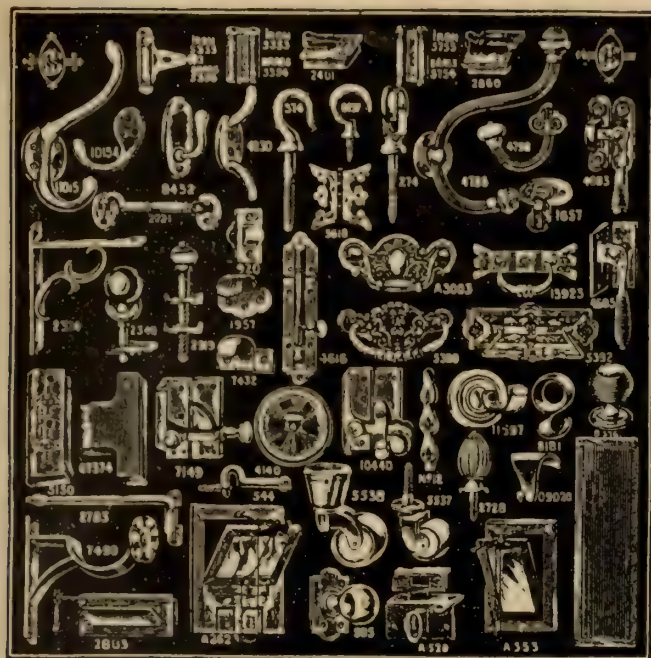
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Manufacturers of every description of **Limited**

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Good Packing

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Other Tools are very  
good Tools, but

# "YANKEE TOOLS"

ARE  
BETTER



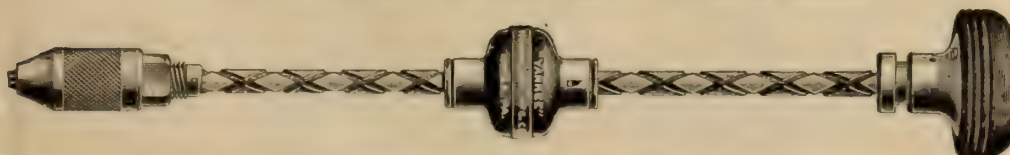
No. 15. "Yankee" Ratchet Screw Driver, with Finger Turn on Blade.



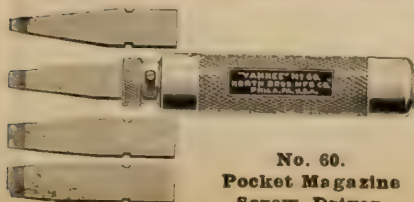
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No. 41. "Yankee" Automatic Drill, Eight Drill Points in Handle.



No. 50. "Yankee" Reciprocating Drill, for Iron, Steel, Brass, Wood, etc.



No. 60.  
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Screw Driver.

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tells all about them. Mailed  
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GEM and  
BLIZZARD  
Ice Cream Freezers.**

**Toy Freezers,  
Ice Shaves and  
Ice Chippers,  
Fluting Machines,  
Hand Fluters.**

Sold by Leading Jobbers  
in Canada.

# NORTH BROS. MFG. CO.,

Philadelphia, Pa., U.S.A.



# CONSIDER THESE FACTS—

That if you are tempted to purchase lower-priced horse shoe nails than the old and reliable "**C**" brand, consider these figures, viz:—that any other brand of horse nails if sold at twenty-five cents a box less than ours, only reduces the cost of the thirty-two nails required in a full set of shoes, **one-third of one cent!**

If sold at even fifty cents a box less than ours, it only reduces the cost **two-thirds of one cent** in shoeing a horse! It requires, therefore, a box of horse nails to be sold at seventy-five cents below our price (on the average size No. 8) to reduce the cost **one cent** in shoeing a horse! Don't you think the Farrier would pay one cent more to get the best horse nails? Put these figures plainly before him, and you won't have to keep any low-priced and therefore inferior horse nails. One brand will meet all your requirements. That must however be the "**C**" brand. Don't accept any substitutes. Insist on having this one brand only: it is—as always—the best. Our name is on every Box.

All the wholesale hardware firms in Winnipeg have them on sale.

## Canada Horse Nail Company, Montreal.

### \*\*\* THE BIG 4 \*\*\*



STARR HOCKEY—PATENTED.

Breaking Strain from  
Actual Test, 1,100 lbs.



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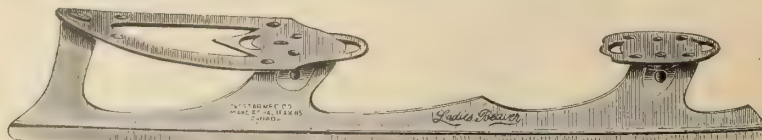
A Dainty Skate  
for  
the Ladies.

THE . . .

**STARR  
MFG. CO.**

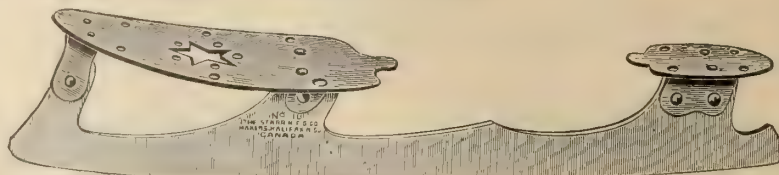
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WORKS and OFFICE:  
**DARTMOUTH, N.S.,  
CANADA.**



LADIES' BEAVER—WITH FLANGED RUNNER.

A  
Beautiful  
Skate.



STARR FIGURE SKATE—Used by Professional Figure Skaters.



# H. S. HOWLAND, SONS & CO.

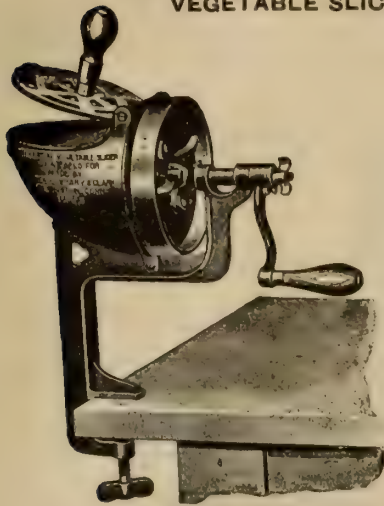
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ONLY  
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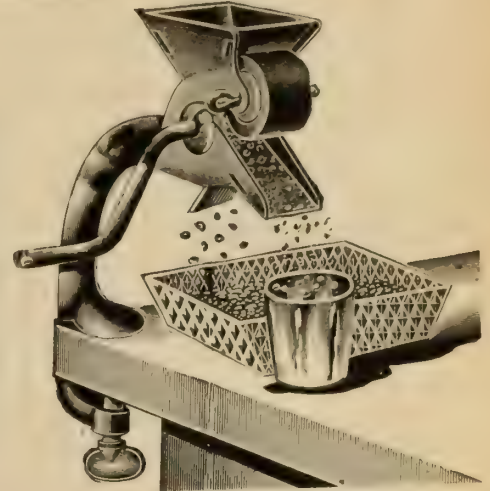
RAISIN SEEDERS.



"UNIVERSAL"—Tinned.

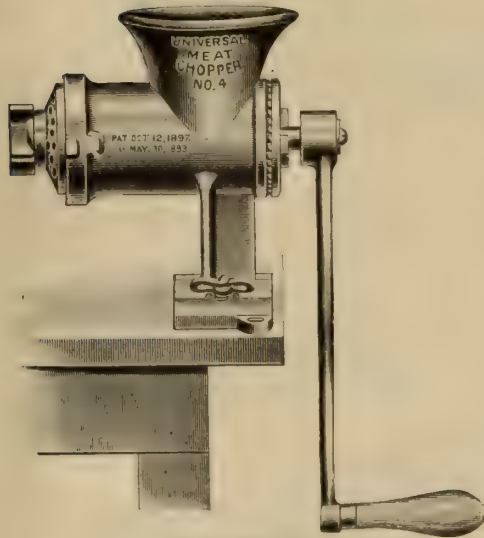


"ENTERPRISE"  
No. 36. For Family use.  
38. " Hotel "

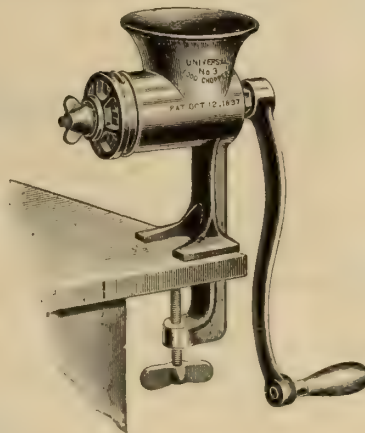


"PERFECTION"—For Family use.

MEAT CHOPPERS.



"UNIVERSAL"  
No. 31. ( For Family or )  
1. { Butchers' use. }

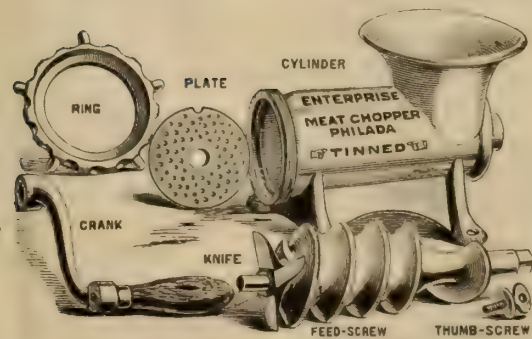


"UNIVERSAL"  
No. 1. Small Family use.  
2. Medium "  
3. Large "

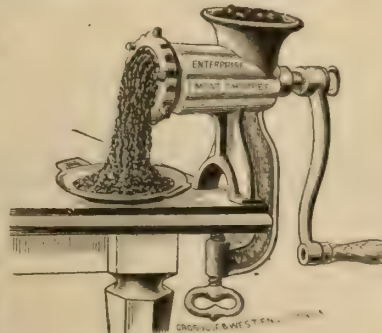


"STERLING"  
No. 1. For Family use.  
2. " Hotel "

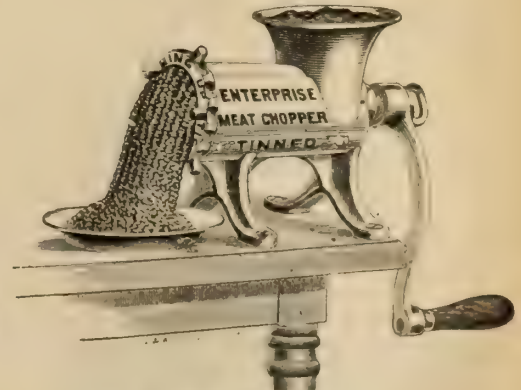
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10. Large "



No. 12. Large Family use.  
22. Butchers' "

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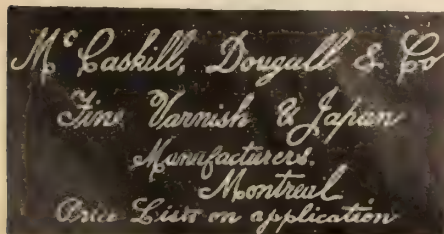
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kinds  
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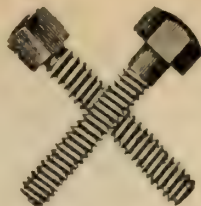
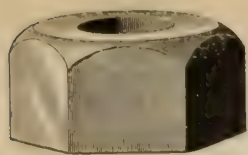
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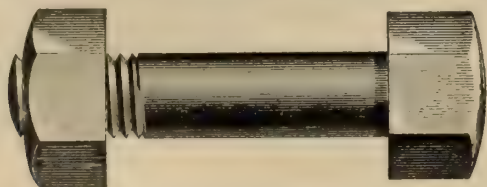


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72 x 30 x 28

72 x 36 x 24  
72 x 36 x 26  
72 x 36 x 28

72 x 24 x 28

96 x 30 x 18  
96 x 30 x 20  
96 x 30 x 22  
96 x 30 x 24  
96 x 30 x 26  
96 x 30 x 28

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96 x 24 x 28

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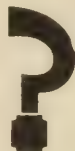
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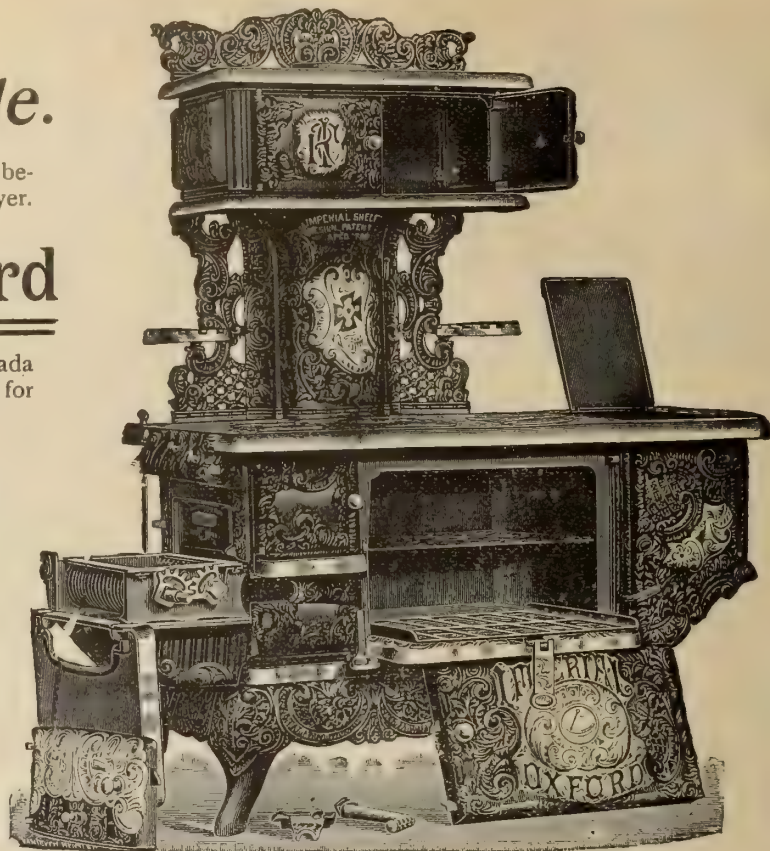
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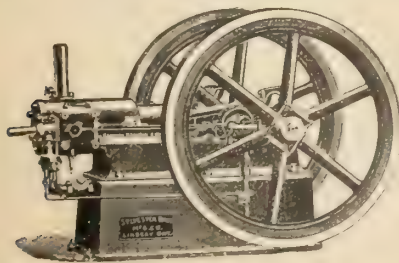
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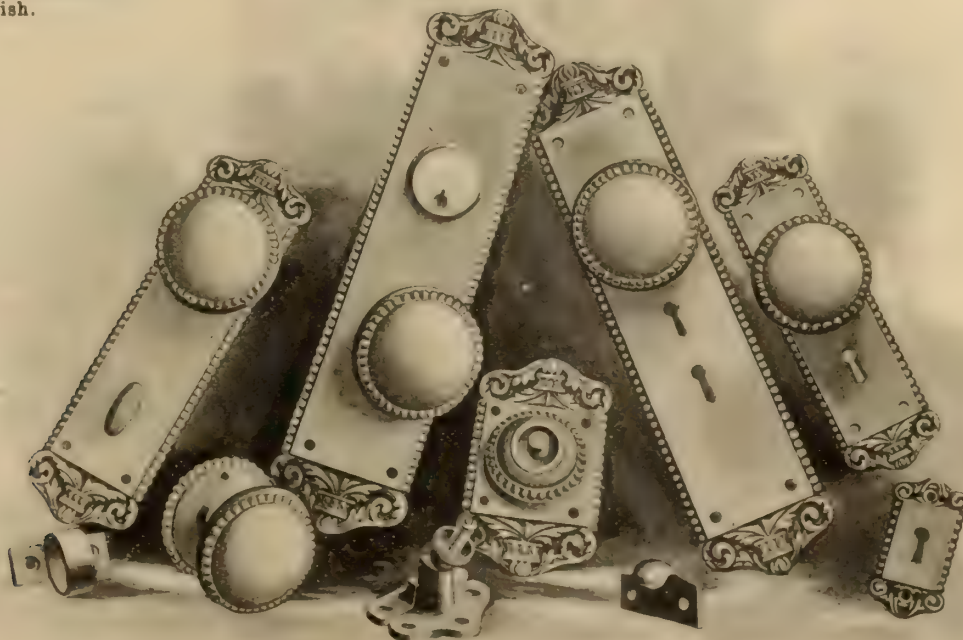
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**T**HE style of Lawn Mower most successful in the market to-day is the one that will do the best work, run the lightest, will adapt itself to the greatest variety of grass and cutting, and is so constructed that it will require very little attention to keep in order.

In the WOODYATT LAWN MOWER, the simplicity of parts, high quality of material used, and care and skill devoted to its construction, make it fully qualified to meet all the above requirements if its working parts are kept properly oiled.

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#### SKY-SCRAPERS IN LONDON.

AMERICAN capitalists have been attracting a great deal of attention in London, Eng., during the last year or two by the electric underground railways with which they are honeycombing the world's metropolis. But they are intent on boring through space as well as through the bowels of the earth, for we are told that American and British capitalists are associating themselves in a scheme to erect a sky-scraper in the opened-up Strand which will be the largest building in the

world. It will cost £2,000,000 sterling, and will contain 6,000 rooms.

Referring to the matter, Commerce says: "There is, of course, a good deal of prejudice in London against the American 'sky-scraper,' but we shall probably have to face it, as the demand for offices in the metropolis continues to grow, and we certainly could not face it in a better place than in the widened Strand. Devised with skill, such a building might even look imposing in such a surrounding. At all events it need not look ugly."

There is one thing about tall buildings which always recommend them to capitalists: the space through which they bore, unlike the ground upon which they rest, costs nothing. It is rather a matter of surprise than otherwise that the sky-scraping type of building has not come into evidence in London before this.

#### A GOOD TRADE SIGN.

The returns regarding the bank clearings in Canada continue to afford a good deal of food for satisfaction.

During November the returns aggregated \$163,188,409, an increase of 8.6 per cent. compared with the same month a year ago. For the 11 months ending November the returns aggregated \$1,694,440,211, or 17.1 per cent. in excess of the corresponding period of 1900.

It is evident that as long as the bank-clearings' barometer reads so favorably we need not have much concern regarding the trade conditions of the country.

#### GOING OUT OF POLITICAL LIFE.

It is with regret that we learn of the decision of Col. Prior, of Victoria, B.C., to retire from politics, either Provincial or Dominion.

He is the type of man of which we have altogether too few in political life, namely, the practical business man.

No doubt politics had some attraction for him; but it must have entailed a good deal of sacrifice on his part to take so much of his time from the hardware business of which he is the head, to devote himself to the affairs of his country. For the time he has been in public life he is deserving of the thanks of those who stand with this journal in preferring the practical business man in Parliament to the man who makes politics a profession with a view to advancing his own interests.

It matters little or nothing what a man's party predilections may be as long as he is a practical business man with a good fund of common sense. Business men are gradually recognizing this. And just as they recognize and practice it will the personnel of our legislative bodies improve.

The respective political parties in Ontario are at present engaged in selecting their standard-bearers for the contest which is to come off at the polls a few months hence, and it is to be hoped that at the party caucuses the business men are exercising their influence on behalf of business men as their nominees. Now is their opportunity. And an opportunity cannot be grasped after it has gone by.



## STOVE PRICES TO BE MAINTAINED.

A NUMBER of the leading stove manufacturers of Canada met in Hamilton on Wednesday to consider the question of prices. The outcome was a decision to allow prices to remain unchanged. In view of the high price of iron and steel, a reduction in figures was not to be expected. And from what we can learn the prices now ruling are fixed upon a moderate basis when cost of material and labor is taken into consideration.

The turnover of stoves and furnaces in Canada during the season now nearly closing is easily the largest in the experience of the manufacturers of this country. The season of 1900 was considered an unusually good one, but the present will doubtless, from what we can gather, exceed it by nearly 50 per cent.

This increase entailed a heavy tax upon the manufacturers, for early in the season their stocks became so broken up and their orders so far behind that many of them were nearly driven to their wits' end.

The demand for stoves and furnaces is now getting into small compass, as far as the manufacturers are concerned, although quite a respectable number of orders are still going out.

What the next season will produce, as far as prices are concerned, cannot with certainty of course be foretold. At present, however, the conditions do not favor a lower range of values. The iron and steel markets continue in a very strong position. During the past month or two there have been quite substantial advances and some foundry grades of pig iron have advanced \$1 per ton within the last few weeks.

The manufacturers of oil stoves in the United States are asking 5 per cent. advance over the figures ruling last season. This importers in Canada have just learned, being engaged in making their contracts for next season's supply.

### HEAVY ORE SHIPMENTS

WATER shipments of Lake Superior ore during the season just closed were a little over 20,000,000 tons, against 18,570,310 tons last year.

Commenting on the figures, The Iron

Trade Review, of Cleveland, says: "Counting in the shipments from Michipicoten Bay, of which about 75,000 tons went to Canadian furnaces and about 160,000 to Lake Erie ports, it is probable that the total will run above 20,500,000 tons. There is some further talk of prices for next year's ore, and it is understood that some sales have been made, chiefly of Mesabi ores. The Stevenson ore, for example, which promises an output of 1,500,000 tons in 1902, is offered at \$3 for next year, as against \$2.75 this year, and the advance is in line with what is expected in the case of the best Mesabi Bessemer. Some good records are being made in the use of Mesabi ores whose physical condition compares favorably with old-range ores, as high as 85 per cent. being used in some instances. The Mesabi output promises to be about 45 per cent. of the total this year, and may exceed 9,000,000."

To these figures the all-rail shipments are yet to be added.

### THE PRICE OF FREEZERS AND REFRIGERATORS.

IT is probable that next season will see slightly higher prices on ice cream freezers and refrigerators. At any rate, the Canadian wholesale dealers who are trying to make contracts with manufacturers in the United States are being asked 5 per cent. higher figures than they were last year. In announcing the advance the manufacturers say that their profits last year were altogether too small.

The manufacturers of freezers in the United States have an arrangement among themselves whereby an uniform basis of prices is maintained.

As all the freezers used in Canada are imported from the United States, we are, therefore, at the mercy of the organization on the other side of the boundary line. As far as we are aware there has only been one serious attempt to make freezers in Canada, and that was some years ago. As far as we can learn the principal reason for this is the fact that the patents covering the staple lines are held in the United States.

The turnover in ice cream freezers and refrigerators in Canada last season is generally conceded to have been the largest in

the experience of the trade. And the demand in many instances exceeded the supply.

### FALSIFYING A TREATY.

Years ago—30 or more—we had a reciprocity treaty with Canada. Canucks then used to come to Troy, buy a stove for a pattern, take it up to Canada and make hundreds of others to look like it. These duplicated stoves were altogether inferior, but the casual purchasers did not know that. The stoves were shipped into the United States free of duty and undersold the better home-made article. Of such reciprocity with Canada we have had more than enough.—Troy Budget.

THIS is a sample of the all-too much nonsense that is appearing in the columns of the press. The reciprocity treaty of 1854 had no more to do with the trade in stoves than the Crimean War had to do with the creation of the treaty.

Under the treaty between Canada and the United States each country agreed to admit, duty free, certain specified articles. These were breadstuffs, provisions, live animals, fruits, fish, poultry, hides and skins, furs, stone, ores and metals, timber and lumber, unmanufactured cotton, flax and hemp, and unmanufactured tobacco.

If the editor of The Troy Budget can see stoves in that list his eyesight must be of a most peculiar type. If he had been as desirous of telling the truth as he was of scoring a point, he would, first of all, have examined the list of articles which the treaty embraced.

### A MEAN MERCHANT.

A VOID meanness, for there is no trait which tends to bring a merchant more readily into disrepute with his customers.

We have in mind a certain retail merchant whose trait of meanness at times leads him pretty close to the verge of dishonesty.

One thing, for instance, that appears to be a common practice with him is in regard to the value he attaches to the United States 10c. piece. If he takes it in over the counter from a child, he reckons it at 8c., but when he gives it out in change he values it at 10c. We know of a family who was curious enough to experiment with him in this particular, and the results were invariably the same.



## TRADE IN COUNTRIES OTHER THAN OUR OWN.

## THE BRITISH TINPLATE TRADE.

GENERALLY speaking, the market has been fairly active during the week. Buying has been brisk, especially for quick delivery, and plates have changed hands at 13s. 4½d., 13s. 6d., and 13s. 7½d. per box of common 14 x 20, 112 sheets, 108 lb., Bessemer cokes, according to specification. For delivery next year, sales have been made at 1½d. to 3d. under these figures, a moderate business only being reported, buyers holding off in anticipation of still further reductions. Makers' quotations for reasonable delivery are: I C, 14 x 20, 112 sheets, 108 lb. Bessemer cokes, 13s. 1½d. to 13s. 4½d. per box, hundred ground substance, 3d. less; Siemens steel, 1½d. extra f.o.b. Wales.—Iron and Coal Trades Review, November 29.

## MANUFACTURED IRON AND STEEL IN ENGLAND.

In regard to finished materials, makers remain in a fairly strong position. Even in districts where the volume of new business coming to hand is hardly satisfactory, there are a number of old orders on hand which will keep many firms busy for some time to come. The check in the placing of new shipbuilding orders will doubtless be felt presently by houses turning out marine material, but at present the yards have yet a good weight of business to give out. Prices generally are well maintained, despite foreign competition. In the bar trade the demand continues good, and in South Staffordshire makers have renewed contracts without difficulty at £8 10s. for marked, and £7 for common iron. The average realized price of iron in the North of England for September and October shows a drop of only 1s. 1d. As compared with the previous two months, whole bars and angles, taken separately, have actually advanced.—Iron and Coal Trades Review, November 29.

## BRITISH PIG-IRON MARKET.

The pig-iron market in most districts is characterized by a quiet tone, and a somewhat easier tendency as regards prices is perceptible here and there. In the Cleveland district, for example, trade is dull and prices are weaker. Indeed, it is reported that some of the less favorably located furnaces may be blown out, although the ironmasters as a body have not taken the matter into serious consideration. At the present time there is a remarkable disparity in the prices of Scotch and Cleveland iron. This week Scotch warrants have been quoted at 13s. per ton more than Middlesbrough warrants, the usual difference being

only about 4s. 6d. The following is a statement of the stocks of pig iron in public stores:

|                                          | Tons.   |
|------------------------------------------|---------|
| Connal's at Glasgow .....                | 57,319  |
| Connal's at Middlesbrough .....          | 136,051 |
| Connal's at Middlesbrough, hematite .... | 300     |

—Iron and Coal Trades Review.

## PIG IRON IN THE UNITED STATES.

The pig-iron market continues to show great strength, as all grades of iron have an upward tendency. No. 2 foundry iron for delivery during the next three months was sold at \$16 per ton Pittsburg during the week, while a large lot of forge iron brought \$15. Small lots of Bessemer iron were sold at \$16.40 to \$16.65 per ton, and other grades brought proportionately-high prices. The call for foundry iron for prompt shipment is very large, and the present high prices are, in a measure, due to this demand. There is also a large demand for iron for delivery during the first half of next year, and the furnacemen are inclined to hold back quotations, believing that prices will go still higher before the first of the year. It is altogether probable that the United States Steel Corporation will purchase Bessemer iron this week to cover its requirements during the first quarter of next year, as a meeting of the furnacemen's committee has been called for this purpose on Thursday of this week. The Bessemer Association has practically decided to quote \$15.25 per ton for this iron at the furnace, or \$16 Pittsburg. This price will have a tendency to hold down the pig-iron market generally.—Iron Trade Review, December 5.

## ADVANCE IN SOUTHERN PIG IRON.

The American Metal Market of December 11 says: Our Pittsburg correspondent says under date of December 10: "The Southern furnaces to-day advanced prices 25c. per ton all along the line, making price for No. 2 Foundry \$11.75 f.o.b. Birmingham."

The agent of The Sloss-Sheffield Co. of Birmingham says to-day:

"I have not yet been advised of any new advance, but am momentarily expecting it. I confidently expect an advance of not less than \$1 per ton, but it will probably come in two advances of 50c. each; it will get there by February 1."

A canvass among the pig iron furnace agents here shows that they are looking for a further advance in the price of pig iron of all makes, though they strongly deprecate any higher prices.

## WIRE NAILS IN THE UNITED STATES.

The demand for wire nails is of a hand-to-mouth character, buyers continuing to

buy only in small lots, and much of the business being placed is for less than carloads. The present condition of the wire nail market as regards prices is unsatisfactory to the makers, and it is not improbable an effort will be made at an early date to put the market on a better basis. Competition for business is very keen and low prices are being made.—New York Journal of Commerce.

## A LANTERN PATENT IN DISPUTE.

Mr. W. A. Kemp, of The Kemp Manufacturing Co., Toronto, has a dispute with W. W. Chown & Co., Belleville, over an alleged infringement of a lantern patent. The case came before Mr. Justice Burbidge, of the Exchequer Court, on Thursday. His contentions are that he secured a patent on October 22, 1900, for a bail of determinate length whereby the globe of a lantern could be lifted vertically and held in position while the wick is lighted, and that the defendants have violated the same continually by manufacturing lanterns with the improved bail and selling them throughout the Dominion. His claim is for damages and for an injunction to restrain further transgression of the patent.

The defence set up by the Chown Company is that the article said to be covered by the patent is no novelty, but that it had been in common use in Canada and the United States for a year before the patent was issued. The plaintiff, they say, is not the first inventor.

## HAMILTON TRAVELLERS MEET.

At Hamilton, on Saturday night, November 30, the Hamilton branch of the Commercial Travellers' Association of Canada held a meeting at the New Royal for the purpose of nominating officers and directors for 1902. The result of the nominations are as follows: first vice president, James Hooper (acclamation); second vice-president, Fred. T. Smye (acclamation); directors, J. Cauley, W. G. Reid, H. G. Wright, J. H. Herring, E. J. Fenwick, H. J. Hickey, T. M. Davis, George McGregor, R. Moncur, George Muttesson (six to be elected).

Of this institution, 500 out of a total membership of 6,000 live in that city and they have paid out to deceased members a large amount of insurance claims during the year. The reserve fund is now over \$350,000. They decided, after some discussion, not to hold any public entertainment this year.

At Tara, Ont., Jas. A. McDonald has bought the furniture stock of McCullough & Panderson, and is going to carry it along with his hardware business. He is putting in an extra stock of furniture and house-furnishings.



## THE MANUFACTURING CLAUSE OF THE CANADIAN PATENT ACT.

From The Canadian Patent Office Record.

Section 37, of the Patent Act, reads :

Every patent granted under this Act shall be subject and be expressed to be subject to the condition that such patent and all the rights and privileges thereby granted shall cease and determine, and that the patent shall be null and void at the end of two years from the date thereof, unless the patentee or his legal representative or his assignee within that period or any authorized extension thereof, commences and, after such commencement, continuously carries on in Canada the construction or manufacture of the invention patented, in such manner that any person desiring to use it may obtain it, or cause it to be made for him at a reasonable price, at some manufactory or establishment for making or constructing it in Canada.

22. Whenever a patentee has been unable to carry on the construction or manufacture of his invention within the two years hereinbefore mentioned, the commissioner may, at any time not more than three months before the expiration of that term, grant to the patentee an extension of the term of two years on his proving to the satisfaction of the commissioner that he was, for reasons beyond his control, prevented from complying with the above conditions.

IN our October issue we published an abstract of the Patent Act in reference to the importation clause of the Canadian patent laws: we now print an abstract of the Act referring to the manufacturing clause, together with such information as will enable patentees to ascertain for themselves whether to obtain an extension as allowed by the Act or else run the risk of having the patent invalidated for non-manufacture.

As in the matter of the importation clause, so in regard to the manufacturing clause, we receive letters of inquiry from patentees asking why their patent would be void after two years from the date of issue when the grant is for 18 years and the fees paid for the first term of six years or more. To this, the answer is, while the patent is issued for 18 years with fees paid for the first, second, or full term, the grant of the patent is, nevertheless, subject to the conditions cited in section 37, which enacts that for a period of two years, the patentee has the privilege of withholding the invention from public use and may refuse to sell the patent or allow anyone else to manufacture, construct, or in any way use the invention. At the end, however, of these two years, the privilege ceases, and the patentee is compelled to manufacture and sell, in such manner that anyone desiring to use the invention may obtain or construct the same at a reasonable cost. If the patentee fails to comply with these conditions, the patent will be declared null and void at the instance of the suit of any interested party.

However, many causes may exist that prevent a patentee from manufacturing the invention and placing the same on the market within two years such as want of sufficient capital, ill health, non-completed experiments for improving the details of the invention, applying for patents of improvements and a hundred and one other obstacles may render it absolutely impossible to comply with the Act before the two years expire. For such

cases sub-section 2 is specially designed to afford relief, and under its provisions authority is conferred upon the Commissioner of Patents to allow the patentee a sufficient extension of time to complete arrangements for the manufacture and sale of the goods protected by the patent.

Patentees frequently inquire: for how long can the time to delay manufacture be extended? The answer is: For as many years as the patentee can show satisfactory reasons that manufacture is impossible; only, however, one year is obtainable at a time. For example, if A obtained a patent for a churn on the 2nd of January, 1900, he has the right to withhold the invention from public use until the 2nd of January, 1902, when he will be compelled to manufacture and place the churn on the market or license someone else to do so. We will presume, however, that A desires to improve the construction of the churn before placing it on the market and has, perhaps, not enough money for that purpose, then all that A requires to do is to petition the Commissioner of Patents for an extension of time and upon obtaining same—which will be for not more than a year, he will have until the 2nd of January, 1903, in which to complete the details of the invention. If this is not sufficient, he can petition again and have until the 2nd of January, 1904, and so on until he completes the invention, manufactures and places the churn on the market. A may, of course, have other reasons that may render manufacture impossible, but no matter what the reason is, the time will be extended from year to year, so long as the Commissioner is satisfied with the allegations set forth in the applicant's petition, that he is entitled to an extension.

Some patentees, who have obtained one year's delay, are under the impression that further extensions are not obtainable. It will, however, be seen that such is not the case and that it is only necessary to give one or more satisfactory reasons to obtain another delay.

All petitions for extensions should be filed within three months of the second anniversary of the date of the patent. For example, if the patent is dated the 2nd of January, 1900, the petition should be lodged in the patent office between the 2nd of October, 1901 and 2nd of January, 1902. An application received before the 2nd of October will have to await consideration until that date, and if received after the 2nd of January, 1902, it will be absolutely refused, no matter under what circumstances the delay arose and what the reasons for requiring the extension are, as the Patent Act expressly states that no delay can be obtained after the time for applying for same has expired. Hence the only satisfaction the patentee or his agent will obtain will be the information that it is out of the power of the office to entertain the belated application.

After an application has been refused on account of having been lodged after the time had elapsed, the patent has, according to the letter of the law, ceased to exist and it only remains for some interested party to enter suit, adduce

proof of non-manufacture and obtain a judgment invalidating the patent. Fortunately, however, for the average patentee, no patent has within the history of the patent office been annulled for technical non-manufacture alone. As a general rule, the trend of all decisions has been that where the patentee cannot manufacture and has been unable to obtain a delay, the patent is in no danger as long as the patentee can adduce proof that he is willing and anxious to license someone for a reasonable compensation to manufacture on a royalty basis. Let, however, sufficient evidence be produced that the patentee refused under any consideration to work the patent or allow anyone else to work it and the Act would be sufficiently effective to obtain the forfeiture of the patent.

Under these circumstances the question naturally arises what shall an inventor do to keep his patent valid, when in time he has neglected to send in his application and has not commenced the manufacture of the invention, as required by the Patent Act. In such cases any of the three following courses are open:

The first would be to obtain a special Act of Parliament, which would empower the patent office to grant an extension after the time for doing so has expired. This is, however, an expensive proceeding and only within the reach of inventors and corporations of ample means—its minimum cost may be set down at \$300.

The second course open for the patentee will be to commence the manufacture and sale of the patent at the earliest possible moment, for the reason that after operations have once commenced it will be difficult to have the patent annulled on account of the law being in the end complied with.

If the patentee cannot afford to obtain special legislation and has not the necessary financial means of commencing manufacture, the only remaining course open will be to license someone to work the invention and sell the patented product. To accomplish this, it will be necessary to advertise in one or more Canadian publications and obtain notarial certificates showing when, where and under what conditions such advertising has been effected and, as long as this is continued, the possibility of the patent being invalidated through non-manufacture is reduced to a minimum.

As in many other matters appertaining to the Canadian patent laws, a great many inventors exhibit the most astounding ignorance as to their true import and requirement and it would take many pages to print the numerous questions asked and erroneous ideas entertained. It must suffice that we cite a few

# WIRE NAILS TACKS WIRE

Prompt Shipment.

**The ONTARIO TACK CO.**  
Limited  
HAMILTON, ONT.



of those mistakes most generally entered.

One, and probably the most erroneous, idea is that the patent being paid for for six years, nothing need be done until the term is nearly up, when all that is necessary will be to pay the second term fee. The answer to this we have already given: to add more would be needless.

Another idea is similar to the above, except that the patentee obtains four successive grants of delay and considers that the payment of fee for the second term also includes the right to delay manufacture. In such a case it is probable that when an occasion presents itself in which such a patentee has an opportunity to sell the patent, he finds that he has nothing to sell.

Ignorance of the manufacturing clause is not merely confined to patentees, but is shared by quite a few patent attorneys and persons who pretend to act as such and only those who are in constant and close touch with the practice of the Canadian patent office are exceptions to this charge.

The manufacturing clause being the simplest but least understood part of the Patent Act, affords unexcelled opportunities for fraudulent practices. All patentees, therefore, who may have occasion to obtain extensions, are warned to be on their guard against being "taken in" by any of the numerous swindling concerns who, under cover of all kinds of inducements and misleading representations, derive a considerable revenue at the expense of their victims.

As a general rule, the mode of operation of the class of solicitors referred to is to send the patentee a notification to the effect that their patent expires on such and such a date, unless renewed—(none of them say what really has to be renewed) some cite the section of the Patent Act under which such renewal is alleged to be required and some do not, but none state the exact case under which a renewal is required. Then, as an inducement, they offer to sell the patent for a consideration or for the privilege of obtaining an extension. The result is that many patentees obtain extensions who are actually manufacturing. As to selling the patent, it should not require much argument to convince any patentee that if any concern could really sell, they would obtain an extension without charge.

To sum up: A patented article must be manufactured in Canada within two years of the date of the Canada patent covering it—otherwise the patent is liable to be declared void. If for some reason or other the manufacture cannot commence within the two years, the patentee should avail himself of the relief provided by subsection 2 of section 37, and obtain an extension of time before the two years expire. If the patentee should forget or neglect to do so, let it be remembered that a patent is valid until a court has annulled it and that no patent has yet been annulled for non-manufacture pure and simple, when evidence could be adduced that it was accidental and that rights were not purposely withheld. Let the patentee then do the best to show bona fides in that respect by offering his rights publicly and by accepting a fair offer if one presents itself. Deal only with respectable attorneys and avoid those who make plausible promises.

In conclusion, we wish to add that if any of our readers experience any difficulty in having their invention manufac-



# No Mystery

There's no mystery in good paint making. It is only "cheap" and inferior paint that surrounds itself with secrecy and mystery.

## THE SHERWIN-WILLIAMS PAINT

is not a "patent" or "chemical" paint. There's no secret or mystery about it. It's a pure lead, zinc and linseed oil paint. It's better than other paints made from the same materials, because our methods and facilities are better—not because we have some patent or secret scheme of manufacture.

Paint dealers can sell more paint if they have confidence in the goods they handle. An honest paint gives an honest ring to your voice when you are talking with the trade.



## THE SHERWIN-WILLIAMS CO.

PAINT AND VARNISH MAKERS.

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BOSTON,  
TORONTO,

SAN FRANCISCO,  
KANSAS CITY.



tured in Canada in time and are in doubt whether to obtain an extension or not, or find themselves in any predicament, our services are at all times at their disposal in advising the best course to be pursued.

### EARLY CLOSING AT BRANTFORD.

In Brantford, Ont., there is being gotten up a petition asking that all the stores be closed at 6 o'clock each evening excepting Saturday, when they are to be closed at 10 o'clock. To secure the desired legislation each trade has to get up a separate petition, signed by three-quarters of the persons engaged in each business. As soon as they have secured as many signatures as they can, these petitions will be presented to the city council, asking that a by-law may be passed enforcing early closing.

### PRIVATE TOKENS.

A high official of the Finance Department was a few days ago asked whether the Department's attention had been drawn to the circulation in Midland and Penetanguishene of private tokens to their employees which are coming into general circulation there. His answer was that the Department had heard of the movement and The Free Press would not be surprised if steps will be taken to prevent the growth of a practice which in the earlier history of Canada caused immense loss. A leading Canadian banker gives it as his opinion that the issue of

these tokens is a serious matter and calls for the attention of the Banking Association. In 1837, he adds, it caused a financial panic in this country. These tokens were put out by hundreds of firms and accepted in good faith by the general public. When the firms failed the holders of the shimplasters and tokens lost their money completely. The same authority goes on to say that much depends on the light in which these tokens are regarded by those who issue them. By some they are said to be merely orders for so much on the company's stores, but if they are passed over the counters for money at other concerns and regarded in the light of cash, it becomes a matter that should be dealt with. Free Press, Ottawa.

At Owen Sound, The Grey and Bruce Portland Cement Co. has received a large order from the Ontario Government for their brand of cement, and have placed an order with The Abbi Co., of New York, for two new rotary dryers. When these have demonstrated their capabilities additional ones will be added.

At Southampton, Ont., a plan has been on foot for some time to furnish water and power supplies to the town by erecting a dam on the Sauguen river. For that purpose, C. M. Bowman, M.P.P., has had engineers surveying the river at a certain point, and it is found that 1,200 horse power will be available. Should this scheme be carried out, it will save the town some \$6,000 on the installation of a new waterworks system, besides allowing over 1,000 horse power to dispose of for manufacturing purposes.



**SOLD A WORTHLESS FORMULA.**

A swindler named W. F. Campbell, who has been successfully operating in London, Toronto, St. John and in several of the manufacturing cities in the Northern, Eastern and Middle States, was finally run to earth by the Montreal police. He obtained money by selling business firms a worthless formula for cutting and the manufacture of gum shellac and for wood filler. This he sold for the sum of \$25. He sold this valueless recipe to 23 firms in Montreal during the time he was there. But when arrested he had only \$28.50 in his pocket, and, as he admitted having played poker with a number of others, it is surmised that he parted with the rest of his money in that seductive game. He is about 40 years of age and has a wife and family who are supposed to be living in Toronto.

**NEW ELECTROPLATING PROCESS.**

A new process for electroplating wooden doors, etc., with copper, brass, nickel or any other desired metal, is announced by a contemporary. The process is described as follows: To preserve the wood and prevent it from warping, it is first treated with linseed oil and resinous gum. It is then varnished, and, after conducting metal strips have been fixed around the edges to disperse the current, the whole surface is rendered conducting in one of the several ways known to electrotypers. It is then immersed in the plating solution and the metal deposited upon it by the action of the current. For the decoration and enrichment of carved doors, panels or other architectural parts, as well as for general decorative purposes such a process should prove useful.

**IN THEIR NEW PREMISES.**

The Frost Wire Fence Co., Limited, of Welland, Ont., are now located in their new premises adjoining the G.T.R. tracks. The new building is a two-storey brick, 60 x 83 ft., with a frame warehouse addition of sufficient capacity for storing upwards of 300 tons of wire. The premises are fitted throughout with every modern factory convenience. Power is supplied by a Gould, Shapley & Muir natural-gas engine, and the building is heated and lighted by natural gas. Every department is arranged for the most economical handling and manufacturing of the Frost fence, Frost steel gates and coiled spring wire. New machinery is being installed which will give them a capacity increased three-fold. This firm has been located in Canada for three years and a half, and each year their business has increased about 50 per cent. over the previous one. This speaks well for the quality of their product.

**THE LONDON SCALE WORKS**

GEORGE M. FOX  
(Successor to John Fox)

Manufacturer of Railroad, Hay and Platform Scales.

91 York Street, LONDON, ONT.

Watch our ad. in next issue, or write to us for particulars on our patented

**Automatic Door Strip and Weather Strip**

Specially adapted for cold climates and takes the place of the inner window.

**HELMS & HELMS, 148-50 Willow St., PHILADELPHIA.**

**IT DOESN'T PAY**

To buy a cheap Single Gun: there is a contest on among certain manufacturers to see how cheap these can be made, but it's a policy that we don't believe in, and it's a policy

**THAT WON'T PAY.**

In the future, as in the past, the recognized superior quality of

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**WILL BE MAINTAINED.**



Semi-Hammerless. Trigger Action. Automatic Ejector or  
12 and 16 Gauge. 30 and 32 Inch Barrel. Non-Ejector.

Catalogues mailed upon application.

**IVER JOHNSON'S ARMS & CYCLE WORKS,**

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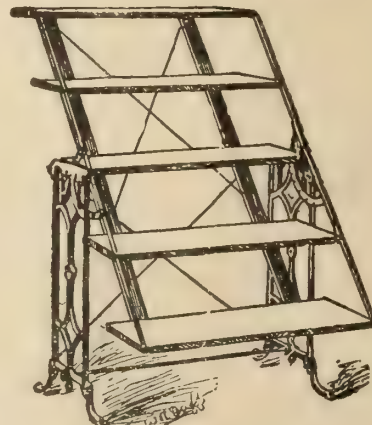
**FITCHBURG, MASS.**

**HOLIDAY DISPLAYS.**

Now is the time to plan.

You will soon be too busy to think.

Show the people what you have and sales will follow.



For window or store decorating they are unequalled.

Easily and instantly adjusted to any angle

Useful for many purposes, and always ready for use.

**BOECKH'S ADJUSTABLE DISPLAY TABLES**

are what every up to-date storekeeper requires to keep his goods prominently before the public. A card will bring full particulars.

**UNITED FACTORIES, Limited,**

**TORONTO, ONT.**



## UNITED STATES TRADE WITH CANADA.

ONE of the most interesting addresses made by representative business men at the recent National Reciprocity Convention at Washington, D.C., remarks The Metal Worker, was that of George T. Coppins, general manager of The Walworth Mfg. Co., of Boston, Mass., who represented the Boston Chamber of Commerce at the convention. Mr. Coppins took strong ground in favor of more liberal treatment of Canada, as the largest customer for our goods. He spoke, in part, as follows :

"There is no logical escape from the conclusion that Canada should be included in any scheme of trades union which is based upon Pan-American necessities. There are only a few great purchasing nations. England, Germany and France lead the list, but, so far as our trade is concerned, Canada takes the third place, and, in spite of her limited population of 5,000,000, she bought of our products last year \$20,000,000 worth more than France did. Canada, considering the number of her people, is our best customer. The Canadians bought of us last year goods to the value of \$20 per capita. Surely a nation that possesses such an astonishingly-good customer cannot afford, on the broad principles of trade, to adopt any policy which threatens to drive him away.

"But these large Canadian purchases are not the only considerations to be taken into account. These neighbors to the north of us bought last year more of our products that are classified as manufactured goods than any other nation in the world. Nearly two-thirds of all the merchandise that we sold to them came under that classification. It hardly needs to be explained to this assembly that this is the most profitable species of trade that a nation can possess. It is well to sell wheat; it is better to sell flour. It is well to sell pig iron and steel billets to a foreign people; it is better to sell them tools, hardware, machinery and various other iron and steel commodities ready for immediate use."

## A LARGE STOCK OF SKATES.

The John Bowman Hardware Co., London, Ont., have a large stock of skates on hand, and they announce that they are not only able to fill orders promptly but to quote close figures.

## A MERIT OF ACETYLENE GAS.

A chief merit in acetylene lies in its true rendering of color shades at night, says The Acetylene Gas Journal. One of the recent large installations designed to take advantage

of this characteristic is that reported from Muhlbach, in Alsace, in a cotton mill employing 500 hands. Between 800 and 900 jets of acetylene are now in operation daily. But the design is ultimately to employ 1,300 flames. Naturally enough, it is reported that all operatives are highly pleased with this and other qualities of acetylene.

## NORTHWEST DRUMMERS MEET.

At the annual meeting of the Northwest Commercial Travellers' Association, at Winnipeg, F. S. Morgan was elected president by acclamation, as were also Murray McGowan, vice-president, and L. C. McIntyre, treasurer. Nominations were also received for the board of directors. James Beveridge and H. H. Welsh were elected vice-presidents of Vancouver and Victoria respectively.

A committee was appointed to make all arrangements for their dinner which they expect to hold on December 30.

## TAX ON BICYCLES IN FRANCE.

Over \$1,000,000 collected on 739,335 wheels last year.

The American consul at Lyons, France, informs the State Department in a letter just received that the Minister of Finances of France has just published the statistics for 1900 of the number of bicycles in use in France and the amount realized from the tax on them.

The total number in the eighty six departments at the close of the year 1900 was 739,335. The total tax on these wheels for the year was \$1,094,995. The total number of bicycles in use and registered during the last seven years is given as follows: 1894, 203,026; 1895, 256,084; 1896, 329,816; 1897, 408,869; 1898, 483,414; 1899, 838,856; 1900, 987,130.

## HARDWARE HOLIDAY NOVELTIES.

Every hardware dealer who is awake to the necessities of his business must realize the importance of carrying a well-selected stock of holiday goods, remarks Stoves and Hardware. Many dealers, it is said, object to carrying goods of this character, on the ground that they are out of their regular line of business and that holiday customers cannot be attracted to a store where only staples are ordinarily sold. 'This is a mistaken view of the case. Holiday goods are in themselves a class of seasonable staples. When judiciously bought and handled, including a proper attention to advertising, and also to manner of arrangement and display, they become a part of the general stock and not a side line in which only an occasional profit is made. In fact, what are generally classed as holiday goods in the hardware trade are actually a part of the regular

stock, and should be so regarded by the merchant of modern ideas. They are not to be put on display for a few weeks before Christmas and the unsold portion stored away for another season, but they can with propriety be made a part of the general stock and be used as a means for increasing the scope of the business, providing they have been bought with intelligence and are handled with discriminating care.

## METRIC SYSTEM NOW IN USE IN TWENTY COUNTRIES.

It is stated by United States Consul Haynes, of Rouen, France, that the metric system is to-day compulsory in 20 countries, representing more than 300,000,000 inhabitants: Germany, Austria-Hungary, Belgium, Spain, France, Greece, Italy, Netherlands, Portugal, Roumania, Servia, Norway, Sweden, Switzerland, Argentine Republic, Brazil, Chile, Mexico, Peru and Venezuela. Although the United States has not yet adopted the metric system in its domestic transactions American manufacturers are almost universally prepared to furnish quotations to foreign buyers in metric terms and to conduct their correspondence accordingly.—New York Hardware.

## A MONTREAL PAINTER FAILS.

George S. Kimber, painter and trader, 2466 St. Catherine street, Montreal, has assigned on demand of John Hyde, accountant. His principal creditors are: McArthur & Co., \$3,112; Watson, Foster Co., \$734; Baylis Manufacturing Co., \$234; Consolidated Plate-Glass Co., Limited, \$203; Spence & Sons, \$262; G. W. Stevens, for rent, \$264; and the Hamilton estate, \$2,500, a total of about \$7,350.

## THE EFFECTS OF HIGHER PRICES.

Since 1887 each dying harvest year has bequeathed to its successor a surplus of binder twine. Sometimes this surplus has been exceedingly large, at other times small, but invariably large enough to cloud the outlook for the coming season and—as was supposed—to keep the twine market in a state of uncertainty. In all that time the cry has been against over-production. All factors in the trade, with the exception of dealers, many of whom long ago lost faith, have declared that the tonic which would restore the twine business to its early strength, vigor and stability was a yearly supply no more than equal to the yearly demand. Even those manufacturers who disturbed the peaceful calm of the night in their efforts to produce more twine than their part of the total capacity warranted, or their past trade gave them cause to expect would be demanded, have shared the belief but wanted their competitors to do the curtailing.

Last season, as the result of an unexpected movement on the part of certain large manufacturers, together with a heavy demand for twine, the supply was not excessive; there is no surplus worth considering. The longed-for conditions prevail. The season opens with a clean market. But the enthusiasm over the outlook is absent, confidence is nowhere apparent and buyers and sellers who, according to popular belief, should now be active are disposed to defer the opening of the season until spring.—Farm Implement News.



**BUSINESS CHANGES.****DIFFICULTIES, ASSIGNMENTS, COM PROMISES.**

**N.** GARAND, general merchant and miller, Caplin River, Que., is offering to compromise at 10c. on the dollar.

Alex. Chisholm, general merchant, Mahone Bay, N.S., has assigned.

Alex. Desmarceau is curator of Julien Legault, contractor, St. Henri de Montreal.

A demand of assignment of Caty & Goyette, carpenters, Montreal, has been made.

J. C. Chouinard, general merchant, St. Charles, Bellechasse county, Que., has assigned.

Mrs. Zenade Pontin, general merchant, Ste. Brigitte des Sautes, Que., has consented to assign.

Consent of assignment of George S. Kimlier, painter, etc., Montreal, has been filed. His creditors meet on December 18.

Chartrand & Turgeon have been appointed curators of the estate of F. J. K. Alexander, general merchant, Little River East, Que.

The Shebenshekong Lumber Co., lumber and general merchants, Parry Sound, Ont., have assigned to C. B. Armstrong, London, Ont., and their creditors will meet on December 17.

**PARTNERSHIPS FORMED AND DIS- SOLVED.**

Gibson & Allen, blacksmiths, Brigden, Ont., have dissolved.

Hamm & Friesen, agricultural imple- ments, Rosthern, N.W.T., have dissolved.

Jones and Roy, general merchants, Winchelsea, Ont., have dissolved. They are succeeded by Jones & Co.

E. R. J. Foster, of Foster & McCul- lough, implement and lumber merchants, Lethbridge, N.W.T., has retired.

**SALES MADE AND PENDING.**

Anthony J. Soeder, general merchant, Sebringville, Ont., has sold out.

The assets of Cyprien Dionne, general merchant, Fraserville, Que., will be sold on December 17.

The assets of J. C. Langlois, general merchant, Magog, Que., were to be sold on December 11.

The assets of Lafour & Lacombe, gen- eral merchants, Chicoutimi, Que., were sold on December 12.

R. H. Benson & Co., general merchants, Indian Head, N.W.T., are advertising their business for sale.

The assets of A. R. Dionne & Co., gen- eral merchants, Millevaches, Que., are to be sold on December 26.

The assets of H. E. Boulaime, general merchant, Les Grand Bergerones, Que., are to be sold on December 26.

The assets of Ed. Noel, general mer- chant, Montmorency Falls, Que., were offered for sale on December 10.

**CHANGES.**

W. E. Doupe, general merchant, Wood- ham, Ont., has sold out to Wm. J. Roy.

Richard Wallace, general merchant, Langenburg, N.W.T., is succeeded by Shopland & Wallace.

Mrs. J. H. Ford has registered at West- mount, Que., under the name of The Westmount Candy Co.

Monette & Pigeon, builders, Montreal, have registered.

The E. W. Gillet Co., Limited, To- ronto, has obtained a charter.

Geo. D. Davis succeeds Jacob Schlen- ker, blacksmith, East Toronto.

The Manitoba Water-Power Electrical Co., Winnipeg, has been incorporated.

The Osawabik Mining Co., Limited, Sault Ste. Marie, Ont., has obtained a charter.

The Redeemer Mining and Milling Co., Limited, Windsor, Ont., has obtained a charter.

Grant & Co., hardware merchants, Lis- towel, Ont., have sold out to Tatham & Moffatt.

Marion C. Von Lohr has registered for The Dr. J. M. Macdonald Electric Co., Montreal.

The R. E. T. Pringle Co., Limited, electrical supplies, etc., Montreal, has ap- plied for a charter.

N. N. Bagshaw, agricultural imple- ments, Dominion City, Man., is succeeded by Bagshaw, Casson & Dickson.

Matilde Nivet has registered as general merchant at Sault au Recollets, Que., under the name of Dufour & Co.

**FIRES.**

Louis Ouimet, contractor, Montreal, is dead.

John Bolger, blacksmith, Torbay, New foundland, has been burned out. His property was uninsured.

The factory and lumber of Geo. Roberts, builder, etc., Montreal, was de- stroyed by fire; it was partially insured.

**MANITOBA'S BIG GRAIN YIELD.**

**T**HE following figures, denoting the total yield of Manitoba's grain crop of 1901, have been gleaned from the Government crop bulletin, issued on the 11th inst.

Wheat, 2,011,835 acres under crop; average yield, 25.1 bushels; total yield, 50,502,085 bushels. Oats, 689,951 acres; average yield, 40.3 bushels; total, 27,796,588 bushels. Barley, 191,009 acres; average, 34.2; total, 6,536,155. Flax, 20,978 acres; average, 12.7 bushels; total, 266,420 bushels. Rye, 2,707 acres; average, 23 bushels; total, 62,261 bushels. Total grain crop of the Province is 85,179,858 bushels.

Potatoes, area in crop, 24,429 acres; average yield, 196 bushels; total yield, 1,797,433 bushels. Roots, area, 10,214; yield, per acre, 286; total yield, 2,925,362. Poultry disposed of by farmers, turkeys, 77,220; geese, 33,940; chickens, 306,365.

New buildings for farm-houses, etc., in rural districts only (not applying to vil- lages and towns), total value, \$1,434,880.

Land prepared for crop of 1902, by acres—Breaking, 149,305; summer fallow- ing, 559,505; fall ploughing, 767,150. Total area prepared for next year's crop, 1,475,960 acres.

Butter marketed by farmers, 1,748,090 tubs; average price 14.4 cents. Total value, \$395,965.08. Summary of dairy products, dairy butter, 2,748,090 tubs, price, 14.04 cents, value, \$395,540.82. Creamery butter, 2,460,650, price, 17.98 cents, value, \$442,424.87. Cheese, 1,039,392 pounds, price, 8.5 cents, \$88,348.32. Total dairy products, \$926,314.01. Live stock in Province—horses, 142,080; cat- tle, 263,168; sheep, 22,960; pigs, 94,680.

**CONDENSED OR "WANT" ADVERTISEMENTS.**

Advertisements under this heading, 2c. a word each insertion; cash in advance. Letters, figures, and abbreviations each count as one word in estimat- ing cost.

**PARTNER WANTED.**

**A** LIVE BUSINESS MAN WITH THREE TO five thousand dollars cash, to take a part interest in a going hardware business in a bustling town in Ontario. Address, Box 69, CANADIAN HARDWARE AND METAL, Toronto. (1)

**SITUATION WANTED.**

**BY** A PROGRESSIVE YOUNG MAN, FOR January, position as manager or representative. Used to responsibility, 10 years' experience. Apply, Box 70, CANADIAN HARDWARE AND METAL, Toronto. (50)



**S**EALD TENDERS addressed to the undersigned, and endorsed "Tender for Caraque Wharf," will be received at this office until Friday, December 20th, inclusive, for the construction of a public wharf at Caraque, Gloucester County, Province of New Brunswick, according to a plan and a specification to be seen at the offices of Geo. A. Day, Esq., Resident Engineer, St. John, N.B., and C. E. W. Dodwell, Esq., Resident Engineer, Halifax, N.S., on application to the Post- master at Caraque, N.B., and at the Department of Public Works, Ottawa.

Tenders will not be considered unless made on the form supplied, and signed with the actual signatures of tenderers.

An accepted cheque on a chartered bank payable to the order of the Minister of Public Works, for seven thousand dollars (\$7,000), must accompany each tender. The cheque will be forfeited if the party decline the contract or fail to complete the work contracted for, and will be re- turned in case of non-acceptance of tender.

The Department does not bind itself to accept the low- est or any tender.

By order,  
**FRED. GELINAS,**  
Secretary.

Department of Public Works,  
Ottawa, 30th November, 1901.

Newspapers inserting this advertisement without authority from the Department will not be paid for it. (50)

**BRITISH BUSINESS CHANCES.**

Firms desirous of getting into communication with British manufacturers or merchants, or who wish to buy British goods on the best possible terms, or who are willing to become agents for British manufacturers, are invited to send partic- ulars of their requirements for

**FREE INSERTION**

in "Commercial Intelligence," to the Editor  
**'SELL'S COMMERCIAL INTELLIGENCE,'**  
168 Fleet Street, London, England.

"Commercial Intelligence" circulates all over the United Kingdom amongst the best firms. Firms communicating should give reference as to bona fides.

N.B.—A free specimen copy will be sent on re- ceipt of a post card.

**"BUILD TO-DAY THEN,  
STRONG AND SURE.  
WITH A FIRM AND  
AMPLE BASE."**  
—Longfellow.

**DO YOU?**

**WISH THUS TO BUILD  
an  
advertisement  
in the  
CONTRACT-  
RECORD,  
TORONTO**

**will bring you  
tenders from the  
best contractors.**



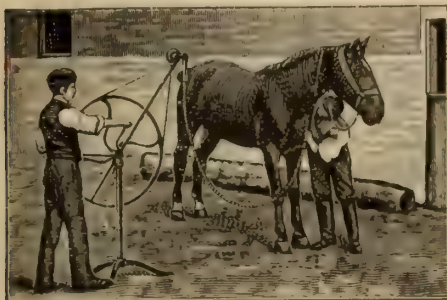
# BURMAN & SONS' CLIPPERS

Established 1871.

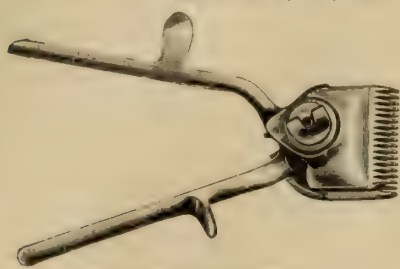
BIRMINGHAM, ENG.

CELEBRATED  
CLIPPERSfor Horsemen  
and Barbers.

NO. 297.



NO. 3—POWERCLIPPER, with "Wrist Joint."

As supplied to: The Czar of Russia,  
The King of Denmark,  
Earl Roberts, Etc., Etc.

THE "LEOPOLD" TOILET.

THE "WARWICK"  
CLIPPER.

Cuts over three teeth.

As supplied to  
His Majesty's  
War Department.

SEND FOR PRICE LIST AND TERMS.

To be obtained from all the principal Jobbers throughout  
the Dominion.

## BUSINESS BUILDING

Business-building is just as important as house-building. You want a good foundation, good material and good workmen. You may have any two of these and fail without the third. We are anxious to supply you with some of the material which will be found important if you wish to build up the lighting trade of your community.

### Cosmopolitan Mantles

are leaders in incandescent gas lighting. For durability and brilliancy of light they have no equal.

### Rochester Lamps

are the leading lights for oil. A lamp giving 80 to 400 candle-power light is a boon to those who want a first-class oil light.

We have a full stock of these goods always on hand and will be pleased to give particulars at any time.

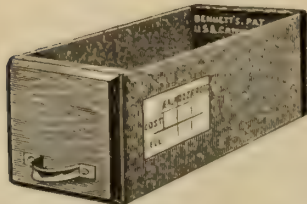
THE ROCHESTER LAMP CO.,

OF CANADA,

24 Front St. West,

TORONTO

### IT'S A MISTAKE WHEN YOU THINK



### Bennett's Patent Shelf Box

is not made to fit your present shelving. Also without the bevel on front at a lower price if you wish for a plain front. From our new factory we are giving lower prices on all boxes.

Up-to-date boxes to fit your shelving  
at prices to fit your pocket.

For prices and particulars send to

J. S. BENNETT, Patentee and Manufacturer,  
15 MARION ST., TORONTO

### The Grey and Bruce Portland Cement Company of Shallow Lake, Limited,

Manufacturers of

"HERCULES" BRAND OF

### Portland Cement

Unsurpassed for Sidewalks, Floors, and all  
work requiring the Highest Grade  
of Portland Cement.

HEAD OFFICE: OWEN SOUND.

WE INVITE INQUIRIES for quotations on

## COILED SPRING WIRE

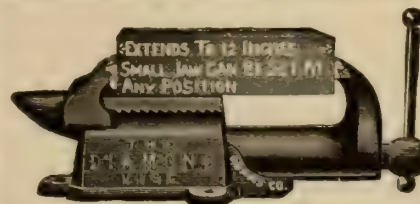
for Spring shipment. If you favor us with your trade we will  
guarantee better service than can be secured elsewhere. Prices as low as the lowest.

We wish all a Merry Christmas and a Happy New Year.

THE FROST WIRE FENCE CO., Limited, WELLAND, ONT.

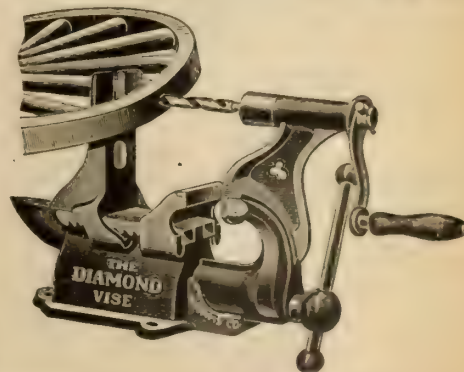
### DIAMOND VISE AND DRILLING ATTACHMENT

U. S. Patent Jan. 15, '95. (Canadian Patent July 22, '95.)



JAWS are faced with steel  $\frac{7}{8}$  inch wide, 4 inches long,  
firmly fastened to jaw, checked and hardened.  
VISE weighs 38 pounds. DRILL weighs 13 pounds.  
For Sale by Jobbers of Hardware.

Made by—

The Adams Company, Dubuque, Iowa, U.S.A.  
Made by A. R. Woodyatt & Co., Guelph, Ont.

### R. BAILEY & SON

MANUFACTURERS OF

### STOVE LININGS for Ranges and Ovens.

All kinds of Fire Brick and Fire Clay Work,  
Paving Tile, etc.

Wholesale Only.

Write for particulars.

1220 Yonge Street, TORONTO.

### ALEXANDER GIBB

Manufacturers' Agent and Metal Broker,

13 St. John Street, Montreal

Representing British and American Manu-  
facturers. Correspondence invited from firms  
wishing to be represented in Canada.



# MARKETS AND MARKET NOTES

## QUEBEC MARKETS.

Montreal, December 13, 1901.

### HARDWARE.

**T**RADE is in much the same condition as last week, fair for this time of year. A good deal of Christmas cutlery has been sold this week, but the local demand is being postponed to the eleventh hour, and there is still quite a lot of business to be done in this line. Winter goods are now moving slowly out of wholesale hands and trade seems to be about over. Bookings for spring are phenomenally large; there are firms that have already exceeded their total last spring sales of screens and harvest tools. Nails are only in fair demand, but horse nails and horseshoes are moving out briskly. Prices stand without any material change this week. There is a little uneasiness in regard to wire nails on account of slightly lower values in the United States.

**BARB WIRE** — This line is neglected just now and there is but little selling. The price is unchanged at \$3 per 100 lb. f.o.b. Montreal.

**GALVANIZED WIRE** — There is nothing fresh to report. Business is very quiet. We quote as follows: Nos. 6, 7 and 8 gauge, \$3.15; No. 9, \$2.80; No. 10, \$3.55; No. 11, \$3.65; No. 12, \$2.95; No. 13, \$3.05; No. 14, \$4.05; No. 15, \$4.55; No. 16, \$4.80; No. 17, \$5.20; No. 18, \$5.45.

**SMOOTH STEEL WIRE** — Values remain unchanged. We quote oil and annealed: No. 9, \$2.80; No. 10, \$2.87; No. 11, \$2.90; No. 12, \$2.95; No. 13, \$3.15 per 100 lb. f.o.b. Montreal, Toronto, Hamilton, London, St. John and Halifax.

**FINE STEEL WIRE** — Business is of moderate proportions. The discount is 17½ per cent.

**BRASS AND COPPER WIRE** — There is a fairly good demand for copper wire. The discounts are 55 and 2½ per cent. on brass and 50 and 2½ per cent. on copper.

**FENCE STAPLES** — There is nothing doing. We quote: \$3.25 for bright and \$3.75 for galvanized per keg of 100 lb.

**WIRE NAILS** — The market does not appear to be in first-class shape although values are steady. There appears to be some cutting going on, while the American values are slightly lower. We quote as follows: \$2.85 for small lots and \$2.77½ for carlots f.o.b. Montreal, London, Toronto, Hamilton and Gananoque.

**CUT NAILS** — Last week a typographical error gave the price of small lots as

\$2.25; this should have been \$2.55 per keg. There is a small demand and prices are steady. We quote as follows: \$2.55 per keg for small and \$2.45 for carlots; flour barrel nails, 25 per cent. discount; coopers' nails, 30 per cent. discount.

**HORSE NAILS** — There is a good business being done in horse nails at unchanged prices. "C" brand is sold at a discount of 50 and 7½ per cent. off the new list. "M" brand is quoted at 60 per cent. off old list on oval and city head and 66 2-3 per cent. off countersunk head.

**HORSESHOES** — Stocks are very low in consequence of the brisk business. To some sections there is still a cut of 15c. We quote as follows: Iron shoes, light and medium pattern, No. 2 and larger, \$3.50; No. 1 and smaller, \$3.75; snow shoes, No. 2 and larger, \$3.75; No. 1 and smaller, \$4; X L steel shoes, all sizes, 1 to 5, No. 2 and larger, \$3.60; No. 1 and smaller, \$3.85; feather-weight, all sizes, \$4.85; toe weight, steel shoes, all sizes, \$5.95 f.o.b. Montreal; f.o.b. Hamilton, London and Guelph, 10c. extra.

**SCREWS** — A few small orders are coming in but the quantities moving are not large. Discounts are: Flat head bright, 87½ and 10 per cent. off list; round head bright, 82½ and 10 per cent.; flat head brass, 80 and 10 per cent.; round head brass, 75 and 10 per cent.

**BOLTS** — There is a fair demand at unchanged values. Discounts are: Norway carriage bolts, 60 and 5 per cent.; common, 55 and 5 per cent.; full square carriage bolts, 60 and 5 per cent.; machine bolts, 55 and 5 per cent.; coach screws, 70 per cent.; sleigh shoe bolts, 70 per cent.; blank bolts, 60 per cent.; bolt ends, 60 per cent.; plough bolts, 55 and 5 per cent.; tire bolts, 67½ per cent.; stove bolts, 67½ per cent. To any retailer an extra discount of 5 per cent. is allowed. Nuts, square, 3½c. per lb. off list; hexagon nuts, 4c. per lb. off list. To all retailers an extra discount of ¼c. per lb. is allowed.

**BUILDING PAPER** — There is a small trade passing. We quote: Tarred felt, \$1.70 per 100 lb.; 2-ply, ready roofing, 80c. per roll; 3-ply, \$1.05 per roll; carpet felt, \$2.25 per 100 lb.; dry sheathing, 30c. per roll; tar sheathing, 40c. per roll; dry fibre, 50c. per roll; tarred fibre, 60c. per roll; O.K. and I.X.L., 65c. per roll; heavy straw sheathing, \$28 per ton; slaters' felt, 50c. per roll.

**RIVETS AND BURRS** — There is noth-

ing fresh to report. The market is unchanged. Discounts are as follows: Best iron rivets, section, carriage, and wagon box, black rivets, tinned do., coopers' rivets and tinned swedes rivets, 60 and 10 per cent.; swedes iron burrs are quoted at 55 per cent. off; copper rivets, 35 and 5 per cent. off, and coppered iron rivets and burrs, in 5-lb. carton boxes, are quoted at 60 and 10 per cent. off list.

**CORDAGE** — There is a fairly good country demand. The market is very firm. Manila is quoted at 15½c.; British Manila at 13½c.; sisal, 12c. and lathyrn at 10½c. Manitoba prices are: Manila, 16c.; British Manila, 14½c.; sisal, 13c. and lathyrn, 12c.

**SCREEN CLOTH** — Spring sales have been quite large during the week. The price is unchanged at \$1.30 per 100 square feet.

**POULTRY NETTING** — A brisk business is still reported. Spring poultry netting, English or Canadian is quoted at a discount of 60 per cent. off 2 x 2 mesh, 19 wire, and 55 per cent. off 2 x 2 mesh heavier, Canadian list.

**HARVEST TOOLS** — The total of orders for spring is reported very large. The discount is 70 per cent.

**FIREBRICKS** — Business is very quiet. We quote: Scotch at \$18 to \$22.50 and English at \$17.50 to \$21.50 per 1,000.

**CEMENT** — There is but little demand now. We quote as follows: German cement, \$2.25 to \$2.40; English, \$2.20 to \$2.35; Belgian, \$1.65 to \$1.95 per bbl. ex-wharf, and American, \$2.15 to \$2.30 ex-cars.

### METALS.

Business is rather sluggish just now and all dealers in heavy metals are resting on their oars. The tendency in ingot tin is upward and that in copper is downward, but neither tendency has shown any tangible alteration of values. Bar iron, iron pipe and sleigh-shoe steel are probably the best sellers.

**PIG IRON** — There are not many transactions reported these days. Values are steady at \$20.50 to \$21 for Summerlee and \$18.50 to \$19 for Canadian.

**BAR IRON** — There is a good tonnage of business in bar iron. The values are steady at \$1.87½ in carlots and \$1.95 in smaller quantities for merchants' bar and \$2.15 to \$2.20 for horseshoe.

**BLACK SHEETS** — There is a fair demand and prices are firmly held. We quote as follows: 28 gauge, \$2.65; 26 gauge, \$2.60; 20 to 24 gauge, \$2.50, and 8 to 20 gauge, \$2.50.



## THE PAGE-HERSEY IRON & TUBE CO.

Limited

**MONTREAL**

Manufacturers of

### Wrought Iron Pipe

For Water, Gas, Steam, Oil,  
Ammonia and Machinery.

**DRAIN PIPES,  
PORTLAND CEMENTS,  
FIRE BRICKS AND CLAY  
SILICA AND MAGNESIA  
BRICKS,**

with specially prepared mortar.

Contractors' and Founders'  
Supplies.

**F. HYDE & CO.**

31 WELLINGTON ST., MONTREAL

**. . FULL STOCK . .**

**Salt Glazed Vitrified**



Double Strength Culvert Pipe  
a Specialty.

**THE CANADIAN SEWER PIPE CO.**

HAMILTON, ONT. TORONTO, ONT.  
ST. JOHNS, QUE.

## Deseronto Iron Co.

LIMITED

**DESERONTO, ONT.**

Manufacturers of

### Charcoal Pig Iron

**BRAND "DESERONTO."**

Especially adapted for Car Wheels, Malleable Castings, Boiler Tubes, Engine Cylinders, Hydraulic and other Machinery where great strength is required; Strong, High Silicon Iron, for Foundry Purposes.

**GALVANIZED IRON** — There is a good demand from manufacturers, but otherwise business is quiet. We quote No. 28, Queen's Head, \$4.10; Apollo, 10 $\frac{3}{4}$  oz. \$4.10; Comet, \$4.25 with 10c. extra in less than case lots.

**INGOT COPPER** — Everyone is looking for the bottom to fall out of copper, but as yet the decline has been only  $\frac{1}{2}$ c. per lb. Dealers are selling here at 17 $\frac{1}{2}$  to 18c.

**INGOT TIN** — The market is fairly steady at 27 $\frac{1}{2}$  to 28c.

**PIG LEAD** — The price for pig lead ex-store is \$3.50.

**LEAD PIPE** — Trade is fairly good. We quote 7c. for ordinary and 7 $\frac{1}{2}$ c. for composition waste, with 30 per cent. off.

**IRON PIPE** — Shipments have been quite heavy this week. We quote: Black pipe,  $\frac{1}{4}$ , \$3.00 per 100 feet;  $\frac{3}{8}$ , \$2.95;  $\frac{1}{2}$ , \$3.10;  $\frac{3}{4}$ , \$3.45; 1-inch, \$5; 1 $\frac{1}{4}$ , \$7.10; 1 $\frac{1}{2}$ , \$8.50; 2-inch, \$11.35. Galvanized,  $\frac{1}{4}$ , \$4.10;  $\frac{3}{8}$ , \$5; 1-inch, \$7.15; 1 $\frac{1}{4}$ , \$10; 1 $\frac{1}{2}$ , \$12; 2-inch, \$15.95.

**TIN PLATES** — Business is of fair proportions. Cokes are worth \$3.75 to \$4 and charcoals, \$4.25 to \$4.50.

**CANADA PLATE** — A few lots are selling, but business is not active. We quote: 52's, \$2.65 to \$2.70; 60's, \$2.75 to \$2.80; 75's, \$2.80 to \$2.85; full polished, \$3.75 and galvanized, \$4.25 to \$4.35.

**STEEL** — The market is firm with sleigh shoe selling in rather large quantities. We quote: Sleigh shoe, \$2.05; tire, \$2.15; bar, \$2; spring, \$2.75; machinery, \$2.75, and toccoak, \$2.60.

**SHEET STEEL** — We quote: Nos. 10 to 20, \$2.50; 3-16, \$2.50;  $\frac{1}{4}$ , 5-16 and  $\frac{3}{8}$ , \$2.10.

**TOOL STEEL** — Black Diamond, Sc. and Jessop's, 13c.

**TERNE PLATES** — The market is quite irregular and values vary according to sizes required. We quote: \$7.75 to \$8.00.

**COIL CHAIN** — A fair business is reported again this week. We quote: No. 6, 12 $\frac{1}{2}$ c.; No. 5, 10 $\frac{1}{2}$ c.; No. 4, 10c.; No. 3, 9 $\frac{1}{2}$ c.;  $\frac{1}{4}$ -in., 7 $\frac{1}{2}$ c. per lb.; 5-16, \$1.80; 5-16 exact, \$5.25;  $\frac{3}{8}$ , \$4.25; 7-16, \$4.05;  $\frac{1}{2}$ , \$3.85; 9-16, \$3.75;  $\frac{3}{4}$ , \$3.55;  $\frac{7}{8}$ , \$3.50;  $\frac{1}{2}$ , \$3.45; 1-in., \$3.45. In car-load lots an allowance of 10c. is made.

**SHEET ZINC** — Is selling at \$5.75 to \$6.25.

**ANTIMONY** — Quiet at 10c.

**ZINC SPelter** — Steady at 5c.

**SOLDER** — We quote: Bar solder, 18c.; wire solder, 20c.

**GLASS.**

The market is firm but not very active. We quote: First break, 50 feet, \$2.10; second, \$2.20 for 50 feet; first break, 100 feet, \$4; second break, \$4.20; third break, \$4.70, and fourth break, \$4.95.

## SHEET STEEL

Dead Flat Sheets  
Electrical Sheets  
Polished Sheets

AND ALL OTHER GRADES.

## A. C. LESLIE & CO.

Merchants Bank Building,  
**MONTREAL.**



**IRON AND  
BRASS**

## Pumps

Force, Lift and Cistern  
Hand and Power.

For all duties. We can supply your wants with — quality the best and prices right. Catalogues and full information for a request.

**THE R. McDougall Co., Limited**

Manufacturers, Galt, Canada.

## ADAM HOPE & CO.

**Hamilton, Ont.**

We offer for prompt shipment

**Pig Tin,**  
L. & F. and STRAITS.

**Ingot Copper, O. C.**

**Pig Lead.**

**Spelter.**

**Antimony.**

## Nova Scotia Steel Co.

Limited

**NEW GLASGOW, N.S.**

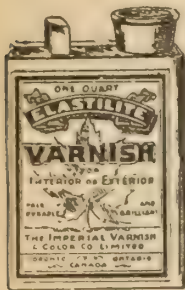
Manufacturers of

## Ferrona Pig Iron

And **SIEMENS MARTIN**

**Open Hearth Steel**





## Elastilite Varnish is popular down by the Sea.

ELASTILITE is doing what no other Varnish has ever done in the MARITIME PROVINCES, acknowledged to be the hardest climate in Canada on Varnish.

Fac-Simile Elastilite Tin.

It is DEFYING the Salt Air and the HOT SUN by day and DAMPNES by night peculiar to that part of Canada.

ELASTILITE has pleased EASTERN MERCHANTS because it has SATISFIED their customers.

EASTERN PAINTERS are delighted with it because they say WITH ELASTILITE IT IS EASY TO DO GOOD WORK, and it REMAINS GOOD for a REMARKABLE LENGTH OF TIME.

ELASTILITE is as durable as the best Foreign or Domestic Outside Wearing Coach Body Varnishes and is only half the price of either.

Having stood the Atlantic Coast it is good enough for any country. Write for particulars and names of some merchants as references in your own district handling it.

ELASTILITE IS ALL OVER CANADA.  
IN TINS ONLY WITH OUR BRASS SEAL.

Manufactured only by

**The Imperial Varnish & Color Co. LIMITED**  
TORONTO, ONT., CANADA



ONCE upon a time a wise man lived in a small town in Canada. He owned a house and thought to paint it. He went to a storekeeper and purchased a paint, which the storekeeper said was cheap and good. A few months passed and the paint peeled and was chalked. He was dissatisfied.

The next year he purchased paint for the purpose of painting another house. He went to the other storekeeper this time, and was advised to use "ARK BRAND PAINT," because the manufacturers guaranteed every can.

The price was a little higher but he paid it. Months passed and the paint remained firm and in perfect condition. He was satisfied. He compared the two houses and observed: "I have chosen between these two men. If Mr. Firstman sells poor goods and Mr. Secondman sells good goods, as my experience in trying paint has proven, I shall deal with Mr. Secondman."

**THE FRANCIS-FROST CO., Limited,**  
TORONTO.

### PAINTS AND OILS.

As usual at this time of year there is nothing very special to report in the paint and oil market, with, perhaps, the exception, that the new scale of prices has been issued on paris green. Values are the same as last year. Ground white lead continues somewhat sluggish, this being the usual state of business in this item when cold weather prevails. In eastern Canada the weather has been exceptionally severe, thus assisting in checking shipments. A large movement of liquid paints is expected and probably this has something to do with the ease displayed in the white-lead market. Shellac has been advanced by all varnish makers and the advance is sure to hold. Both white and orange are not only high but difficult to obtain. We quote:

**WHITE LEAD**—Best brands, Govern ment standard, \$6; No. 1, \$5.62½; No. 2, \$5.25; No. 3, \$4.87½, and No. 4, \$1.50 all f.o.b. Montreal. Terms, 3 per cent. cash or four months.

**DRY WHITE LEAD**—\$5.25 in casks, kegs, \$5.50.

**DRY WHITE ZINC**—Pure dry, 6½c.; No. 1, 5½c.; in oil, pure, 7½c.; No. 1, 6½c.; No. 2, 5½c.

**PUTTY**—We quote: Bulk, in bbls., \$1.90 per 100 lb.; bulk, in less quantity, \$2.05; bladders, in bbls., \$2.25; bladders, in 100 or 200 lb. kegs or boxes,

\$2.40; in tins, \$2.55 to \$2.65; in less than 100-lb. lots, \$3 f.o.b. Montreal, Ottawa, Toronto, Hamilton, London and Guelph. Maritime Provinces, 10c. higher, f.o.b. St. John and Halifax.

**ORANGE MINERAL**—Casks, 7c.; 100 lb. kegs, 7½c.; smaller quantities, 8½c.

**RED LEAD**—Genuine red lead in casks, \$4.50; in 100-lb. kegs, \$4.75; less quantities, \$5.75 per 100 lb. No. 1 red lead, casks, \$4.25; kegs, \$4.50, and smaller quantities, \$5.50.

**LITHARGE**—Ground, casks, 5c.; less, 5½c.; flake litharge, casks, \$5.25; smalls, \$5.75 per 100 lb.

**LINSEED OIL**—Raw, 79c.; boiled, 82c. in 5 to 9 bbls., 1c. less, 10 to 20 bbl. lots open, net cash, plus 2c. for four months. Delivered anywhere in Ontario between Montreal and Oshawa at 2c. per gal. advance and freight allowed.

**TURPENTINE**—Single bbls., 58c.; 2 to 1 bbls., 57c.; 5 bbls. and over, open terms, the same terms as linseed oil.

**SHELLAC VARNISH**—Pure white, \$2.35 to \$2.45; orange, \$2.25 to \$2.35.

**MIXED PAINTS**—\$1.20 to \$1.45 per gal.

**CASTOR OIL**—8½ to 9½c. in wholesale lots, and ¼c. additional for small lots.

**SEAL OIL**—47½ to 49c.

**COD OIL**—32½ to 35c.

**PARIS GREEN**—Petroleum barrels, 16½c. per lb.; arsenic kegs, 17c.; 50 and 100-lb. drums, 17½c.; 25-lb. drums, 18c.; 1-lb. packages, 18½c.; ½-lb. packages, 20½c.; 1-lb. tins, 19½c.; ½-lb. tins, 21½c. f.o.b. Montreal. Terms: 3 per cent. 30 days, or four months from date of delivery.

### SCRAP METALS.

The market is quiet, copper being the most inquired-for metal. Dealers are paying the following prices in the country: Heavy copper and wire, 13½ to 14c. per lb.; light copper, 12 to 12½c.; heavy brass, 12 to 12½c.; heavy yellow, 9½c.; light brass, 6½c.; lead, 2½ to 2¾c. per lb.; zinc, 2½ to 2¾c.; iron, No. 1, wrought, \$10 to \$15 per gross ton f.o.b. Montreal; stove plate, \$8 to \$9; machinery scrap, \$14; light iron, No. 2, \$5 a ton; malleable and steel, \$4; rags, country, 60 to 70c. per 100 lb.; old rubbers, 7 to 7½c. per lb.

### HIDES.

The market is steady and active at former prices. No. 1 hides are worth 7½c., No. 2, 6½c., No. 3, 5½c. Sheepskins are bringing 55 cents.

### MARKET NOTES.

New prices are out on paris green.

Shellac varnish is about 50c. per gallon higher.



## ONTARIO MARKETS.

TORONTO, December 13, 1901.

## HARDWARE.

THE approach of the holiday season is being reflected on the wholesale hardware trade this week. On some lines, such as cutlery, skates, and plated ware and novelties there is a large business being done, but in staple lines the volume of trade has fallen off and wholesalers are getting ready for stock-taking. Very little is now being done in wire nails, but in bolts, rivets and screws trade is being steadily maintained. Horse-shoes and horse nails continue to move well. The price of iron pipe has been advanced about 10 per cent., and our quotations have again been marked up on sisal and mixed rope.

**BARB WIRE.**—A good many orders are being booked for spring delivery. We quote, f.o.b. Cleveland, \$2.77½ for less than carlots and \$2.65 for carlots. From stock, Toronto, \$5.

**GALVANIZED WIRE.**—Quite a few orders are being booked for spring delivery. We quote as follows: Nos. 6, 7 and 8, \$3.50 to \$3.55 per 100 lb., according to quantity; No. 9, \$2.85 to \$3.15; No. 10, \$3.60 to \$3.95; No. 11, \$3.70 to \$4.10; No. 12, \$3 to \$3.30; No. 13, \$3.10 to \$3.40; No. 14, \$4.10 to \$4.50; No. 15, \$4.60 to \$5.50; No. 16, \$4.85 to \$5.35. Nos. 6 to 9 base f.o.b. Cleveland are quoted at \$2.52½ in less than carlots and 12c. less for carlots of 15 tons.

**SMOOTH STEEL WIRE.**—Business in this line is almost nil. We quote the net selling prices as follows: Nos. 6 to 8, \$2.90; 9, \$2.80; 10, \$2.87; 11, \$2.90; 12, \$2.95; 13, \$3.15; 14, \$3.37; 15, \$3.50; 16, \$3.65. Delivery points, Toronto, Hamilton, London and Montreal, with freights equalized on those points.

**WIRE NAILS.**—Trade has fallen off and the turnover is now only small. The base price is still \$2.85 for less than carlots, and \$2.77½ for carlots. Delivery points, Toronto, Hamilton, London, Gananoque and Montreal.

**CUT NAILS.**—Business continues dull and featureless. The base price is \$2.55 per keg with 10c. allowance on carlots.

**HORSE NAILS.**—The demand continues good with profits small. Discounts are as follows: "C" brand, oval head, 50 and 7½ per cent. off new list, and on "M" and other brands, 50, 10 and 5 per cent. off the old list. Counter sunk head 60 per cent.

**HORSESHOES.** The movement continues fairly good. We quote f.o.b. Toronto: Iron shoes, No. 2 and larger, light, medium and heavy, \$3.60; snow shoes, \$3.85; light steel shoes, \$3.70; featherweight (all sizes), \$4.95; iron shoes, No. 1 and smaller, light, medium and heavy (all sizes), \$3.85; snow shoes, \$4; light steel shoes, \$3.95; featherweight (all sizes), \$4.95.

**SCREWS.**—Trade keeps up well, there still being a nice steady turnover. Discounts are as follows: Flat head bright, 87½ and 10 per cent.; round head bright, 82½ and 10 per cent.; flat head brass, 80 and 10 per cent.; round head brass, 75 and 10 per cent.; round head bronze, 65 per cent., and flat head bronze at 70 per cent.

**RIVETS AND BURRS.**—Rivets of all kinds continue to meet with a good demand. We quote as follows: Iron rivets, 60 and 10 per cent.; iron burrs, 55 per cent.; copper rivets and burrs, 25 and 5 per cent.

**BOLTS AND NUTS.**—In all kinds of bolts there is still a nice trade being done. We quote: Carriage bolts, common (\$1 list), 55 and 5 per cent.; carriage bolts, full square (\$2.40 list), 60 and 5 per cent.; carriage bolts, Norway iron (\$3 list), 60 and 5 per cent.; machine bolts, all sizes, 55 and 5 per cent.; coach screws, 70 per cent.

**POULTRY NETTING.** A few orders are being booked for future shipment. We quote: 2 inch mesh 19 w.g., 60 per cent. off the list; 2 in. mesh 18 w.g. and heavier, 50 and 10 per cent.

**ROPE.**—Still another advance is to be noted, sisal being quoted ½c. and British manila 1c. higher. We now quote pure manila 15½c.; British manila, 14½c.; sisal, 12½c. per lb.

**SKATES.** A decidedly brisk demand is being experienced for skates this week, and quite a number of lots are being forwarded by express. Some houses report that their stocks are being pretty well broken into.

**CUTLERY.**—As is usual at this time, a good movement is being experienced in cutlery.

**BUILDING PAPER.**—A good, steady trade is being done. We quote as follows: Tarred roofing, \$1.70; building paper, 30c.; tarred paper, 40c.

**STOVEPIPES AND ELBOWS.**—The volume of business is now rather light. We quote: Stovepipes, \$7 to \$7.50; elbows, 5 and 6-inch, common, \$1.20; 7-inch, \$1.35; polished, 15c. per dozen extra.

**STOVES AND FURNACES.**—As noticed in our editorial columns, the manufacturers have confirmed present prices. Business has fallen off quite perceptibly, although quite a few stoves are still going out.

**GREEN WIRE CLOTH.**—A reduction of 5c. has been made in the price of green wire cloth for spring shipment, the figure now being \$1.30 per 100 square feet.

**LEATHER BELTING.** Owing to the advances in the price of hides the manufacturers of leather belting have marked up their figures and the discounts are now as follows: Extra quality, 60 per cent. off the list; standard, 60 and 10 per cent.; No. 1, not wider than six inches, 60, 10 and 10 per cent.; agricultural, not wider than 4 inches, 75 per cent.

**CEMENT.**—No quotations are being requested for future delivery as yet, and manufacturers are only filling their remaining orders. We quote as follows: Canadian Portland, Rathbun's "Star," \$2.25 to \$2.65; "Beaver," \$2.10 to \$2.50; "Ensign," \$1.90 to \$2.30; German, \$3.15; English, \$3; Belgian, \$2.50 to \$2.75; Canadian hydraulic, \$1.25 to \$1.50 per bbl.

## METALS.

Iron and steel continue in a strong position. In the United States, pig iron is steadily advancing. Pig tin is weak, but local quotations remain much as before. Locally, trade in all sheet metals continues fairly good.

**PIG IRON.**—The market is decidedly stronger, particularly in the United States, where Southern iron has advanced 25c. per ton since the beginning of the week. Some brands of foundry iron in the United States are \$1 higher than they were a few weeks

We have on hand a large stock of steel sheets for making

## EMBOSSED CEILINGS,

etc., and are now prepared to make prompt shipment of anything required in our line, and shall be pleased to receive your orders which shall have our best attention.

## The Metallic Roofing Co.

LIMITED

Wholesale Manufacturers

TORONTO, - - - CANADA

ago. As far as we can learn there are not many transactions in pig iron in Canada, but prices are firm and rule at \$17.50 to \$18 for No. 2 foundry on track Toronto.

**BAR IRON.**—While the demand has fallen off there is still a fair turnover and prices are firm at \$1.95 to \$2.05 base. Extras cut to lengths while rolling: 2 ft. and over, 10c. per 100 lb.; 1 ft. and under 2 ft., 15c.; under 1 ft., 20c.; over 20 ft. by special agreement, according to length and size.

**STEEL.**—There is a fair business being done in certain lines and prices hold firm. We quote as follows: Merchantable cast steel, 9 to 15c. per lb.; drill steel, 8 to 10c. per lb.; "BC" and "Black Diamond" tool steel, 10 to 11c.; Jessop's, Morton's and Firth's tool steel, 14c.; toe-calk steel, \$2.85 to \$3; tire steel, \$2.30 to \$2.50; sleighshoe steel, \$2.10 to \$2.25; reeled machinery steel, \$3, hoop steel, \$3.10.

**BLACK SHEETS.**—The demand continues good and prices unchanged. We quote: Common, \$3.15 for 28 gauge; and dead flat at \$2.50 for 26 gauge.

**CANADA PLATES.**—The demand has fallen off, but a fair sorting-up trade is being done. We quote: All dull, \$3.05; half polished, \$3.15; all bright, \$3.75.

**GALVANIZED SHEETS.**—The demand continues brisk, no doubt largely due to the mild weather. During the week some of the orders received were for large lots. Prices are steady and unchanged at \$4.60 for "Queen's Head" brand in case lots, and \$4.75 in less quantities.

**TIN.**—A fair volume of business has been done during the past week. Prices are



lower in London, Eng., and in New York there is complete stagnation. Locally, prices rule at 30c.

**TINPLATES**—The demand during the past week has been good. The idea as to price for coke plates is \$4.50 for I. C. usual sizes.

**TINNED SHEETS**—A good many orders have been booked for shipment in January, and business generally is fair. The idea as to price is as follows: 72 x 30, up to 24 gauge, 7½c.; ditto, up to 26 gauge, 8c.

**TERNE PLATES**—Trade continues dull. We quote: I. C., 20 x 28 gauge, at \$8 50.

**COPPER**—The demand for ingot copper is rather better than it was. Sheet copper is still in good request. We quote ingot at 17¾c. and sheet at 23 to 25c. per lb.

**BRASS**—A fair business is being done, and the discount is unchanged at 10 per cent. on rod and sheet.

**SOLDER**—A fair volume of business is reported. We quote: Half-and-half, guaranteed, 19 to 19½c.; do., commercial, 19c.; refined, 18½c.; wiping, 18c.

**LEAD**—Trade keeps good. Prices locally are unchanged at 4 to 4¼c. per lb., and the outside markets are steady.

**IRON PIPE**—Wholesalers have advanced their prices about 10 per cent. Black pipe is now quoted at \$5.40 for 1-inch.

**SPELTER**—Trade is quiet, and prices are unchanged at 5½ to 6c. per lb.

**ZINC SHEET**—The demand is moderate. We quote: Cask lots, 5¾c., and less than cask lots, 6c.

**ANTIMONY**—Trade continues quiet, and quotations are unchanged at 10½ to 11c. per lb.

#### PAINTS AND OILS.

Trade in this line has almost become stagnant and little or nothing is doing. Very few, if any, orders have been received for next season's delivery as yet. The present prices of raw and boiled linseed oil are stationary and in England the quotations in large quantities for export delivery remain very high. The very firm prices of gum shellac have forced a rise in that liquid, in most cases. Some houses are now selling the latter at from \$2.25 to \$2.35 per gallon in less than barrel lots for the pure orange; white 10c. per gallon higher. We quote:

**WHITE LEAD**—Ex Toronto, pure white lead, \$6.12½; No. 1, \$5.75; No. 2, \$5.37½; No. 3, \$5; No. 4, \$4.62½; genuine dry white lead in casks, \$5.12½.

**RED LEAD**—Genuine, in casks of 560 lb., \$5.12½; ditto, in kegs of 100 lb., \$5.50; No. 1, in casks of 560 lb., \$4; ditto, kegs of 100 lb., \$4.50.

**LITHARGE**—Genuine, 6 to 6½c.

**ORANGE MINERAL**—Genuine, 7½ to 8c.

**WHITE ZINC**—Genuine, French V.M., in casks, \$6 to \$6.25; Lehigh, in casks, \$6.00.

**BENZINE**—In barrel lots, 16½c. per gal.; less quantities, 25c. per gal.

**PARIS WHITE**—90c. to \$1 per 100 lb. WHITING.—65c. per 100 lb.; Gilders' whiting, 80c.

**GUM SHELLAC**—In cases, 35c.; in less than cases, 40c. per lb.

**LIQUID SHELLAC**—Pure orange, in bbls., \$2.25 to \$2.35; white, \$2.35 to \$2.45 per gal.; in less quantities 10c. extra.

**PURTY**—Bladders, in bbls., \$2.25; bladders, in 100-lb. kegs, \$2.40; bulk in bbls., \$1.90; bulk, less than bbls. and up to 100 lb., \$2.05; bladders, bulk or tins, less than 100 lb., \$2.90.

**PLASTER PARIS**—New Brunswick, \$1.90 per bbl.

**PUMICE STONE**—Powdered, \$2.50 per cwt. in bbls., and 4 to 5c. per lb. in less quantity; lump, 10c. in small lots, and 8c. in bbls.

**LIQUID PAINTS**—Pure, \$1.20 to \$1.30 per gal.

**CASTOR OIL**—English, in cases, 9½ to 10c. per lb. and 10 to 10½c. for single tins.

**LINSEED OIL**—Raw, 1 to 4 bbls., 81c.; boiled, 84c.; 5 to 9 bbls., raw, 80c.; boiled, 83c., delivered. To Toronto, Hamilton and London, 2c. less.

**TURPENTINE**—Single bbls., 59c.; 2 to 4 bbls., 58c., delivered. Toronto, Hamilton and London, 1c. less. For less quantities than barrels, 5c. per gallon extra will be added, and for 5-gallon packages, 50c., and 10-gallon packages, 80c. will be charged.

#### GLASS.

The stocks are now well filled and there is still a good trade in this line. Jobbers seem well satisfied with the season's business. We quote: Under 26 in., \$4.25; 26 to 40 in., \$4.65; 41 to 50 in., \$5.00; 51 to 60 in., \$5.35; 61 to 70 in., \$5.75; 71 to 80 in., \$6.25; 81 to 85 in., \$7; 86 to 90 in., \$7.75. Toronto, Hamilton and London. Terms, 4 months, or 3 per cent. 30 days.

#### OLD MATERIAL.

The market this week for old material is in a very unsettled condition owing to the recent drop in copper in the Canadian and United States markets, and it is difficult to quote precisely. Anyone having a quantity of material would have difficulty in obtaining the prices quoted below. We quote jobbers' prices as follows: Agricultural, 60c. per cwt.; machinery cast, 60c.; heavy copper, 12c. per lb.; stove cast, 10c.; No. 1 wrought, 50c. per 100 lb.; new light scrap copper, 11½c. per lb.; bottoms, 11c.; coil wire, 12½c.; light brass, 7c.; heavy yellow brass, 10c.; heavy red brass, 10½c.; scrap lead, 2½c.; zinc, 2½c.; scrap rubber, 6½c.; good country mixed rags, 50 to 60c.; clean dry bones, 10 to 15c. per 100 lb.

#### HIDES, SKINS AND WOOL.

The wool market looks no brighter, and it is altogether likely that the demand will continue poor for some time. Skins and hides are steadily moving, but trade in this line is no better than it was last year. There has been no change.

**HIDES**—We quote: No. 1, 8c.; No. 2 green, 7c.; No. 1 green, steers, 8½c.; No. 2 green, steers, 7½c.; cured, 8½ to 8¾c.

**SKINS**—We quote: No. 1 caliskins, 9c. and No. 2, 7c.; deacons (dairies) 55 to 60c. each; sheepskins, 65 to 70c.; deer-skins, 12½ to 14c. per lb.

## OAKEY'S

The original and only Genuine Preparation for Cleaning Cutlery. 6d. and 1s. Canisters.

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Largest Variety. Toilet, Hand, Electric Power ARE THE BEST. Highest Quality Grooming and Sheep-Shearing Machines. WE MAKE THEM.

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## Oneida Community Goods

HALTERS, COW TIES, SNAPS, etc., etc.,

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### "PULLMAN"

#### TROUSER or SKIRT HANGERS.

TWO

SIZES



PULLMAN SASH BALANCE CO., ROCHESTER, N.Y., U.S.A.



**WOOL.** We quote: Fleece, 13c., and unwashed, 8c.

#### SEEDS.

The home competition among buyers has caused the prices of red clover and alsike to advance from 5 to 10c. for the former and 25c. for the latter per bushel. As usual, better prices are given for extra fine samples and lower prices for poorer grades than those quoted. Timothy remains very quiet. We quote: Red clover, \$1.80 to \$5.10; alsike, \$6.75 to \$8.25, and timothy, \$2 to \$2.25 per bushel.

#### COAL.

The close of navigation has not, as it was expected, placed more cars at the disposal of the coal companies and there is no abatement in the coal famine here. Nut coal is very scarce and considerably higher prices, in some cases, are obtained for it, than those quoted below. Soft coal and coke are also very hard to obtain, and the prices of the former are 50c. higher all round. We quote at international bridges as follows: Grate, \$1.75 per gross ton; egg, stove and nut, \$5 per gross ton; soft coal, \$2.50 to \$3.25 in bond, according to grade.

#### PETROLEUM.

Things are jogging along in a steady, even stream and trade in all lines is good, with unchanged prices. We quote: Pratt's Astral, 16½ to 17c. in bulk (barrels extra); American water white, 17 to 17½c. in bbls.; Photogene, 16½ to 17c.; Sarnia water white, 16 to 16½c. in bbls.; Sarnia prime white, 14½ to 15c. in bbls.

#### MARKET NOTES

Mixed rope is 1c. and sisal rope ½c. dearer.

The price of iron pipe has been advanced 10 per cent.

The price of green wire cloth for spring delivery is 5c. lower.

Leather belting is quoted higher in sympathy with the advance in leather.

In paints and oils trade has become very quiet and will remain so till the end of the year.

The price of liquid shellac has advanced 55c. per gallon, this fall, owing to the high prices of the shellac gum.

The close of navigation has not relieved the coal famine in the least, and prices of soft coal have advanced 50c. all round.

The Paris green manufacturers are quoting the same prices for 1902 as they obtained in 1901, in their new schedules, which they have just issued.

The drop of 2c. in the price of copper last week in the Canadian and American markets took place and the old material market is very unsettled thereby.

#### LINSEED OIL FOR SPRING DELIVERY.

The linseed oil market for present delivery is dull and it is expected to remain so for the next month or six weeks. The Canadian crushers have not yet made prices for spring delivery. Quotations are, however, expected to be in the hands of the trade by January 1, and it is understood they will be on a basis sufficient to meet competition from abroad.

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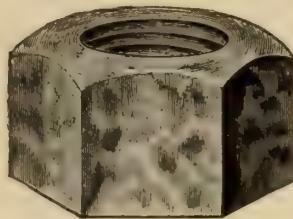
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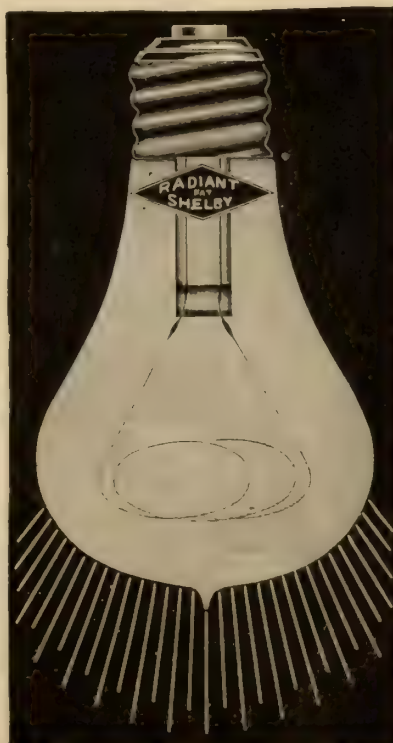
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## NOVA SCOTIA MARKETS.

Halifax, December 19, 1901.

THE very unusual weather of the last month has been a great factor in the hardware business, especially in the line of building requisites. At this date we have had very little frost, only a few slight snow flurries which vanished as soon as the particles reached earth, and consequently building operations in all parts of the country are being carried vigorously forward. Continuously for the last month we have seen bricklayers and masons working as steadily as in midsummer. This naturally makes trade good in the lines referred to.

In fact, both wholesale and retail merchants report trade unusually steady and prices firm. Many repeat orders have had to be given in special lines.

Prices generally rule steady, the only particular advance noted being in Manila cordage, which has gone up a  $\frac{1}{2}$  c. during the last week. A reduction of 5c. is also noted on United States wire in the Canadian markets. Steel prices are ruling high, but the further opening up of the iron and steel works at Sydney should eventually relieve the market.

At North Sydney a large rolling mill plant is being established, and one of the large wholesale dealers in Halifax is of the opinion that the business will be a very successful one. At present our nail manufacturers are importing all their steel rods and plates from Pittsburg. The manufacture of these products at North Sydney will thus be an advantage to the present industries in this line, and no doubt larger nail and other manufactures will follow in the vicinity of the new works. This, it is claimed, will enable our manufacturers to supply the home market at a lower price than at present.

This season of the year always brings about a special trade in fine cutlery for the Christmas season, and both wholesale and retail dealers report fair orders and sales in these lines. Skates are also in demand and the trade will increase as the season turns colder.

Sleigh bells, of which we have not yet heard the merry jingle, are in demand. Wholesalers have done a fairly good business in this line, and retailers daily hear the "jingle" of the coins which pay for a new string of bells for the sleighing season which now cannot be far off.

This is also the season for hunting traps and there is a good demand in the line of bear, otter, fox, mink, and other traps.

## PIG-IRON TRADE IN SCOTLAND.

Never before was the existing condition of things experienced in the Scotch pig iron trade. Productive powers are wholly unequal to requirements, and makers are weeks behind with deliveries. Even fresh contracts of, say 10 to 20 tons, are not undertaken unless on producers' terms to deliver when convenient. It might be supposed that the position could be ameliorated by the freer imports of Canadian and Middlesbrough irons; but these, while serviceable in many respects, are wholly unsuitable for the uses to which the bulk of the Scotch produced iron is applied. Then, while the large proportion of the iron raised is consumed in Scotland, nearly all the No. 1 of several brands goes to the Midlands and the

Continent, where it commands higher prices than can be secured at home. How long that will continue is a question which often gives concern. Were really depressed times to set in consumers of all sections of manufacture would naturally be driven to fall back on low-priced and low-grade irons, and it is wonderful—experience has demonstrated it—how they can manage to adapt themselves to their necessities. When cheap iron succeeds in any sort of way in supplanting high priced the former is not readily ousted. Some authorities, therefore, argue that the Scotch makers should begin to produce an iron that would more effectually compete with and keep out the foreign descriptions that are surely getting a footing in the market, and which finally may control it. Scotch makers are slow to move; they are very conservative in their methods; they are very wealthy, and somehow are content that things should continue to run along on the smooth and profitable lines that they have occupied for years. But it looks like burying the head in the sands.—Ironmonger, November 23.

## INDUSTRIAL GOSSIP.

Those having any items of news suitable for this column will confer a favor by forwarding them to this office addressed to the Editor.

**B.** W. FOLGER is in Fort William. Ont., where he is preparing to open the "Tip Top" copper mine. He will ask the town to give an extension of two years to the by-law granting a bonus for a smelter. The promoter is a well-known capitalist of Kingston, Ont.

E. Stovin has purchased the blacksmithing business of John Quesnell, Deloraine, Man.

The Pittsburg Reduction Works at Shawinigan Falls, Que., has already shipped 30 tons of aluminum to Japan, over the Canadian Pacific Railway. The company has only been in operation two months.

The first shipment of coke, comprising over 50 tons, has been despatched from The Nova Scotia Steel Co.'s coke ovens at Sydney Mines, C.B., to their works at Ferrona. J. W. Dobson, of Sydney, is superintending the construction of the company's pier at North Sydney, which is well under way.

At North Sydney, C.B., the town council has granted The Nova Scotia Steel and Coal Co. a cash bonus of \$30,000, and as soon as the company have commenced the manufacture of steel in that town they are to receive an additional sum of \$20,000, besides being granted free water privileges and 20 years' tax exemption.

It is authoritatively stated that The Clergue Steel Co. will locate an immense plant for making steel tubes on both the Canadian and United States sides at Sault Ste. Marie. Sixteen mills are to be erected altogether, and all will be equipped with special machinery, to be made in England. English capital to the extent of £25,000,000 is said to be at the back of this.

At the way work is progressing on The Petrie-Taylor factory at Guelph, Ont., it will soon be completed. The ground

floor will contain a moulders' shop, tool room, wash room, for the employees, and a storeroom for some of the heavier stock. On the first floor are two stock rooms, the turning and japping departments, and the engine room; which is being fitted up with two boilers, one of 70 and the other of 90 horse-power. All the partitions of this building will be made of glass.

The Petrie-Taylor Co., Limited, Guelph, Ont., will utilize these premises entirely for the manufacture of the "Magnet" cream separator.

The works of The Cordage Co., Peterboro', Ont., when completed, will fill in the entire block compassed by Perry, Bethune, Lake and Aylmer streets. Under the supervision of Contractor Hartley they are being rapidly pushed forward and already the boiler house has been finished and its machinery is being installed by The William Hamilton Manufacturing Co., while the preparation building, 74 x 122 feet, is ready for its machinery, and the spinning building, 92 x 140 feet is put under roof as is also the rope building, 92 x 73 feet, and the repair shop, 30 x 44 feet, will soon be completed. The three 12 x 14 feet motor houses are also finished, while workmen are busy on the foundations of the ware-rooms, 53 x 260 feet, and the tar house, 24 x 72 feet, and of the tank house, 20 x 20 feet, while the offices have yet to be finished.

The railway siding is also laid, the workmen being busy putting in the ballasting.

The Plessisville Foundry, of Plessisville, P.Q., which started a wire-nail factory on June 1 last, received during November 20 carloads of nail wire and six carloads of billets, consigned to them from Montreal.

## PRODUCTION OF TINPLATES IN THE STATES.

The duty on tinplates and terne plates provided for in the Tariff Act of 1890 went into effect on July 1, 1891. From that date until the close of the fiscal year ending on June 30, 1897, the statistics of our production of tinplates and terne plates were regularly collected for the Treasury Department by Col. Ira Ayer, special agent. For the second half of 1897 and the year 1898 they were collected by The Metal Worker, New York, and for 1899 and 1900 they have been collected by the American Iron and Steel Association. From the data thus obtained we have compiled the following table in gross tons of our production of tinplates and terne plates in the calendar years 1891 to 1900, the figures for 1891 being for the last six months only. The production of dipping plants is included in the figures given:

| Calendar years.           | Gross tons. |
|---------------------------|-------------|
| 1891 last six months..... | 999         |
| 1892.....                 | 18,803      |
| 1893.....                 | 55,182      |
| 1894.....                 | 74,260      |
| 1895.....                 | 113,666     |
| 1896.....                 | 160,362     |
| 1897.....                 | 256,598     |
| 1898.....                 | 326,915     |
| 1899.....                 | 360,875     |
| 1900.....                 | 302,665     |

—The American Metal Worker.



# John Bowman

HARDWARE & COAL CO.

LONDON, ONT.

## SKATES    SKATES    SKATES

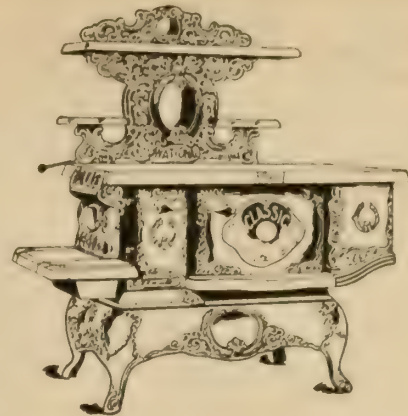
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English and German Table and Pocket Cutlery, Cases, Carvers, Razors, Scissors, Pen and Pocket and Table Cutlery in great variety.

Special Prices for the Christmas Trade.



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6-Hole Range.

Notice the clean cut, handsome carving, which harmonizes exactly with the plain surfaces, beautifully finished castings, Breton stretched patent leveled steel oven, which will neither warp or crack and responds quickly to a small fire. Nothing made in Canada like it.

THE MOFFAT STOVE CO., Limited,  
WESTON, ONT.

ESTABLISHED 1860.

DAVIDSON'S

Patent Milk Can Bottoms.



All our Broad Hoop Milk Cans and Trimmings are made with our

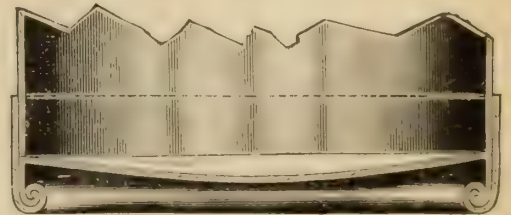
PATENT BOTTOM.

Why you should buy

OUR  
Milk Can  
Trimmings

BECAUSE . . . .

INCORPORATED 1895.



The above cut demonstrates more clearly than words why everybody wants the  
DAVIDSON PATENT MILK CAN BOTTOMS.

Our Patent BROAD HOOP bottom has all the advantages of three piece bottom, but is practically one piece. The rim of Patent Bottom is turned in over edge bottom proper, making smooth, uniform edge that will not tear floors of factories or waggons.

Hoops are all made 14-gauge and joined LONG way, thereby avoiding any possibility of splitting.

Sufficient space is left between bottom proper and rim to allow body of can to be inserted  $\frac{1}{4}$  of an inch, making permanent joint.

Bottoms are thus sweated in with half the solder.

Bottoms are concave, draining to the centre, therefore are easier to wash out.

They will not corrode like those which drain to the side.

Top bands are "SHOULDERS" and have cut out at joint, making neater and cleaner job in half time than with old style hoop.

All bands have retinned edges.

For durability, finish and economy in making up our Trimmings are unequalled.

PATENTED FEB. 9th, 1894

And has been growing in popularity ever since its introduction.

THE THOS. DAVIDSON MFG. CO., Limited, MONTREAL.



# HEATING AND PLUMBING

## DUST CAUSES IMPURE AIR.

THE influence of the dust deposited upon radiating surfaces on the purity of the air passing over them has not generally received the consideration which the final effect should secure for it. This has often led to the disparagement of some heating apparatus which a better knowledge of the cause would have avoided. The light thrown on the subject by the investigations of a German engineer should be of advantage to all who are engaged in heating with warm air. The results of his careful investigations are presented as follows:

It is well known that when a chamber system of heating is started in the fall a bad odor is noticeable in the heated rooms, whether the surfaces have a temperature higher than 212 degrees or not. Many guesses have been made as to the cause of this. The reason most frequently offered was that the air was burned or dry distilled. But this answer must be rejected, for the reason that dry distillation can only take place at temperatures about three times as high as those attained in modern low-pressure or hot-water heating.

It remained for a German professor to look into the matter in the usually thorough German fashion. He made extensive investigations and tests of the dust gathered from the radiators in city residences and school rooms, and has evidently solved the problem. This investigation showed that the very fine carefully gathered dust is composed principally of horse manure, the presence of which is easily explained. The manure is ground into fine dust by the traffic and carried by the moving air and the shoes and clothes into the heating chambers and rooms, and naturally settles on the radiating surfaces.

It was further discovered that the dust taken from cold radiating surfaces had a large percentage of moisture, which is also easily explained. In view of the fact that this dust is composed largely of organic matter, and being highly hydroscopic, it is enabled to absorb large quantities of moisture. Last, but not least, the dust was found filled with micro-organisms. When these dust-covered surfaces are slowly heated the moist manure, owing to the micro-organisms, will give off ammonia, which, on the one hand, gives to the air an unpleasant odor, and, on the other hand, has a bad effect on the mucous membranes of the people in the room. This would account for the belief that dry distillation of the air takes place, as the effect is quite the same. After a longer period of heating the moisture contained in the dust is withdrawn and the micro-organisms die. The evaporation of ammonia ceases, and with it the disagreeable effects noted above.

To avoid these altogether it is necessary to provide all heating surfaces with

\* By chamber system the writer means a warm air furnace, or indirect steam or hot-water heating system in which the radiation is inclosed in a chamber and has an outside cold-air duct.

means for being properly cleaned and freed from dust before the beginning of any period of heating. It is further recommended to use only such radiation as is easily kept clean. Pin indirect or other extended surface radiation, and such sectional cast-iron radiators as have the sections closely shoved together to save space, should be looked upon as unsanitary. —Metal Worker.

## BUILDING IN TORONTO.

The following building permits have been taken out from the Toronto City Commissioner's office in the City Hall during the week: Mrs. Oldfield, for a two-storey residence on lake front, Centre Island, to cost \$1,200; Thomas Moore, for a pair of two-storey and attic semi-detached brick dwellings, on Markham street, for \$5,000; A. Mile, for a two-storey brick dwelling on Rusholme Road, for \$3,200; The Toronto General Trust, for a two-storey alteration to dwellings at 198 and 204 Simcoe street, to cost \$3,000; F. S. Lugsden, for a two-storey brick detached dwelling on Lowell ave., for \$3,200; to W. D. Hutson, for a small two-storey brick stable on Spadina Place, for \$800; S. S. Martin, for a one-storey brick porch at 100 Pembroke street, for \$700; F. R. Baumhau, for a pair of two-storey and attic semi-detached brick dwellings on Callender street, for \$4,000; W. Parkhill, for a two-storey and attic brick and stone dwelling on Crawford street, to cost \$2,500.

From the first of January this year, up till now, there have been 560 dwellings, exclusive of apartment houses, built in Toronto, the value of which is \$1,291,000. Last year there were only 337 dwellings built, and of these the value was \$762,000.

## TORONTO'S NEW HOTEL.

Although it was the 1st of May before contractors Dolby & Horn commenced work on Toronto's new hotel on King street east, already not only have the old buildings being torn down and the foundations of the basement of the new structure excavated, but the white brick Indiana limestone-faced walls have reached a height of five storeys. Before the roof can be put on two more storeys are to be added, so it will be the end of February before the roofing operations are completed. There is a small army of workmen employed on the work, consisting of about 35 carpenters, 75 masons and 130 laborers. The building is to be hot water heated throughout.

## A CREDITOR, BUT SECURED.

In our issue of November 30, we mentioned that J. H. A. Blais, plumber, in Montreal, had assigned, and that one of the principal creditors was The Canadian Hardware Co., for \$2,081. We might say that this company had its claim secured.

## TORONTO'S SEWAGE.

D R. SHEARD, Toronto's Medical Health Officer, has come out emphatically against the disposal of city sewage in the lake, which is the scheme recommended by the city engineer as being less costly than the alternative systems of bacteria beds and separate tanks.

In a letter to the Board of Works, Dr. Sheard says:—

"I desire to state that I have repeatedly discussed this matter with the city engineer, but without arriving at harmonious conclusions. I understand his recommendation is that the sewage be discharged into the lake at a distance of three miles east of the city limits, or nine miles from the waterworks intake. I am very strongly of the opinion that such action would have the result of seriously endangering the water supply of the city.

"As the temperature of the sewage at the outfall would, for the greater part of the year, be considerably higher than the water of the lake, and its density correspondingly less, the natural tendency of the sewage would be to ascend and keep near the surface until cooled down to the temperature of the general body of the lake. It would thus be in a position to be driven by the wind or carried by superficial currents. Some of the most violent storms of winter come from an eastwardly or southeasterly direction, and in my opinion the risk of sewage being carried to the intake, even though the distance were nine miles, is such that I do not feel at all justified in endorsing the recommendation of the engineer.

"With regard to the danger of shore contamination, I think that trouble would undoubtedly arise from this source. It would be impossible to discharge 20,000,000 gallons of sewage per day under all conditions of wind and weather without there being at times on the shore visible evidence of the insoluble constituents of the discharge."

## THE PRICE OF REGISTERS.

There is considerable diversity among register manufacturers as to the list used by them. A majority are using the list bearing date September 2, 1901, but some are still using the old list. The volume of business has been large, but prices in many cases have been so low as to yield only a narrow margin of profit. There is no agreement among the manufacturers in regard to prices, and with active competition there is more or less irregularity in quotations. The manufacturers who have been in a position to fill promptly the orders of the trade have been able to secure better prices than others less favorably situated. There is a good deal of diversity in the quotations at which the goods are sold by the jobbing trade, among whom there is liberal cutting. Altogether, the situation is not as satisfactory as the manufacturers would desire.—Iron Age.



## BUSINESS NEWS

of any kind that is of value to business men supplied by our Bureau. We can give you market quotations from any town in Canada, reports from the city markets, stock quotations, etc. You can get commercial news from any Canadian paper through us.

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Engineers' and Plumbers' Supplies.

## WINDOW GLASS



As there is a great demand and every indication of an advance in price, we advise our friends to order now. We have large stocks now arriving daily in all kinds of plain window and colored.

**A. RAMSAY & SON**

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PAINT MAKERS and  
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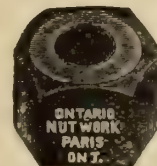
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Manufacturers of **FLATWARE, CUTLERY and  
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Ask for our Catalogue and Quotations.



**Ontario Nut Works, Paris  
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Manufacturers of

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## "REPUTATION."

That is what

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have, and we are living up to that reputation for **quality, accuracy, and durability.**

We have a new and attractive catalogue of all our Weighing Machines. From Locomotive to Dispensary Scales. **WRITE FOR ONE.**



**THE FAIRBANKS COMPANY, 749 Craig St., MONTREAL**



### LIFE OF CAST-IRON PIPES.

**I**N answer to a correspondent asking as to the probable life of cast-iron pipe buried in ordinary soil, Municipal Engineering gives the following interesting information on the subject:

The only data from observation at hand are found in reports from St. John, N.B., and Los Angeles, Cal. Gilbert Murdoch, superintendent of the waterworks at the former place, reported in 1892 several observations. In one case a 14-inch main, in use about 23 years in marsh mud, had failed by softening of the outside, and the break took place at some air cells in the body of the pipe.

A 6-inch pipe 52 years old in soft, slaty rock, failed from softening. A 24-inch pipe laid in well drained, gravelly brick clay 36 years old, failed from inherent defects in the pipe, the outside of the pipe being sound and the inside having a coat less than 1/16 inch thick. None of these pipes were protected by coatings. The conclusion regarding the 24-inch pipe in well drained gravelly clay was that, aside from the defects in manufacture, its life would have been practically indefinitely long.

J. H. Dockweiler, City Engineer of Los Angeles, Cal., reported the condition of the waterworks in 1897. The pipe was uncovered in 318 places. Cast-iron pipe 28 years old was found in a perfect state of preservation. In sand or loam the bare pipe metal did not rust. In hard adobe soil there was some rust, but the pipe was practically uninjured. In all cases the original asphalt coating had practically disappeared. A later report of a board of engineers, consisting of J. D. Schuyler, A. L. Adams, A. H. Koebig and J. B. Lippincott, estimated the depreciation of the waterpipe in the city in the better soils at 1.25 per cent. per annum, indicating a life of 80 years, and in the poorer soils at 2 per cent. per annum, indicating a life of 50 years. The effect of the soil upon the outside of the pipe and of tuberculation upon the inside are both allowed for in these estimates.

In case there is opportunity for electrolysis from street railway or other electric leakage, the life of pipe is very greatly shortened. Some chemical conditions of soil which will shorten the life of pipe will doubtless be met with.

### ELEMENTARY VENTILATION.

One of the speakers at a recent educational meeting in Boston, says The Herald of that city, emphasized the nature of ventilation as an indispensable adjunct to the training of children, and in doing so told what might be called a story of ventilation under difficulties. He was travelling in Scotland, and though it was wintertime, had determined to call at as many schools as possible, with a view to his projected article on "Education in the Highlands." One small, stuffy place, which looked more like a store than a school, he found devoid of even the slightest means of air renewal, yet the teacher assured him that it was one of the best ventilated educational institutions in Scotland. As he seemed incredulous, he was invited to remain until the time for recess. He did so. When the time arrived the lady rang the bell. Whereupon the children left their desks, put on their cloaks and coats, turned into processional order, and

marched for exercise into the open space outside the school. Meanwhile the windows of the building had been thrown open, and for 10 or 15 minutes the wind was allowed to do the work of the missing ventilation apparatus. That it was snowing hard at the time did not interfere with the experiment.

### SOME BUILDING NOTES.

Alfred Moffatt is building a new house at Weston, Ont.

Merchant Hunt's new residence at Darnoch, Ont., is completed.

The general store of The N. S. Steele & Co., Sydney, C.B., will be completed shortly.

Wm. Hargraves, of Hamilton, Ont., is building an annex to the back of his blacksmith shop.

The Moffatt Stove Co. is building a three-storey warehouse and a two-storey office at Weston, Ont.

At Truro, N.S., the contract has been awarded for the building of a contagious hospital, which is to be completed this month.

### PLUMBING AND HEATING NOTES.

At Windsor, Ont., the public library board are advertising for architects to submit plans for a new library building to cost \$20,000.

J. G. Sutherland has just started in the plumbing, steam and gas-fitting business at Peterboro', Ont., where he has fitted up a workshop in the basement of his father's store, at 323 George street.

The Toronto Hunt, Limited, East Toronto, is building a large addition to their club house. It is now up to the first storey and will have cost from \$5,000 to \$6,000 when completed in the spring.

### PLUMBING AND HEATING CONTRACTS.

Fiddes & Hogarth have secured the following contracts: The plumbing of Adam's Bros.' new factory at the corner of King and Frederick streets, Toronto; the plumbing in the new addition to the premises of The Toronto Hunt, Limited, East Toronto; the plumbing and heating of Dr. Nevitt's new residence on Bloor street west, Toronto; and the heating of F. W. Lyonde's house on Balsam ave.

Purdy, Mansell & Co., Toronto, have secured the plumbing and steam heating of the new Victoria College for Women in Queen's Park, Toronto; the hot-water heating for Hall & Hayes' new office building, at Peterboro', Ont.; the plumbing and heating of the new addition to the premises of The Canada Biscuit and Confectionery Co., on King street west; the hot-water heating for three houses on Lucas street, Toronto, for The York County Loan and Savings Co.

The Keith & Fitzsimons' Co., Limited, Toronto, have secured the fitting up of the electric and gas fixtures for the new asylum for the insane at Coburg, Ont.; the replumbing, gas and hot-water heating of Hyland's hotel on the corner of Queen and Jarvis streets, Toronto; and the heating and plumbing of Dr. McLaughlin's house on College street.

The James Smart Manufacturing Co., Limited, Brockville, Ont., have been awarded the contract for warming and ventilating the new town hall at Ridgetown, Ont., using two of their largest "Kelsey" warm-air generators.

### MONTREAL HARDWAREMEN MEET.

On December 5, the Montreal Metal and Hardware Manufacturers and Merchants' Association held their annual meeting in the Board of Trade rooms. In the absence of Mr. W. W. Near, Mr. James Davidson presided.

It was unanimously decided that hereafter an annual association banquet should be held, and Messrs. William McMaster, T. H. Newman, George Caverhill, G. A. Kohl and George E. Drummond were appointed to arrange for their first annual dinner, which they will hold at an early date.

#### The following officers were elected:

President—Mr. W. J. Pyke.

Vice-President—Mr. J. C. McCormick.

Treasurer—Mr. George Caverhill.

Directors—Messrs. F. Bacon, H. M. Blaiklock, G. A. Kohl and J. T. McCall.

Coupled with the vote of thanks that was given the retiring officers was an expression of sympathy with Mr. W. W. Near, who has been absent on account of ill health for several months.

### FOR BETTER FREIGHT SERVICE.

A few days ago a conference of seven manufacturing concerns of Chicopee Falls, Mass., was held in the office of The J. Stevens Arms and Tool Co., when it was pointed out to General Freight Agent H. S. Woodward, of the Consolidated Road, and C. H. Hennesey, of New York, of The Star Union Line, who were present, that since the consolidation of the Connecticut River road with the Boston and Maine system the management of these lines has demanded that all of its freight be carried over the long route by way of Chicopee Junction, Greenfield and Rotterdam Junction, thus necessitating long and exasperating delays at the junction points. As the company insist that their traffic be by that road the manufacturers seem helpless in the matter.

It was suggested by Mr. Hennesey that a Pennsylvania railroad car be set on the siding of Chicopee Falls every morning for western shipments, and it is believed that if this were done the difficulties will be greatly obviated.

### PLATINUM AMONGST YUKON GOLD.

C. S. Hunter, the Dominion Government metallurgist of Vancouver, B.C., is responsible for the statement that there is being thrown away an abundance of platinum which exists in the Yukon gold, unknown to the miners. This, he says, escapes notice by sinking to the bottom of the riffle as heavy dust or tiny nuggets, being heavier than gold. And thus thousands of dollars are being thrown away daily.



# HOSE

WE have the nicest set of Hose samples ever shown to the Canadian trade. Don't fail to see them.

**GARDEN  
STEAM  
SUCTION  
ETC.**

WE make Hose of all kinds for all purposes. Our equipment is the most modern and our goods are perfection.

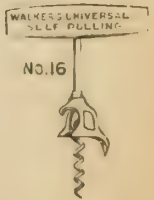
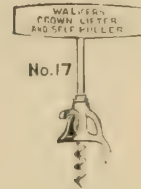
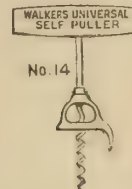
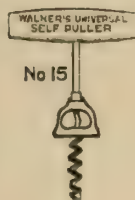
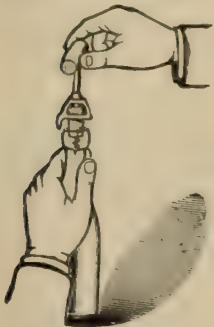
Send for samples and quotations.

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Bowmanville, Ont.

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Have to Pull.  
A Child Can Do It.



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Made of Crucible Steel, Nickel Plated, Polished Apple Wood Handles.

EVERY ONE TESTED AND GUARANTEED. Several imitations on the market, but none as good.

Mfrd. only by ERIE SPECIALTY CO., Erie, Pa., U.S.A.

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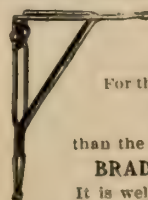
Established 1876.

Comprising—Axe, Pick, Sledge, Fork, Hammer, Shovel, Broom, and all kinds of Tool Handles. Also Field Hay Rakes, Horse Pokes, Hockey Sticks, Pike Poles, Cant Hook Stocks and Peavies, and all other kinds of Wood Turnings.

Write for Catalogue and Price List.

J. H. STILL MFG. CO., St. Thomas, Ont.

*Standard Paint & Varnish Works  
Limited  
Makers of High Grade  
Varnishes, Japans,  
Paints, Colors & Enamels.  
Windsor, Ont.*



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That's what a shelf bracket is for.

For this purpose there can be

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**BRADLEY STEEL SHELF BRACKET**

It is well Japanned, Strong and Light. The saving in freight is a good profit, aside from the lower price at which the goods are sold.

Order direct or through your jobber.

ATLAS MFG. CO., New Haven, Conn., U.S.A.

CANADIAN ADVERTISING is best done by THE E. DESBARATS ADVERTISING AGENCY MONTREAL.

Every Description,  
Shape and Colors  
**LABELS**

Stock Labels for Hardware trade  
LEVY & CO., 19 Leader Le., TORONTO



**DOMINION DRUMMERS MEET.**

**L**AST Saturday evening, St. George's Hall, Toronto, was the scene of a large and representative meeting of the Commercial Travellers' Association of Canada. President Ellis congratulated the assemblage on the prosperity of this association, and stated that the year closing has been one of the best in the annals of the society, showing not only an increase in members, but also in the permanent reserve fund.

The following nominations were made :

President, M. C. Ellis ; first vice president, Wm. Cauldwell ; second vice - president, Thos. McQuillan ; treasurer, Jas. C. Black. All these gentlemen were elected by acclamation.

Directors for the Toronto board—A. A. Alexander, H. Bedlington, W. J. Barr, J. H. Butler, Frank Campbell, Lytle Duncan, John Gibson, H. Goodman, Arthur F. Hatch, L. A. Howard, Robt. Keyes, M. Lamont, John Orr, G. M. Reynolds, C. Ryan, S. M. Sterling, W. H. Scott, C. J. Tut-hill and Geo. West. Nine to be elected.

Hamilton board—Jas. Hooper, first vice-president ; Fred. Smye, second vice-president. Both elected by acclamation. Directors for Hamilton board—J. T. Cauley, T. M. Davis, Edward Fenwick, J. H. Herring, H. J. Hickey, Geo. Matheson, R. Moncur, Geo. M. McGregor, W. H. Reid, H. G. Wright. Six to be elected.

Kingston board—Jas. Alexander, W. H. Graham, W. S. R. Murch, C. B. Maund, B. R. J. Norris, M. S. Sutherland, Thos. Stewart. Two to be elected.

Directors for Guelph, Brantford, Montreal, Victoria, and Berlin boards were all elected by acclamation.

Winnipeg board—C. F. Galt, first vice-president ; H. Miller and Walter Madill, directors, elected by acclamation.

H. Clerihue, Joseph Devaney, and George A. Henderson were elected as scrutineers. The ballot will close on December 27, and the returns made at the annual meeting, which meets on that date in St. George's Hall.

**INQUIRIES ABOUT CANADIAN TRADE**

The following were among the recent inquiries relating to Canadian trade received at the Canadian Government Office in London :

1. Inquiry has been made for the names of shippers of boot and shoe last blocks in maple and basswood.

2. A Belfast house asks to be placed in touch with Canadian firms supplying boxes (Canadian style) complete for egg packing.

3. An inquiry is made for the manufacturers in Canada of corncob tobacco pipes.

**Inquiries received at the Canadian section of the Imperial Institute :**

4. A commission firm claiming a good connection is prepared to take up agencies of Canadian manufactures of such lines as flannelettes, plushettes, felts, linoleum and oilcloth, fancy leathers, felt shoes, slippers, etc.

5. A Rotterdam (Holland) house asks for names of Canadian shippers of pig iron.

6. A London firm, import and commission, desires to secure the agency of a Canadian wood pulp mill seeking to push export trade ; also of a pulp wood shipper.

7. A West of England firm of importers and manufacturers' agents would like to represent Canadian manufacturers of turned goods, boxes, hardwood blocks, brush backs, furniture seats and hardware lines.

[The names of the firms making the above inquiries can be obtained on application to the Editor of **HARDWARE AND METAL.**]

**MERCHANT FLEETS OF THE WORLD**

In a recent issue of Engineering an interesting comparison is made between the growth of the merchant fleets of the leading maritime nations of the world. The most remarkable increase in tonnage has occurred in the German fleet, which has nearly doubled during the last 10 years. The French fleet has not materially increased, notwithstanding heavy subsidies. The United States fleet has increased by only about 200,000 tons, and Norway, Russia and Sweden all show small gains. The following table gives the details :

|                        | 1890.      | 1900.      |
|------------------------|------------|------------|
| United Kingdom.....    | 10,241,856 | 13,241,446 |
| United States .....    | 1,823,822  | 2,035,062  |
| Danish .....           | 280,065    | 519,012    |
| Dutch .....            | 378,784    | 530,271    |
| French.....            | 1,045,102  | 1,350,567  |
| German .....           | 1,369,311  | 2,650,033  |
| Italian .....          | 816,567    | 983,655    |
| Norwegian.....         | 1,584,355  | 1,640,812  |
| Russian .....          | 427,335    | 720,901    |
| Spanish .....          | 534,811    | 694,780    |
| Swedish .....          | 475,964    | 637,272    |
| Austro-Hungarian ..... | 269,648    | 416,084    |

In a computation of the exports of all the principal countries of the world it is found that the value of all the exports from the various countries in 1898 increased by over \$1,140,000,000 by the time they became imports at their destination ; and, while some part of this increase may be due to profits, insurance, etc., a large proportion of it was due to transport charges.

**EARLY CLOSING IN ST. THOMAS.**

At a meeting of No. 1 Committee of the St. Thomas, Ont., City Council on Monday night, a petition was presented from Northway & Anderson, and about all the merchants of the city, petitioning that a by-law be passed requiring that all shops in St. Thomas be closed on all Saturday evenings and on all evenings before statutory holidays, all evenings of the week preceding Christmas at the hour of 10 o'clock in the evening ; on all other days of the week during the year at 7 o'clock p.m., this by law to take effect on January 1, 1902.

The petition was referred to the city solicitor and assessor to certify to sufficiency and for the solicitor to prepare a by-law if legal.

# SEASON 1902

# Start The

# New Year

# Right

and reserve your orders for

## THE

# CANADA

# PAINT

# COMPANY

We increased our number of customers largely this year, and expect to add to their number for 1902.

Once you have

## THE

# CANADA

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# FORMING A RETAIL MERCHANTS' ASSOCIATION.

## A Few Hints.

**I**N all ages men have been accustomed to associate themselves together for purposes of mutual defence, or the attainment of some common object, and for social intercourse. This idea has always manifested itself in the same way. In the days of the Romans the citizens had their *collegia*, a combination of all the craftsmen and those engaged in commerce, and it is maintained by some that the guilds of the Middle Ages, which Bacon called "fraternities in evil," were the descendants of these older *collegia*, especially in those Latin countries which have derived many of their laws and customs from old Rome. It is generally conceded that the modern trades unions, corporations, and mercantile associations are lineal descendants of these guilds of mediæval times. They have so many institutions in common, they both assembled at stated days for business in the regulation of labor and of things concerning themselves as a body, and they both are characterized by the holding of periodical feasts. It is with the mercantile associations that we deal with in this matter.

### ORGANIZATION ALWAYS FOUND ADVANTAGEOUS.

Those engaged in the buying and selling of goods have always found it to their advantage in multitudinous ways to organize into societies, consisting of all those engaged in commerce, or in their peculiar branch of commerce. As an example of this, take the retail grocers' associations, or retail bakers, of any of our cities where they are organized. As a body they invariably have more weight in any affair touching their business as a whole, and they are enabled to take up lines of action that will safeguard and further their common interests in various ways. They, with a greater chance of success, could enlist the cooperation of all manufacturers and wholesale jobbers in securing more just and equitable prices in all classes of staple and standard merchandise, could prevent misrepresentation in advertisements claiming to sell at less than cost price, and could promote legislation in the direction of simplifying the collection of debts. A large and effective dead-beat list could be made, and they would be able to promote proper equalization of taxation and insurance rates. These are only a few things which they could undertake as a corporate body.

### SOCIAL FEATURES.

Then, such an association has also its valuable social features. By stimulating an active and thorough discussion of matters directly affecting their business interests, there would be wider and more extensive reading, and the members would find this to be a source of culture. Their debating and oratorical abilities would be cultivated, so that they would thus be better qualified for any office of the State which they might be called upon to fill by their country. The periodical banquets, balls, parties, lectures, etc., connected with such a society are also a feature not to be passed over, as they are valuable factors in promoting fellowship and good-will and giving the members an *esprit de corps* which would be to their own good.

### BASIS OF ORGANIZATION.

In a small town or village, in the forming of such an association, the best results are obtained by organizing on as broad a basis as possible. Include all the retail merchants, regardless of what particular branch of trade they follow. This makes such an organization stronger numerically, and best results are obtained, as matters such as we have enumerated above as requiring consideration affect all lines alike. Whenever the butchers, bakers, grocers or hardwaremen feel strong enough they are always able to organize themselves into a separate or distinct body or as a branch of some parent association. Another danger of, say, the retail grocers organizing themselves into a distinct association with a distinct and definite policy is that those engaged in the same branch of commerce who are opposed to something in their platform may form themselves into a rival association.

### NECESSITY FOR TACT AND KNOWLEDGE.

For the successful formation of a retail association a great deal of tact and skill is required. Its advocates must be well informed as to its objects and aims and its advantages. They should make a careful study of the subject, and if a number, however small, are found willing to hold a meeting and form an association. It may require the services of a canvasser to secure the support of all parties so that the institution may be thoroughly representative and be successfully put on its feet. It then depends on the energy and undaunted

resolution of the members to continue what has been commenced. They could by using a great deal of tact induce others to enter with them as they gradually perceived the objects and aims of such a body. The support of the local press is also an invaluable aid.

### BEGIN IF ONLY WITH HALF A DOZEN.

If there should be only five or six willing to enter, let them go to work and organize. Such a commencement will form a valuable nucleus for a larger body. As we have said before, it will depend on the members whether their efforts are to be crowned with success or doomed to failure.

### PERSONNEL OF ASSOCIATIONS.

An association of retail merchants, of course, confines its members to only those engaged in the retail trade. Its constitution is always thoroughly democratic. Any qualified person is made a member of the association by motion at a regular meeting followed by a ballot the following month. All the officers are usually elected by nomination and ballot at a stated meeting. In cases when they are disqualified an election to fill the vacancy can be held at any regular or special meeting, providing a quorum be present. Of how many the quorum should consist depends on the size of the association.

The necessary officers are: President, vice-president and secretary-treasurer. The president's duty is to call the meeting, to preside thereat, to maintain order and decorum, and sign all orders and minutes. The vice-president performs all the duties of a president in his absence. The secretary-treasurer's duties are most onerous of all. He keeps a record of all the previous meetings, reads the minutes, attends to all correspondence, notifies members of the meetings, keeps a correct account between the association and its members, and charges and collects all fees. If convenient, all the monies collected by him are deposited in some chartered bank approved of by the members. He is also called upon to perform any other duty which the society may demand of him.

The above is the usual constitution of a merchants' association.

Meetings are conducted according to a definite plan. The hour is fixed at a time most convenient for the members to assemble; the president takes the chair and the meeting is declared open, providing



there is a sufficient quorum to transact business. The following will be found useful in conducting such a meeting. The order of business being as follows :

#### ORDER OF BUSINESS.

1. Roll-call of officers.
2. Reading minutes of previous meeting.
3. Reading correspondence.
4. Report of officers and committees.
5. Unfinished business.
6. Payment of dues.
7. New business and remarks in the interest of the association.
8. Closing.

By the adoption of a plan similar to this much confusion may be avoided and the transaction of business greatly facilitated.

Fees are levied on each member as settled by the by-laws and the requirements of the association. By-laws are adopted regulating the conduct of the members and other items. The constitution may be changed or amended at any time, but usually due notice and a two-third's vote of all the members is required.

In all matters not laid down in the constitution Parliamentary rules of order and procedure usually are adopted in the government of all meetings.

The above is an outline of how an association may be formed and governed and may set those desirous of forming one on the right track so that they themselves may institute and successfully carry out similar organizations.

Anyone, pausing a moment in consideration, can perceive the benefits and the utility of an association like unto that outlined above. And the dream of the idealist is that all over our fair country such organizations should exist, united to each other through a parent stem that, in anything demanding their united and non-political, cooperative support, it may be forthcoming from every part of the Dominion.

S.

#### LEAD ENAMEL ON IRON.

A new and successful process for applying a coating of lead enamel to iron surfaces by mechanical means, and invented by M. A. Dormoy, was recently described in *La Nature*. The articles to be coated, after being heated to redness, are placed in a double, hermetically sealed chamber with glazed sides; each half of the chamber can be worked alternately, and the surplus enamel powder, dusted over the metal by means of a sieve, is removed from the chamber by the draft from a high chimney. The necessary movements of the iron can be effected from outside of the chamber, and the vibration of the sieves for the purpose of distributing the lead powder is provided for by an electrical beater.

#### MANITOBA GRAIN INSPECTED.

THE returns for the month of November of grain inspected both at Winnipeg and Emerson were issued recently by Grain Inspector Horn, and, as expected, proved a record-breaker, there being no less than 10,272 cars of grain inspected, making a grand total of 23,078 cars inspected from September 1, the beginning of the present crop year, to November 30.

This amount was made up as follows : Wheat, 22,153 cars; oats, 732 cars; barley, 106 cars; flax seed, 87 cars. Taking the average number of bushels per car, the total amount of grain inspected between the above dates is 19,458,390 bushels, made up follows :

| Grain.         | Cars.  | Bushels.   |
|----------------|--------|------------|
| Wheat .....    | 22,153 | 18,386,990 |
| Oats .....     | 732    | 878,400    |
| Barley .....   | 106    | 106,000    |
| Flax seed..... | 87     | 87,000     |

Total grain inspected... 19,458,390

The following table shows in detail the total number of cars of grain inspected during the months of September, October and November :

| Grain—               | Sept. | Oct.  | Nov.  |
|----------------------|-------|-------|-------|
| No. 1 hard.....      | 2,204 | 1,758 | 1,265 |
| No. 1 Northern ..... | 1,819 | 2,139 | 3,205 |
| No. 2 Northern ..... | 543   | 2,397 | 4,667 |
| No. 3 Northern ..... | 15    | 276   | 183   |
| No. 1 rejected.....  | 37    | 61    | 37    |
| No. 2 rejected.....  | 7     | 19    | 15    |
| Rejected .....       | 1     | 2     | 1     |
| Condemned .....      | 9     | 2     | 2     |
| Feed .....           | 2     | 5     | 23    |
| No grade.....        | 156   | 977   | 336   |
| Oats—                |       |       |       |
| No. 1 white.....     | 3     | 4     | 9     |
| No. 2 white.....     | 83    | 79    | 236   |
| No. 2 mixed.....     | 16    | 29    | 57    |
| Feed .....           | 15    | 52    | 112   |
| No grade.....        | 2     | 5     | 8     |
| Rejected .....       | 0     | 6     | 16    |

|                  |   |    |    |
|------------------|---|----|----|
| Barley—          |   |    |    |
| No. 3 extra..... | 5 | 6  | 1  |
| No. 3.....       | 1 | 26 | 41 |
| Feed .....       | 0 | 7  | 4  |
| Rejected .....   | 1 | 1  | 2  |
| No grade.....    | 0 | 1  | 3  |
| Flax seed—       |   |    |    |
| No. 1.....       | 0 | 2  | 3  |
| No. 2.....       | 1 | 12 | 32 |
| Rejected .....   | 0 | 22 | 14 |
| No grade.....    | 0 | 1  | 0  |

Total ..... 4,927 7,579 10,272

During the grain year extending from September 1, 1899 to August 31, 1900, the total amount of grain inspected was 33,663 cars, or 28,252,300 bushels. For the period extending from September 1, 1900, to August 31, 1901, the total amount inspected was only 12,956,670 bushels. It will be seen from the above figures that for the first three months of the present grain year the amount inspected, 19,458,390 bushels, is nearly half as much again as during the whole of the previous grain year, and nearly two thirds as great as for the whole year from September, 1899, to August 1, 1900.

#### A PROMISED SUCCESS.

The annual dinner of the officials of the Canada Paint Co. promises to be a most brilliant function. As already announced, it will take place on December 20 at the Windsor Hotel, Montreal. The travellers are now busily engaged reviving the old popular favorites in the comic and "legitimate" line. There is certainly no lack of talent amongst the staff of the Canada Paint Co., and the permanent orchestra of the Windsor will furnish the music. It is promised by the management of the hotel that the decorations will be brilliant and handsome in keeping with the recherche character of the menu. **HARDWARE AND METAL** will be represented at the banquet.

Many who have seen our new booklet think it worth while. You can have a copy by addressing the Advertising Department

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Battery Park Building  
New York



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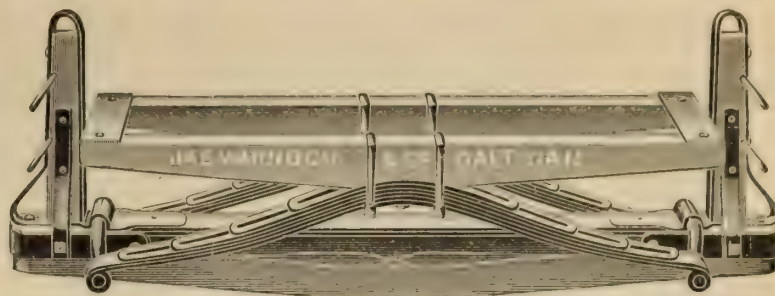
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Made from carefully selected Lake Superior Ores, with Connellsville Coke as fuel, "Midland" will rival in quality and grading the very best of the imported brands.

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**Canada Iron Furnace Co.**  
MIDLAND, ONT. Limited



**James Warnock & Co. = Galt, Ont.**

## CURRENT MARKET QUOTATIONS.

December 13, 1901.

These prices are for such quantities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate.

### METALS.

#### Tin.

Lamb and Flag and Straits—  
56 and 28 lb. ingots, per lb. 0 30 0 31

#### Tinplates.

Charcoal Plates—Bright  
M.L.S., equal to Bradley, Per box  
I.C., usual sizes, \$6 75  
I.X., " " 8 25  
I.X.X., " " 9 75

Famous—  
I.C., usual sizes, 6 75  
I.X., " " 8 25  
I.X.X., " " 9 75

Raven & Vulture Grades—  
I.C., usual sizes, 5 00  
I.X., " " 6 00  
I.X.X., " " 7 00  
I.X.X.X., " " 8 00  
D.C., 12½x17, 4 50  
D.X., " " 5 25  
D.X.X., " " 6 00

Coke Plates—Bright  
Bessemer Steel—  
I.C., usual sizes, 4 50  
I.C., special sizes, base, 4 85  
20 x 28, 9 50

Charcoal Plates—Terne  
Dean or J. G. Grade—  
I.C., 20x28, 112 sheets, 8 50  
I.X., Terne Tin, 10 50

Charcoal Tin Boiler Plates.  
Cookley Grade—  
X X, 14x56, 50 sheet bxs, Per lb.  
" 14x60, " " 0 06½  
" 14x65, " " 0 06½

Tinned Sheets  
72x30 up to 24 gauge, 0 07½  
" 26, " " 0 08

Iron and Steel.  
Common Bar, per 100 lbs., 1 95 2 05  
Refined, " " 2 45  
Horse Shoe Iron, " " 2 40  
Hoop steel, ½ to 3 in. base, 3 10  
Sleigh Shoe Steel, " base, 2 10  
Tire Steel, " " 2 30 2 50  
Reeled Machinery, " " 3 00  
Toe Calk Steel, " " 2 85 3 00  
T. Firth & Co's tool steel, per lb 0 12½  
Jesse's tool steel, " " 0 14  
Myron's tool steel, " " 0 13  
Black Diamond and " B.C., " " 0 14  
" tool steel, " " 0 10 0 11  
Thas. Leonard's tool steel, " " 0 08 0 09  
Drill Steel, per lb., " " 0 08 0 10

Boiler Tubes.  
1½ inch, " " 0 12½  
" 2, " " 0 13  
" 2½, " " 0 15  
" 3, " " 0 16  
" 3½, " " 0 20  
" 4, " " 0 25

Steel Boiler Plate.  
½ inch, " " 2 50 2 60  
3-16 inch, " " 2 60 2 70  
¾ inch and thicker, " " 2 50 2 60

Black Sheets.  
Comm. D. Fl.  
18 gauge, " " 2 85 3 00  
" 22 to 24, " " 2 85 3 00  
" 26, " " 2 95 3 25  
" 28, " " 3 05 3 50  
" 30, " " 3 15

Canada Plates.  
All dull, 52 sheets, 3 05  
Half polished, " " 3 15  
All bright, " " 3 75

Per 100 Feet.  
Black pipe—  
1 inch, " " 4 65  
1½ inch, " " 3 40  
2 inch, " " 3 45  
2½ inch, " " 3 74  
3 inch, " " 3 85  
3½ inch, " " 5 40  
4 inch, " " 7 70  
4½ inch, " " 9 20  
5 inch, " " 12 50  
5½ inch, " " 24 00  
6 inch, " " 28 00  
6½ inch, " " 36 00  
7 inch, " " 43 00  
7½ inch, " " 50 00  
8 inch, " " 57 00  
8½ inch, " " 73 00

Galvanized pipe—  
¾ inch, " " 5 15  
1 inch, " " 5 50  
1½ inch, " " 7 95  
2 inch, " " 10 80  
2½ inch, " " 12 95  
3 inch, " " 17 35

Galvanized sheet—  
16 gauge, " " 4 15  
18 to 24 gauge, " " 4 15  
26, " " 4 35  
28, " " 4 60  
28 gauge American equals 26 gauge English.

G. C. Comet. Amer. Queen's Head.  
16 gauge, " " 4 15  
18 to 24 gauge, " " 4 15  
26, " " 4 35  
28, " " 4 60

Less than case lots 10 to 15c. extra.  
28 gauge American equals 26 gauge English.

Chain.  
Proof Coil, 3-16 in., per 100 lb.  
" ¼, " " 7 85 8 10  
" 5-16, " " 4 95 5 25  
" ¾, " " 4 85 4 60  
" 7-16, " " 4 15 4 40  
" 1½, " " 4 10 4 25  
" 9-16, " " 3 99 4 15  
" 1½, " " 3 89 4 05  
" ¾, " " 3 85 4 10  
" 1, " " 3 85 4 10

Halter, kennel and post chains, 40 to 40 and 5 p.c.  
Cow ties, " " 40 p.c.  
Tie-out chains, " " 65 p.c.  
Stall fixtures, " " 35 p.c.  
Trace chain, " " 45 p.c.  
Jack chain, iron, single and double, discount 35 p.c.  
Jack chain, brass, single and double, discount 40 p.c.

Copper.  
Ingot  
English B. S., ton lots, 0 17½  
Lake Superior, " " 0 17½

Cut length round, ½ to ¾ in. 0 23 0 25  
" round and square, " " 0 23 0 25  
" 1 to 2 inches, " " 0 23 0 25  
Sheet.  
Plain, 14 oz., and light, 16 oz., 14x48 and 14x60, 0 24 0 24½  
Plain, 14 oz., and light, 16 oz., irregular sizes, 0 24½ 0 25  
Tinned copper sheets, " " 0 26  
Planished, " " 0 32

Braziers (In sheets.)  
4x6 ft. 25 to 30 lbs. ea., per lb., 0 25 0 24  
" 35 to 45, " " 0 24 0 23  
" 50-lb. and above, " " 0 23  
Boiler and T. K. Pitts  
Plain Tinned, per lb., 0 28  
Spun, per lb., 0 32

Copper Ware.  
Brass.  
Rod and Sheet, 14 to 30 gauge, 10 per cent.  
Sheets, hard-rolled, 2x4, 0 23  
Tubing, base, per lb., 0 23½

Foreign, per lb., 0 05½ 0 06  
Domestic, " " 0 05½ 0 06

5. wt casks, " " 0 05½ 0 06  
Part casks, " " 0 06 0 06½

Lead.  
Imported Pig, per lb., 0 04 0 04½  
Bar, 1 lb., " " 0 05½ 0 05¾  
Sheets, 2½ lbs. sq. ft., by, " " 0 06¼  
Sheets, 3 to 6 lbs., " " 0 06

NOTE.—Cut sheets ½ cent per lb. extra.  
Pipe, by the roll, usual weights per yard, lists at 7c. per lb. and 30 p.c. dis. f.o.b. Toronto.  
NOTE.—Cut lengths, net price, waste pipe 8-ft. lengths lists at 7½ cents.

Shot.  
Common, \$6.50 per 100 lb.; chilled, \$7.00 per 100 lb.; buck, seal and ball, \$7.50. Discount, 17½ p.c. Prices are f.o.b. Toronto, Hamilton, Montreal, St. John and Halifax. Terms 3 per cent. cash, freight equalized.

Soil Pipe and Fittings.  
Discount, 60 and 10 per cent. on medium and extra heavy, and 60 per cent. on light.

Solder. Per lb. Per lb.  
Bar half-and-half, guaranteed, 0 16½  
Bar half-and-half, common, 0 19  
Refined, " " 0 18½  
Wiping, " " 0 18

Antimony.  
Cookson's, per lb., 0 10½ 0 11

White Lead. Per 100 lb.  
Pure, " " 6 12½  
No. 1, " " 5 75  
No. 2, " " 5 37½  
No. 3, " " 5 00  
No. 4, " " 4 62½  
Munro's Select Flake White, " " 6 37½  
Elephant and Decorators' Pure, " " 6 12½  
Brandram's B. B. Genuine, " " 8 25  
" No. 1, " " 7 50

Red Lead.  
Genuine, 560 lb. casks, per cwt., \$4 75  
Genuine, 100 lb. kegs, per cwt., 5 00  
No. 1, 560 lb. casks, per cwt., 4 25  
No. 1, 100 lb. kegs, per cwt., 4 50

White Zinc.  
Extra Red Seal, " " 0 06 0 08  
No. 1, " " 0 05½ 0 07  
No. 2, " " 0 05 0 06

Dry White Lead.  
Pure, casks, " " 5 25  
Pure, kegs, " " 5 50  
No. 1, casks, " " 5 60  
No. 1, kegs, " " 5 25

Prepared Paints.  
In ¼, ½ and 1 gallon tins.  
Pure, per gallon, " " 1 25  
Second qualities, per gallon, " " 1 10  
Barn (in bbls.), " " 0 60 0 30  
The Sherwin-Williams Paints, " " 1 40  
Canada Paint Co's Pure, " " 1 25  
Toronto Lead & Color Co's Pure, " " 1 25  
Sanderson Peary's Pure, " " 1 20  
Stewart & Wood's Champion Pure, " " 1 20

Colors in Oil.  
25 lb. tins, Standard Quality.  
Venetian Red, per lb., 0 04 0 06  
Chrome Yellow, " " 0 12½ 0 14  
Golden Ochre, " " 0 08 0 10  
French, " " 0 06  
Chrome, " " 0 09  
Black Green, " " 0 10  
French Imperial Green, " " 0 12  
S. G. Writers Black, " " 0 16  
Burnt Umber, " " 0 11  
" Sienna, " " 0 11  
Raw Umber, " " 0 11  
" Sienna, " " 0 11

Common Ochre bbls., 1 20  
Yellow Ochre 7 F.L. 8, bbls., 2 00  
Yellow Ochre (La Belle), " " 1 15 1 25  
Brussels Ochre, " " 2 00  
Venetian Red (beat), bbl., 1 75  
English Oxides, per cwt., 3 00 3 25  
American Oxides, bbls., 1 25 2 00  
Canadian Oxides, 1 bbl., 1 25 1 75  
Super Magneto Oxides, 93p.c., 2 00 2 25  
Burnt Sienna, pure, per lb., 0 10  
Umber, " " 0 10  
do Raw, " " 0 09  
Drop Black, pure, " " 0 09  
Chrome Yellows, pure, " " 0 18  
Chrome Greens, pure, per lb., 0 19 0 10  
Golden Ochre, " " 0 04 0 15  
Ultramarine Blue in 28-lb. boxes, per lb., 0 06 0 18  
Fire Proof Mineral, per 100 lb., 1 00  
Genuine Eng. Litharge, per lb., 0 07  
Mortar Color, per 100 lb., 1 25 1 10  
Pure Indian Red, No. 45 lb., 0 08 0 10  
Whiting, 1 lb., " " 0 55 0 60  
English Vermillion in 30-lb. bags, 0 95

Petroleum Casks, " " 16½  
Arsenic Kags, " " 17  
50-lb. and 100-lb. drums, " " 17½  
25-lb. drums, " " 18  
1-lb. packages, " " 18½  
½-lb. do, " " 19  
1-lb. tins, " " 19½  
½-lb. do, " " 21½  
F. O. B. Montreal. Terms—3 p.c. off 30 days, or 4 mos. from date of delivery.

Blue Stone.  
Casks, for spraying, per lb., 0 07  
100-lb. lots, do, per lb., 0 08

Patty.  
Bulk in bbls., " " 1 90  
Bulk in less quantity, " " 2 05  
Bladders in bbls., " " 2 25  
Bladders in kegs, boxes or loose, " " 2 40  
Bladders in 25-lb. tins, " " 2 35  
Bladders in 12½-lb. tins, " " 2 65  
Bladders in bulk or tins less than 100 lb., 2 90

Varnishes.  
In 5-gal. lots. Per gal. net.  
Carriage, No. 1, " " 1 50 1 60  
Pale Durable body, " " 4 10 4 25  
" rubbing, " " 2 85 3 00  
Gold Size, Japan, " " 2 85 3 00  
No. 1 Brown Japan, " " 0 85  
Elastic Oak, " " 1 50  
Furniture, extra, " " 1 15  
" No. 1, " " 0 85  
Hard Oil Finish, " " 1 65 1 75  
Light Oil Finish, " " 1 40 1 60  
Demar, " " 1 70 1 85  
Shellac, white, " " 2 3 2 45  
orange, " " 2 25 2 35  
Turpentine Brown Japan, " " 1 25  
" Black, Japan, " " 0 85 0 90  
" No. 1, " " 0 70 0 75

Elastilite Varnish 1 gal. can, eneb., \$3 00.  
Granatite Floor Finish per gal., \$2.75  
Maple Leaf Coach Enamels: Size 1, \$1.25; Size 2, 70c.; Size 3, 40c. each.

Castor Oil.  
East India, in cases, per lb., 0 09½ 0 10  
" small lots, " " 0 10 0 10½

Cod Oil, Etc.  
Cod Oil, per gal., 0 50 0 55  
Pure Olive, " " 1 20  
" Neatfoot, " " 90

Glue.  
Common, " " 0 08½ 0 08  
French Medal, " " 0 14 0 14½  
Cabinet shell, " " 0 12 0 13  
White, extra, " " 0 18 0 20  
Gelatine, " " 0 22 0 30  
Strip, " " 0 18 0 20  
Coopers, " " 0 19 0 20  
Hutner, " " 0 19



# STEEL, PEECH & TOZER, Limited

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**Cartridges.**  
B. B. Caps, Dom. 50 and 5 per cent.  
Rim Fire Pistol, dis. 40 p. c., Amer.  
Rim Fire Cartridges, Dom., 50 and 5 p. c.  
Central Fire Pistol and Rifle, 10 p. c. Amer.  
Central Fire Cartridges, pistol sizes, Dom.  
30 per cent.  
Central Fire Cartridges, Sporting and Military, Dom., 15 per cent.  
Central Fire, Military and Sporting, Amer., add 5 p. c. to list. B. B. Caps, discount 40 per cent. Amer.  
Loaded and empty Shells, "Trap" and "Dominion" grades, 25 per cent. Rival and Nitro, 10 p. c. advance on list.  
Brass Shot Shells, 55 per cent.  
Primers, Dom., 30 per cent.; American, \$1.6.

#### Wads

Best thick white felt wadding, in ¼-lb bags, 1 00  
Best thick brown or grey felt wads, in ½-lb. bags, 70  
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges, 0 99  
Best thick white card wads, in boxes of 500 each, 10 gauge, 0 35  
Best thick white card wads, in boxes of 500 each, 8 gauge, 0 55  
Thin card wads, in boxes of 1,000 each, 12 and smaller gauges, 0 20  
Thin card wads, in boxes of 1,000 each, 10 gauge, 0 25  
Thin card wads in boxes of 1,000 each, 8 gauge, 0 60  
Chemically prepared black edge grey cloth wads, in boxes of 250 each—  
11 and smaller gauge, 0 70  
9 and 10 gauges, 0 90  
7 and 8 gauges, 1 10  
Superior chemically prepared pink edge, best white cloth wads, in boxes of 250 each—  
11 and smaller gauge, 1 15  
9 and 10 gauges, 1 40  
7 and 8 gauges, 1 65  
5 and 6 gauges, 1 90

#### Axles.

Discount, 20 per cent.  
Wright's, 80-lb. and over, 0 10 3/4  
Hay Budden, 80-lb. and over, 0 09 1/4  
Brook's, 0 11 1/4

#### Augers.

Gilmour's, discount 65 and 5 p. c. off list.

#### Axes.

Chopping Axes  
Single bit, per doz, 5 50 10 00  
Double bit, " 11 00 18 00  
Bench Axes, 40 p. c.  
Broad Axes, 25 per cent.  
Hunters' Axes, 5 50 6 00  
Boy's Axes, 5 75 6 75  
Splitting Axes, 6 50 12 00  
Handled Axes, 7 00 10 00

#### Axle Grease.

Ordinary, per gross, 5 75 6 00  
Best quality, 13 00 15 00

#### Bath Tubs.

Zinc, 6 00  
Copper, discount 15 p. c. off revised list

#### Baths.

Standard Enameled.  
5½-inch rolled rim, 1st quality, 25 00  
" 2nd, 21 00

#### Anti-Friction Metal.

"Tandem" A, per lb., 0 27  
" B, " 0 21  
" C, " 0 11 1/2  
Magnolia Anti-Friction Metal, per lb., 0 25  
Frictionless metal, per lb., 0 23  
Phosphoric, 6 to 0 30  
HYDRAULIC SMELTING WORKS.  
Aluminum, genuine, 0 45  
Dynamo, 0 29  
Special, 0 25  
Aluminum, 99 p. c. pure "Hydrauic", 0 50

#### Bells.

Brass, 60 per cent.  
Nickel, 55 per cent.

#### Hand.

**Cow.**  
American make, discount 66½ per cent.  
Canadian, discount 45 and 50 per cent.  
**Door.**  
Gongs, Sargent's, 5 50 8 00  
" Peterboro', discount 45 per cent.  
Farm.  
American, each, 1 25 3 00  
House.  
American, per lb., 0 35 0 40  
**Bellows.**  
Hand, per doz., 3 35 4 75  
Moulders', per doz., 7 50 10 00  
Blacksmiths', discount 40 per cent.

#### Belting.

Extra, 60 and 10 per cent.  
Standard, 60, 10 and 10 per cent.  
No. 1, 70 p. c.  
Agricultural, 70 and 10 p. c.

#### Bits.

Gilmour's, discount 60 and 5 per cent.  
Rockford, 50 and 10 per cent.  
Jennings' Gen., net list.

#### Car.

Gilmour's, 47½ to 50 per cent.  
Clark's, 40 per cent.

#### Expansive.

Gimlet, 0 65 0 90  
Diamond, Shell, per doz., 1 00 1 50  
Nail and Spike, per gross, 2 25 5 20

#### Blind and Bed Staples.

All sizes, per lb., 0 07 1/4 0 12

#### Bolts and Nuts.

Carriage Bolts, common (\$1 list), 55 and 5  
" full square (\$2.40 list), 60 and 5  
" Norway iron (\$3 list), 60 and 5  
Machine Bolts, all sizes, 55 and 5  
Plough Bolts, 55 and 5  
Blank Bolts, 60  
Bolt Ends, 70  
Sleigh shoe Bolts, 70  
Coach Screws, cone point, 70  
Nuts, square, all sizes 3½¢ per lb. off.  
Nuts, hexagon, all sizes 4¢. per lb. off.  
Stove rods, per lb., 5½ to 6¢.  
Nuts, in 50 lb. lots ¼¢. per lb. extra in less than 50 lb. lots, ½¢. extra.

#### Boot Calks.

Small and medium, ball, per M., 4 25  
Small heel, per M., 4 50

#### Bright Wire Goods.

Discount, 62½ per cent.

#### Broilers.

Light, dis., 65 to 67½ per cent.  
Reversible, dis., 65 to 67½ per cent.  
Vegetable, per doz., dis. 37½ per cent.  
Henis, No. 8, " 6 00  
Henis, No. 9, " 7 00  
Queen City, " 7 50 0 00

#### Butchers' Cleavers.

German, per doz., 6 00 11 00  
American, per doz., 12 00 20 00

#### Building Paper, Etc.

Plain building, per roll, 0 30  
Tarred lining, per roll, 0 40  
Tarred roofing, per 100 lb., 1 70  
Coal Tar, per barrel, 3 50  
Pitch, per 100-lb., 0 85  
Carpet felt, per ton, 45 00

#### Bull Rings.

Copper, \$2.00 for 2½ in. and \$1.90 for 2 in.

#### Butts.

Wrought Brass, net revised list  
Cast Iron.  
Loose Pin, dis., 60 per cent.  
Wrought Steel.  
Fast Joint, dis. 65, 10 and 2½ per cent.  
Loose Pin, dis. 65, 10 and 2½ per cent.  
Berlin Bronzed, dis. 70, 70 and 5 per cent.  
Gen. Bronzed, per pair, 0 40 0 65

#### Carpet Stretchers.

American, per doz., 1 00 1 50  
Bullard's, per doz., 6 50

#### Castors.

Bed, new list, dis. 55 to 57½ per cent.  
Plate, dis. 52½ to 57½ per cent.

#### Cattle Leaders.

Nos. 31 and 32, per gross, 8 50 9 50

### Cement.

Canadian Portland, 2 25 2 75  
English, 3 00 3 15  
Belgian, 2 10 2 75  
Canadian hydraulic, 1 25 1 50

### Chalk.

Carpenters Colored, per gross, 0 45 0 75  
White lump, per cwt., 0 60 0 65  
Red, 0 05 0 06  
Crayon, per gross, 0 14 0 18

### Chisels.

Socket, Framing and Firmer.  
Broad's, dis. 70 per cent.  
Warnock's, dis. 70 per cent.  
P. S. & W. Extra 60, 10 and 5 p. c.

### Churns.

Revolving Churns, metal frames—No. 0, \$8—No. 1, \$8.50—No. 2, \$9.00—No. 3, \$10.00—No. 4, \$12.00—No. 5, \$16.00 each. Ditto, wood frames—20¢. each less than above.  
Discounts: Delivered from factories, 56 p. c.; from stock in Montreal, 54 p. c.  
Terms, 4 months or 3 p. c. cash in 30 days.

### Clips.

### Closets.

Plain Ontario Syphon Jet, \$16 00  
Emb. Ontario Syphon Jet, 17 00  
Fittings net, 1 00  
Plain Teutonic Syphon Washout, 10 00  
Emb. Teutonic Syphon Washout, 11 00  
Fittings net, 1 25  
Low Down Teutonic, plain, 16 00  
" embossed, 17 00  
Plain Richelieu net, 3 75  
Emb. Richelieu net, 4 00  
Fittings net, 1 25  
Low Down Out. Sy. Jet, plain net, 19 50  
" emb'd. net, 20 50  
Closet connection net, 1 25  
Basins, round, 14 in., 1 00  
" oval, 17 x 14 in., 2 50  
" 19 x 15 in., 3 75  
Discount 40 p. c., except on net figures.

### Compasses, Dividers, Etc.

American, dis. 62½ to 65 per cent.  
Canadian, dis. 25 to 33½ per cent.

### Crosscut Saw Handles.

S. & D., No. 3, per pair, 17½  
" 5, " 22½  
" 6, " 15  
Boynton pattern, " 20

### Door Springs.

Torrey's Rod, per doz., (15 p. c.), 2 00  
Coil, per doz., 0 88 1 60  
English, per doz., 2 00 4 00

### Draw Knives.

Coach and Wagon, dis. 50 and 10 per cent.  
Carpenters, dis. 70 per cent.

### Drills.

Hand and Breast.  
Millar's Falls, per doz. net list.  
Morse, dis., 37½ to 40 per cent.  
Standard dis. 50 and 5 to 55 per cent.

### Faucets.

Common, cork-lined, dis. 35 per cent.  
ELBOWS. (Stovepipe.) per doz.  
5 and 6-inch, common, 1 20  
7-inch, " 1 35  
Polished, 15¢. per doz. extra.

### ESCUTCHEONS.

Discount, 45 per cent.  
ESCUTCHEON PINS.  
Iron, discount 40 per cent.

### FACTORY MILK CANS.

Discount off revised list, 40 per cent.

### FILES AND RASPS.

Great Western, 7½ and 10 per cent.  
Arcade, 70 " 10  
Kearney & Foot, 70 " 10  
Disston's, 70 " 10  
American, 70 " 10  
J. Barton Smith, 7 " 10  
McClellan, 70 " 10  
Eagle, 70 " 10  
Nicholson, 60 and 10 to 61, 10 and  
Royal, 80 " 10  
Black Diamond, 60 and 10 to 60, 10 and 5 p. c.  
Jowitt's, English list, 25 to 27½ per cent.  
Nicholson File Co.'s "Simplicity" file handle, per gross, 85¢. to \$1.50.

### GLASS—Window—Box Price.

| Size       | United | Star    | Per    | D. Diamond | Per     |
|------------|--------|---------|--------|------------|---------|
| Inches.    | 50 ft. | 100 ft. | 50 ft. | 50 ft.     | 100 ft. |
| Under 26   | 2 20   | 4 25    |        |            | 6 25    |
| 26 to 40   | 2 40   | 4 65    |        |            | 6 75    |
| 41 to 50   |        | 5 10    |        |            | 7 50    |
| 51 to 60   |        | 5 35    |        |            | 8 50    |
| 61 to 70   |        | 5 75    |        |            | 9 70    |
| 71 to 80   |        | 6 25    |        |            | 11 00   |
| 81 to 85   |        | 7 00    |        |            | 12 55   |
| 86 to 90   |        | 7 75    |        |            | 15 00   |
| 91 to 95   |        |         |        |            | 17 50   |
| 96 to 100  |        |         |        |            | 20 50   |
| 101 to 105 |        |         |        |            | 24 00   |
| 106 to 110 |        |         |        |            | 27 50   |

### GAUGES

Marking, Mortise, Etc.  
Stanley's dis. 50 to 55 per cent.  
Wire Gauges.  
Winn's, Nos. 26 to 33, each, 1 65 2 40

### HALTERS.

Rope, ¾ per gross, 9 00  
" ½ to ¾, 14 00  
Leather, 1 in., per doz., \$ 87½ 4 00  
" 1½ in., " 5 15 5 20  
Web, — per doz., 1 87 2 45

### HAMMERS.

Nail  
Maydole's, dis. 5 to 10 per cent. Can. dis.  
25 to 27½ per cent.

### Track.

Magnetic, per doz., 1 10 1 20  
Sledge.  
Canadian, per lb., 0 07½ 0 08½  
Ball Peen.  
English and Can., per lb., 0 22 0 25

### HANDLES.

Axe, per doz. net, 1 50 2 00  
Store door, per doz., 1 00 1 50  
Fork.  
C. & B., dis. 40 per cent. rev. list.

### Saw.

C. & B., dis. 40 per cent. rev. list.  
American, per doz., 1 00 1 25  
American, per gross, 3 15 3 75  
Canadian, 40 per cent.  
Hammer and Hatchet.  
Cross-Cut Saws.  
Canadian, per pair, 0 13½

### HANGERS.

Steel barn door, 5 85 6 00  
Stearns, 4 inch, 5 00  
" 5 inch, 6 50  
Lane's covered—  
No. 11, 5-ft. run, 8 40  
No. 11½, 10-ft. run, 10 80  
No. 12, 10-ft. run, 12 60  
No. 14, 15-ft. run, 21 00  
Lane's O.N.T. track, per foot, 4½

### HARVEST TOOLS.

Discount, 70 per cent.

### HATCHETS.

Canadian, dis. 40 to 42½ per cent.  
Blind, Parker's, dis. 50 and 10 to 60 per cent.  
Heavy T and strap, 4-in., per lb., 0 06½  
" 5-in., " 0 08½  
" 6-in., " 0 06  
" 8-in., " 0 05½  
" 10-in., " 0 05½

Light T and strap, dis. 65 and 5 per cent.  
Screw hook and hinge—  
6 to 10 in., per 100 lbs., 4 25  
12 in. up, per 100 lbs., 3 25  
Per gro. pairs, 12 00

### HOES.

Garden, Mortar, etc., dis. 50 and 10 p. c.  
Planter, per doz., 4 00 4 50

### HOLLOW WARE

Discount, 45 and 5 per cent.

### HOOKS.

Cast Iron.  
Bird Cage, per doz., 0 50 1 10  
Clothes Line, per doz., 0 27 0 63  
Harness, per doz., 0 72 0 88  
Hat and Coat, per gross, 1 00 3 00  
Chandelier, per doz., 0 50 1 00

### Wrought Iron.

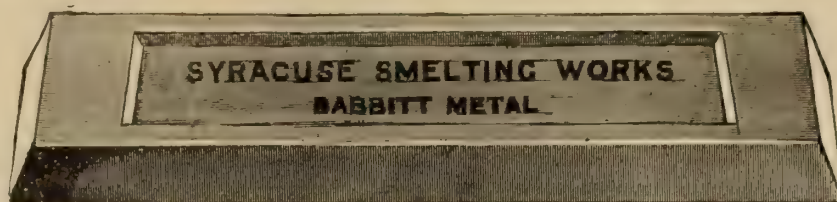
Wrought Hooks and Staples, Can. dis.  
47½ per cent.



## USE PHOSPHORINE BABBITT METAL

It is the new discovery. Ask for particulars.

It is the only Anti-Friction Metal known to be chemically pure.



For  
Paper and Pulp  
Mills, Saw and  
Wood Working  
Machinery, Cotton  
and Silk Mills,  
Dynamos, Marine  
Engines, and all  
kinds of  
Machinery  
Bearings.

Wire, Triangular and Bar Solder, Pig Tin, Lead, Ingot Copper, Ingot Brass, Antimony, Aluminum, Bismuth, Zinc Spelter, Phosphor Tin, Phosphor Bronze, Nickle, etc., always in stock.

CANADIAN WORKS, MONTREAL, P.Q.  
AMERICAN " SYRACUSE, N. Y.

## Syracuse Smelting Works

Wire.  
Hat and Coat, discount 45 per cent.  
Bolt, per 1,000, ..... 0 60  
Screw, bright, dir. 55 per cent.  
HORSE NAILS.  
"C" brand 50 and 7 1/2 p.c. off new list } Oval-  
"M" brand 50, 10 and 5 per cent. } head  
Countersunk, 60 per cent.

HORSESHOES  
F.O.B. Montreal.  
No. 2 No. 1.  
and  
larger. smaller.  
Iron Shoes.  
Light, medium, and heavy... 3 50 3 75  
Snow shoes..... 3 75 4 00  
Steel Shoes.  
Light..... 3 60 3 85  
Featherweight (all sizes).... 4 85 4 85  
F.O.B. Toronto, Hamilton, London and  
Guelph, 10c. per keg additional.  
Toe weight: steel shoes..... 6 70

JAPANNED WARE.  
Discount, 45 and 5 p.c. off list, June 1899  
ICE PICKS.  
Star per doz..... 3 00 3 25  
KETTLES.  
Brass spun, 7 1/2 p.c. dis. off new list.  
Copper, per lb., 10 and 5 per cent. 0 30  
American, 60 and 10 to 85 and 5 p.c.

KEYS.  
Lock, Can., dis. 45 p.c.  
Cabinet, trunk, and padlock,  
Am. per gross..... 60  
Door, japanned and N.P., per  
doz..... 1 50 2 50  
Bronze, Berlin, per doz..... 2 75 3 25  
Bronze Genuine, per doz..... 6 00 9 00  
Shutter, porcelain, F. & L.  
screw, per gross..... 1 30 4 00  
White door knobs—per doz. 1 25

HAY KNIVES.  
Discount, 50 and 10 per cent.  
LAMP WICKS.  
Discount, 60 per cent.

LANTERNS.  
Cold Blast, per doz..... 7 00  
No. 3 "Wright's"..... 8 50  
Ordinary, with O burner..... 4 00  
Dashboard, cold blast..... 9 00  
No. 0..... 5 75  
Japanning, 50c. per doz. extra.

LEMON SQUEEZERS.  
Porcelain lined, per doz. 2 20  
Galvanized..... 1 87 3 85  
King, glass..... 2 75 2 90  
King, wood..... 4 00 4 50  
All glass..... 1 20 1 30

LINES.  
Fish, per gross..... 1 05 2 50  
Chalk..... 1 90 7 40

LOCKS.  
Canadian, dis. 45 p.c.  
Russel & Erwin, per doz.... 3 00 3 25  
Cabinet.  
Eagle, dis. 30 p.c.  
English and Am. per doz.... 50 6 00  
Scandinavian, ..... 1 00 2 40  
Eagle, dis. 20 to 25 p.c.

MACHINE SCREWS. Iron and Brass.  
Flat head discount 25 p.c.  
Round Head discount 20 p.c.

MALLETS.  
Tinmiths' per doz..... 1 25 1 50  
Carpenters', hickory, per doz 1 25 3 75  
Lignum Vitae, per doz..... 3 85 5 00  
Caulking each..... 60 2 00

MATTOCKS.  
Canadian, per doz..... 5 50 6 50

MEAT CUTTERS.  
American, dis. 25 to 30 p.c.  
German, 15 per cent.  
MILK CAN TRIMMINGS.  
Discount, 25 per cent.

NAILS.  
Quotations are: Cut. Wire.  
2d and 3d ..... \$3 55 \$3 35  
3d ..... 3 20 3 52  
4d and 5d ..... 2 95 3 35  
6d and 7d ..... 2 85 3 20  
8d and 9d ..... 2 70 3 00  
10d and 12d ..... 2 65 2 95  
and 20d ..... 2 60 2 90  
50d and 60d. (base)..... 2 55 2 85

Wire nails in carlots are \$2.77 1/2  
Galvanizing 2c. per lb. net extra.  
Steel Cut Nails 10c. extra.  
Miscellaneous wire nails, dis. 70 and 10 p.c.  
Coopers' nails, dis. 30 per cent.  
Flour barrel nails, dis. 25 per cent.

NAIL PULLERS.  
German and American..... 1 85 3 50  
NAIL SETS.  
Square, round, and octagon  
per gross..... 3 38 4 00  
Diamond..... 12 00 15 00

POULTRY NETTING.  
2-in. Mesh, 19 w.g., dis. 6 1/2 p.c.  
2-in. Mesh, 18 w.g. and heavier, 50 and 10 p.c.

OAKUM. Per 100 lb.  
Navy..... 6 00  
U. S. Navy..... 7 25

OIL.  
Water White (U.S.)..... 0 16 1/2  
Prime White (U.S.)..... 0 15 1/2  
Water White (Can.)..... 0 15  
Prime White (Can.)..... 0 14

OILERS.  
McClary's Model galvan. oil  
can, with pump, 5 gal., ..... 10 00  
Zinc and tin, dis. 50, 50 and 10.  
Copper, per doz..... 1 25 3 50  
Brass..... 1 50 3 50  
Malleable, dis. 25 per cent.

GALVANIZED PAIS.  
Dufferin pattern pais, dis. 45 p.c.  
Flaring pattern, discount 45 per cent.  
Galvanized wash tubs discount 45 per cent.

PICKED WARE.  
Discount 40 per cent. off list, June, 1899.  
10-qt. flaring sap buckets, dis. 40 p.c.  
6, 10 and 14-qt. flaring pails, dis. 40 p.c.  
Creamer cans, dis. 40 p.c.

PICKS.  
Per doz..... 6 00 9 00  
PICTURE NAILS.  
Porcelain head, per gross.... 1 75 3 00  
Brass head..... 0 40 1 00

PICTURE WIRE.  
Tin and gilt, discount 75 p.c.

PLANES.  
Wood, bench, Canadian dis. 40 per cent.  
American dis. 50.  
Wood, fancy Canadian or American 7 1/2  
to 40 per cent.

PLANE IRONS.  
English, per doz..... 2 00 5 00

PLIERS AND NIPPERS.  
Button's Genuine per doz pairs, dis. 37 1/2  
40 p.c.  
Button's Imitation, per doz.... 5 00 9 00  
German, per doz..... 0 60 2 60

PLUMBERS BRASS GOODS.  
Compression work, discount, 60 per cent.  
Fuller's work, discount 65 per cent.  
Rough stops and stop and waste cocks, dis-  
count, 60 per cent.

Jenkins disk globe and angle valves, dis-  
count, 55 per cent.  
Standard valves, discount, 60 per cent.  
Jenkins radiator valves discount 55 per cent.  
standard, dis., 60 p.c.

Quick opening valves discount, 60 p.c.  
No. 1 compression bath cock..... 2 00  
No. 4..... 2 00  
No. 7, Fuller's..... 2 50  
No. 4 1/2..... 3 00

POWDER.  
Velox Smokeless Shotgun Powder,  
100 lb. or less..... 0 85  
1,000 lb. or more..... 0 80

PRESSED SPIKES.  
Discount 22 1/2 per cent.

PULLEYS.  
Hothouse, per doz..... 0 55 1 00  
Axle..... 0 22 0 33  
Screw..... 0 27 1 00  
Awning..... 0 35 2 50

PUMPS.  
Canadian cistern..... 1 80 3 60  
Canadian pitcher spout..... 1 40 2 10

PUNCHES.  
Saddlers', per doz..... 1 00 1 85  
Conductors', ..... 9 00 15 00  
Tinners' solid, per set..... 0 00 0 72  
hollow per inch..... 0 00 1 00

RANGE BOILERS.  
Galvanized, 3 gallons..... 7 60  
" 35 "..... 8 25  
" 40 "..... 9 50  
Copper, 30 "..... 22 00  
" 35 "..... 26 00  
" 40 "..... 30 00  
Discount off Copper Boilers 10 per cent.

RAKES.  
Cast steel and malleable, 70 p.c.  
Wood, 10 per cent.

RAZORS.  
per doz.  
Elliot's..... 4 00 18 00  
Geo. Butler & Co.'s..... 4 00 18 00  
Boker's..... 7 50 11 00  
" King Cutter..... 12 50 50 00  
Wade & Butcher's..... 3 60 10 00  
Theile & Quack's..... 7 00 12 00

REAPING HOOKS.  
Discount, 70 per cent.

REGISTERS.  
Discount..... 40 per cent.

RIVETS AND BURRS.  
Iron Rivets, black and tinned, discount 60  
and 10 per cent.  
Iron Burrs, discount 55 per cent.

Extras on Iron Rivets in 1-lb. cartons, 1/2 c.  
per lb.  
Extras on Iron Rivets in 1/2-lb. cartons, 1 c.  
per lb.

Copper Rivets & Burrs, 35 and 5 p.c. dis.  
and cartons, 1 c. per lb. extra, net  
Extras on Tinned or Coppered Rivets  
1/2-lb. cartons, 1 c. per lb.

RIVET SETS  
Canadian dis. 35 to 37 1/2 per cent.

ROPE ETC.  
Sisal..... 12 1/2  
"British" Manila..... 14 1/2  
Pure Manila..... 15 1/2  
Cotton, 3-16 inch and larger  
" 5-32 inch..... 16  
" 1/2 inch..... 21  
Russia Deep Sea..... 22 1/2  
Jute..... 15 1/2  
Lath Yarn..... 8  
10 1/2

RULES.  
Boxwood, dis. 75 and 10 p.c.  
Ivory, dis. 37 1/2 to 40 p.c.

SAD IRONS. per set.  
Mrs. Potts, No. 55, polished..... 65  
" No. 50, nickel-plated..... 75

SAND AND EMERY PAPER.  
Dominion Flint Paper, 47 1/2 p.c. cent.  
B & A. sand, 40 and 5 per cent.  
Emery, 40 per cent.

Garget (Rurton's), 5 to 10 p.c. advance on list.  
SAP SPOUTS.  
Bronzed iron with hooks, per doz.... 9 50

SAWS.  
Hand Disston's, dis. 12 1/2 p.c.  
S. & D., 40 per cent.  
Crosscut, Disston's, per ft.... 35  
S. & D., dis. 35 p.c. on Nos. 2 and 3.  
Hack, complete, each..... 0 75  
" frame only..... 0 75

SASH WEIGHTS.  
Sectional, per 100 lbs..... 2 25 2 50  
Solid, ..... 1 75 2 00

SASH CORD.  
Per lb..... 0 23 0 30

SAW SETS.  
"Lincoln" and Whiting, per doz.... 4 75  
Hand Sets, No. 1 Woodysatt (Morrill)  
X-cut sets, No. 3 Woodysatt (Morrill) 9 50

SCALES.  
Standard, 45 p.c.  
Champion, 65 p.c.  
Spring Balances, 10 p.c.  
Fairbanks Standard, 35 p.c.  
" Dominion, 55 p.c.  
" Richelien, 55 p.c.  
Warren's new Standard 45 p.c.  
" Champion, 65 p.c.

SCREW DRIVERS.  
Sargent's per doz..... 0 65 1 00

SCREWS.  
Wood, F. H., bright and steel, 87 1/2 and 10 p.c.  
Wood R. H., " dis. 82 1/2 and 10 p.c.  
" F. H., brass dis. 80 and 10 p.c.

Wood, R. H., " dis. 75 and 10 p.c.  
" F. H., bronze, dis. 75 p.c.  
" R. H., " 70 p.c.  
Drive Screws, 87 1/2 and 10 per cent.  
Bench, wood, per doz..... 3 25 4 00  
" iron..... 4 25 5 75  
Set, Case hardened, 60 per cent.  
Square Cap, 50 and 5 per cent.  
Hexagon Cap, 45 per cent.

SCYTHES.  
Per doz, net..... 9 00  
SCYTHE SNATHS.  
Canadian, dis. 45 p.c.

SHEARS.  
Bailey Cutlery Co., full nickeled, dis. 60 p.c.  
Seymour's, dis. 50 and 10 p.c.

SHOVELS AND SPADES.  
Canadian, dis. 40 and 5 per cent.

SINKS.  
Steel and galvanized, discount 45 per cent.

SNAPS.  
Harness, German, dis. 25 p.c.  
Lock, Andrews'..... 4 50 11 50

SOLDERING IRONS.  
1 1/2 lb., per lb..... 0 37  
2 1/2 lb. or over, per lb..... 0 34

SQUARES.  
Iron, No. 493, per doz..... 2 40 2 55  
" Mo. 494, "..... 3 25 3 40  
Steel, dis. 60, 10 and 5 p.c.  
Try and bevel, dis. 50 to 52 1/2 p.c.

STAMPED WARE.  
Plain, dis. .75 and 12 1/2 p.c. off revised list  
Retinned, dis., 75 p.c. off revised list.

STAPLES.  
Galvanized..... 3 50 4 00  
Plain..... 3 25 3 75  
Coopers', discount 45 per cent.  
Poultry netting staples, 40 per cent.

STOCKS AND DIES.  
American dis. 25 p.c.

STONE. Per lb.  
Washita..... 0 28 0 60  
Hindostan..... 0 06 0 07  
" slip, ..... 0 09 0 09  
Labrador..... 0 13  
" Axe..... 0 15  
Turkey..... 0 50  
Arkansas..... 0 00 1 50  
Water-of-Ayr..... 0 00 0 10  
Scythe, per gross..... 3 50 5 00  
Grind, 2-in, 40 to 200 lb. per ton..... 15 00  
" under 40 lb. .... 18 00  
Grind, under 2 in. thick "..... 29 00

STOVE PIPES.  
5 and 6 inch Per 100 lengths..... 7 00  
7 inch..... 7 50

ENAMELINE STOVE POLISH.  
No. 4—3 dozen in case, net cash..... \$4 80  
No. 6—3 dozen in case, ..... 8 40

TACKS BRADS, ETC.  
Cheese-box tacks, blued..... 80 & 12 1/2  
Trunk tacks, black and tinned..... 85  
Carpet tacks, blued..... 80 & 15  
" (in keg)..... 80 & 20  
Cut tacks, blued, in dozens only..... 80  
" 1/4 weights..... 60  
Swedes cut tacks, blued and tinned—  
In bulk..... 80 & 10  
In dozens..... 75  
Swedes, upholsterers', bulk..... 85, 12 1/2 & 12 1/2  
" brush, blued & tinned, bulk..... 70  
" gimps, blued, tinned and  
japanned..... 75 & 12 1/2

Zinc tacks..... 55  
Leather carpet tacks..... 55  
Copper tacks..... 50  
Copper nails..... 5 1/2  
Trunk nails, black..... 65 and 5  
Trunk nails, tinned..... 65 and 10  
Clout nails, blued..... 65 and 5  
Chair nails..... 35  
Patent brads..... 41  
Fine finishing..... 40  
Lining tacks, in papers..... 10



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—Canadian Representatives— A. C. LESLIE & CO.,  
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For other Provinces.

|                                          |           |
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| Lining tacks, in bulk                    | 15        |
| " solid heads, in bulk                   | 75        |
| Saddle nails in papers                   | 10        |
| " in bulk                                | 15        |
| Tufting buttons, 22 line, in dozens only | 60        |
| Tin capped trunk nails                   | 25        |
| Zinc glazier's points                    | 5         |
| Double pointed tacks, papers             | 90 and 10 |
| bulk                                     | 40        |

## TAPE LINES.

|                            |      |      |
|----------------------------|------|------|
| English, ass skin, per doz | 2 75 | 5 00 |
| English, Patent Leather    | 5 50 | 9 75 |
| Chesterman's each          | 0 90 | 2 85 |
| steel, each                | 0 80 | 8 00 |

## THERMOMETERS.

Tin case and dairy, dis. 75 to 75 and 10 p.c.

## TRAPS. (Steel.)

|                                    |  |
|------------------------------------|--|
| Game, Newhouse, dis. 25 p.c.       |  |
| Game, H. & N., P. S. & W., 65 p.c. |  |
| Game, steel, 72%, 75 p.c.          |  |

## TROWELS.

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|----------------------------------|-----------|
| Diastion's discount 10 per cent. |           |
| German, per doz                  | 4 75 6 00 |
| S. & D., discount 35 per cent.   |           |

## TWINES.

|                         |           |
|-------------------------|-----------|
| Bag, Russian, per lb.   | 0 27      |
| Wrapping, cotton, 3-ply | 0 18½     |
| " 4-ply                 | 0 23½     |
| Mattress, per lb.       | 0 33 0 45 |
| Staging,                | 0 27 0 35 |

## VICES.

|                         |           |
|-------------------------|-----------|
| Wright's                | 0 13½     |
| Brook's                 | 0 12½     |
| Pipe Vise, Hinge, No. 1 | 3 50      |
| " No. 2                 | 5 50      |
| Saw Vise                | 4 50 9 00 |

## ENAMELLED WARE.

White, Princess, Turquoise, Blue and White, discount 50 per cent.  
Diamond, Famous, Premier, 60 and 10 p.c.  
Granite or Pearl, Imperial, Crescent, 50, 10 and 10 per cent.

## WIRE.

Brass wire, 50 to 50 and 2½ per cent. off the list.

Copper wire, 45 and 10 per cent. net cash 30 days, f.o.b. factory.

Smooth Steel Wire, is quoted at the following net selling prices:

|                  |        |
|------------------|--------|
| No. 6 to 8 gauge | \$2 90 |
| " 9              | 2 80   |
| " 10             | 2 87   |
| " 11             | 2 90   |
| " 12             | 2 93   |
| " 13             | 3 15   |
| " 14             | 3 37   |
| " 15             | 3 50   |
| " 16             | 3 65   |

Other sizes of plain wire outside of Nos. 9, 10, 11, 12 and 13, and other varieties of plain wire remain at \$2.80 base with extras as before. The prices for Nos. 9,

to 13 include the charge of 10c. for oiling. Extras net per 100 lb.: Coppered wire, 60c.—tinued wire, \$2—oiling, 10c.—special hay-baling wire, 30c.—spring wire, \$1—best steel wire, 75c.—bright soft drawn, 15c.—in 50 and 100-lb. bundles net, 10c.—in 25-lb. bundles net 15c.—packed in casks or cases, 15c.—bagging or papering, 10c.

Fine Steel Wire, dis. 17½ per cent. List of extras: In 100-lb. lots: No. 17, \$5—No. 18, \$5.50—No. 19, \$6—No. 20, \$6.65—No. 21, \$7—No. 22, \$7.30—No. 23, \$7.65—No. 24, \$8—No. 25, \$9—No. 26, \$9.50—No. 27, \$10—No. 28, \$11—No. 29, \$12—No. 30, \$13—No. 31, \$14—No. 32, \$15—No. 33, \$16—No. 34, \$17. Extras net—tinued wire, Nos. 17-25, \$2—Nos. 26-31 \$4—Nos. 32-34, \$6. Coppered, 5c.—oiling, 10c.—in 25-lb. bundles, 15c.—in 5 and 10-lb. bundles, 25c.—in 1-lb. hanks, 50c.—in ½-lb. hanks, 75c.—in ¼-lb. hanks, \$1—packed in casks or cases, 15c.—bagging or papering, 10c.

Galvanized Wire, per 100 lb.—Nos. 6, 7, 8, \$3.50 to \$3.85—No. 9, \$2.85 to \$3.15—No. 10 \$3.60 to \$3.95—No. 11, \$3.70 to \$4.10—No. 12, \$3 to \$3.30—No. 13, \$3.10 to \$3.49—No. 14, \$4.10 to \$4.50—No. 15, \$4.60 to \$5.05—No. 16, \$4.85 to \$5.35. Bare sizes, Nos. 6 to 9 \$2.52½ f.o.b. Cleveland. Clothes Line Wire, regular 7 strand No. 17, \$4.65; No. 18, \$2.90; No. 19, \$2.60. Hol-

low 6 strand, No. 17, \$4.30; No. 18, \$2.70 No. 19, \$2.35; No. 20, \$2.30, f.o.b. Hamilton, Toronto, Montreal.

## WIRE FENCING.

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| Galvanized, plain twist                                                                | 3 00 |
| Galvanized barb, f.o.b. Cleveland, \$2.77½ in less than carlots, and \$2.65 in carlots |      |

## WIRE CLOTH.

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Colored..... per lb. 6

White ..... 8

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| Acme, 35 to 37½ per cent.         |           |
| Agricultural, 60 p.c.             |           |
| Coe's Genuine, dis. 20 to 25 p.c. |           |
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| " S., per doz                     | 5 80 6 00 |
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| Pocket, per doz                   | 0 25 2 90 |

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|                     |               |
|---------------------|---------------|
| Leader..... per doz | \$30 00 33 00 |
| Royal Canadian..... | 24 00         |
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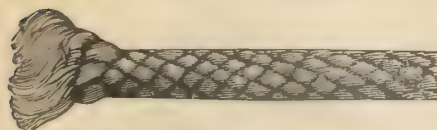
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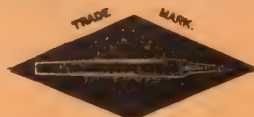
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The Weekly Organ of the Hardware, Metal, Heating, Plumbing and Contracting Trades in Canada.

VOL. XIII.

MONTREAL AND TORONTO, DECEMBER 21, 1901.

NO. 51.

POCKET **H. BOKER & Co's** KNIVES  
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**TREE BRAND**  
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**CUTLERY**  
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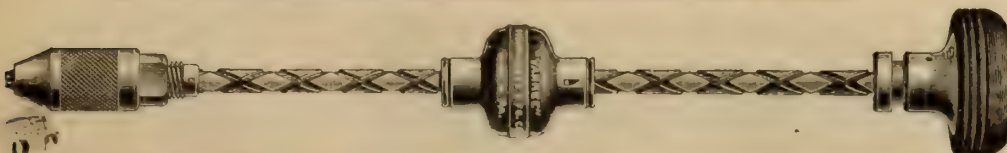
No. 15. "Yankee" Ratchet Screw Driver, with Finger Turn on Blade.



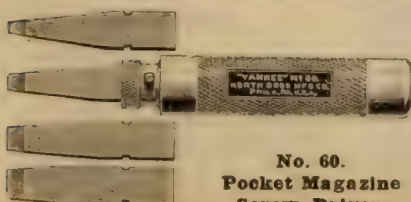
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| " 4-XXX Rock Elm, " " "                                 | 1.20              |
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| " " 25— " " Nickel Plated                        | 1.50      |

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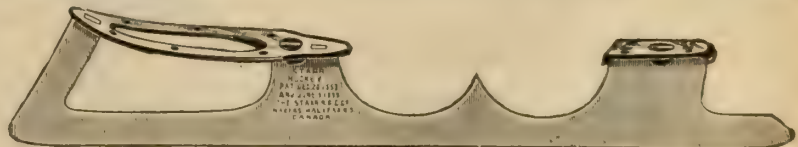
## Hockey Skates.



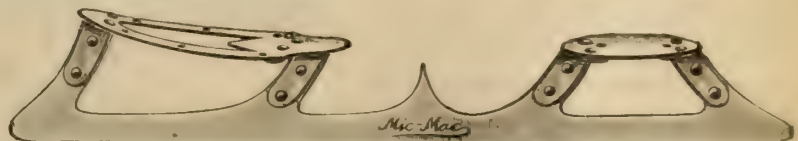
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| Boker's No. 510 1/4—Ordinary Quality, Steel Runners | \$1.50 |
|-----------------------------------------------------|--------|



|                                                                |        |
|----------------------------------------------------------------|--------|
| Boker's No. 634—"Model" Steel Runners, Concaved, Nickel Plated | \$2.18 |
|----------------------------------------------------------------|--------|



|                                                            |        |
|------------------------------------------------------------|--------|
| "Starr" No. 20—Cast Steel Runners, Light Weight and Strong | \$1.28 |
| " " 20—Puck Stop, Plain Runners, Polished Tops             | 1.42   |
| " " 25— " " Polished Top, Nickel Plated                    | 1.88   |



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| "Starr" No. 10—"Mic-Mac," With Puck Stop, Nickel Plated on Copper | \$3.75 |
|-------------------------------------------------------------------|--------|

## Hockey Pucks

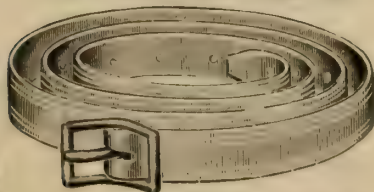
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| Size.  | Length. | Ordinary Quality.<br>Per Gross. | Best Quality.<br>Per Gross. |
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| 26-in. |         | 23.95                           | 26.25                       |

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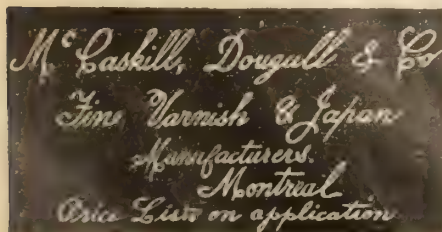
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Young Gentleman's  
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The  
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Rifle.

If you want the best cheap rifle ever made we have it in the Stevens-Maynard Jr. It  
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Steel and Twist Barrels  
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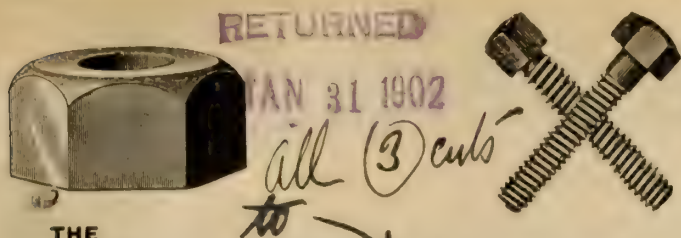
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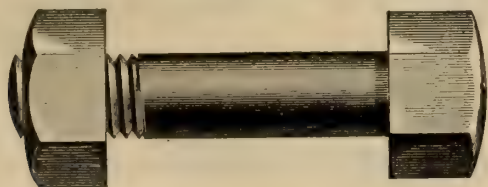


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And our hearty hopes for a NEW YEAR  
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We have much to thank you for in the past, and hope by  
our unceasing efforts to merit your good-will for many coming  
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"May Your Orders Ever Grow Greater."

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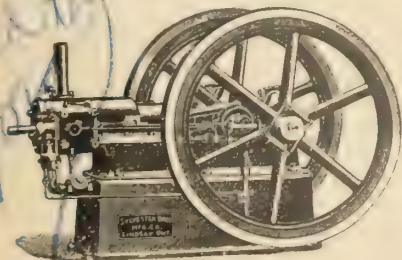
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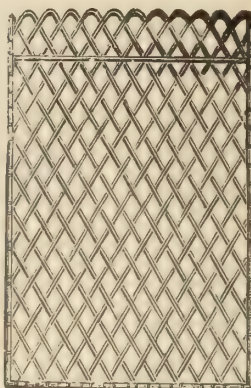
are, beyond doubt, the most complete and  
economical engines on the market. They are compact  
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Tell us to what use you want to put the engine and  
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If you want the best Trap or Game load  
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If you want them and your Jobber has not got them write to us.

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LOCKS and BUILDERS'  
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Made in great variety of  
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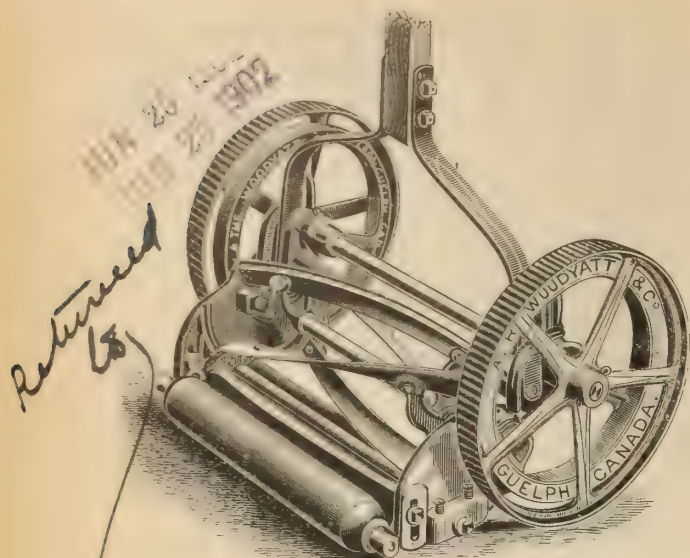
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IN THE DOMINION.



The Gurney-Tilden Co., Limited, - Hamilton, Canada.





THE style of Lawn Mower most successful in the market to-day is the one that will do the best work, run the lightest, will adapt itself to the greatest variety of grass and cutting, and is so constructed that it will require very little attention to keep in order.

IN THE

# WOODYATT LAWN MOWER

the simplicity of parts, high quality of material used, and care and skill devoted to its construction, make it fully qualified to meet all the above requirements if its working parts are kept properly oiled.

This mower is now being sold by every Wholesale Hardware House in the Dominion. Is manufactured and patented by

**A. R. WOODYATT & CO.,**  
**Guelph, Canada.**

*Toronto, Dec 21, 1901.*

*We thank our customers for the very liberal patronage extended to us during this year, and wish one and all A Merry Christmas and a Prosperous New Year.*

*Kemp Manufacturing Co.,*

*Toronto,*

*Ont., Canada.*





President,  
JOHN BAYNE MACLEAN,  
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PLEASE MENTION THAT YOU SAW  
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### LOCOMOTIVE BUILDING IN CANADA

IT is said to be the intention of the American Locomotive Company to establish works in Canada. A New York gentleman, who was in Montreal a few days ago in the interests of the company, is the authority for the statement; and he expressed the opinion that the works would ultimately be the largest in the world.

At present, Kingston has the only purely locomotive factory there is in Canada, and it has had a checkered career. At present it is being operated on orders for the Government railway system.

The railway companies make an occasional engine for themselves. Last year,

for example, the Intercolonial at its works in Moncton, N.B., turned out four new freight locomotives, besides making heavy repairs to 93 engines and specific repairs to 36.

By far the greater number of locomotives in use in Canada are imported, and they come altogether from the United States. The imports during the last five years, together with the value and amount of duty paid, was as follows:

|           | No. | Value.      | Duty paid.   |
|-----------|-----|-------------|--------------|
| 1897..... | 18  | \$117,636   | \$41,172 95  |
| 1898..... | 108 | 576,091     | 201,631 85   |
| 1899..... | 67  | 389,118     | 139,341 22   |
| 1900..... | 72  | 446,097     | 156,133 95   |
| 1901..... | 67  | 497,401     | 174,090 35   |
|           | 332 | \$2,036,443 | \$712,370 32 |

Here is a total of 332 engines imported in the five years valued at over \$2,000,000, on which a duty of \$712,370 was paid.

The representative of The American Locomotive Co., in an interview with a newspaper reporter, said that Canada would ultimately have the cheapest steel in the world, and that it will be possible to make locomotives more economically here than elsewhere. It was the purpose of the company to manufacture for the European as well as for the Canadian market.

His opinion in regard to Canada being able to produce the cheapest steel in the world is probably no exaggeration. It will be remembered that it has been asserted on the authority of Mr. A. J. Moxham, manager of the Dominion Iron and Steel Co., that steel can be made at Sydney, N.S., at a cost of \$6 per ton below that at Pittsburg. This was based on the estimate that, whereas it cost \$3.57 to assemble the raw materials at Pittsburg necessary to make a ton of pig iron, it only cost 79½c. to assemble them at Sydney.

Whether steel can be produced at Sydney at such a relatively lower figure than at Pittsburg remains to be demonstrated by actual experience, for which, however, we shall not likely have long to wait, for the steel plant will soon be in operation, and, by next summer, the company expect to be turning out steel rails. As already pointed out, pig iron is being shipped to Scotland in substantial quantities. Since shipments began 30,000 tons had up to a few weeks ago been received in the Glasgow district from Canada. And The Ironmonger of a recent date said the total quantity would probably reach 50,000 tons by the end of the year.

### TORONTO'S INDUSTRIES GROW.

A GRATIFYING increase over the figures of 10 years ago is shown in the census of Toronto's manufacturing industries. Every establishment employing three hands or more was counted in 1891, while in the enumeration of this year only those employing five hands and upwards were included in the figures. The total number of factories in 1891 was 2,109, while this year the number of concerns is given as 1,000. But 10 years ago there were 24,480 employes, who received for their labor \$9,042,125, while this year the number has increased to 44,000, who receive in round numbers \$15,500,000 in wages, an increase of about 20,000 in the number of those employed, and of \$6,500,000 in the amount of wages received. Ten years ago the value of the total output of all the factories was valued at \$42,489,352, while for the present year it is in the neighborhood of \$59,000,000.

As the full returns had not yet been completed, the figures are subject to revision.



## THE INTERCOLONIAL RAILWAY QUESTION.

**T**HE resolution passed by the Halifax Board of Trade a couple of weeks ago recommending the handing over of the Intercolonial Railway to the Canadian Pacific Railway has naturally become a live subject for discussion. Had any other board of trade in the Dominion adopted such a resolution, it is improbable it would have attracted as much attention. Halifax being the main point on the I.C.R., and consequently more concerned than any other in such a new departure as the resolution proposes.

Whatever may be one's views as to the pros and cons of the question we believe that more good than harm will result from its again being brought before the attention of the people of this country.

The transportation question in this country transcends all others; and it is likely to do so for some years to come. Anything, therefore, which tends to keep the public view centred upon it and stimulates its discussion is to be courted rather than discouraged.

The particular phase of the transportation question which has been thrust upon the attention of the people of Canada by the resolution of the Halifax Board of Trade has, like all other questions, two sides to it.

Undoubtedly there would be some advantages gained by handing the management of the Intercolonial over to the C.P.R. In the first place, it would take the road out of politics, and then it would make it part and parcel of a system stretching from the Atlantic to the Pacific.

But the question here arises: Would these advantages outweigh the disadvantages that would be entailed? Candidly, we do not believe they would. There is an old maxim which recommends us not to put all our eggs in one basket. And in this particular instance it appears quite applicable. At present the I.C.R., it must be remembered, is a competitor of the C.P.R. And experience has taught us that it is not usually for the good of the community when big corporations swallow up their smaller rivals. We all know what a continual string of complaints are coming from the Northwest in regard to tariff rates on the C.P.R. While we believe that the cause of these complaints is not by any means always so much the management of the C.P.R. as the geographical conditions peculiar to a line running through such an unproductive extent of country, yet there is enough of truth in them to warn us against surrendering what we have in the Maritime Provinces for a prospect which, to say the least, cannot be called promising.

In building the Intercolonial the object

in view was not so much commercial as political necessities. It was a part of the Confederation compact. It has been a burden on the Dominion Treasury; but it was not expected to be anything else. It does not, however, follow that it will always be so.

The desideratum may not, perhaps, be soonest secured by continuing the railway under Government control direct.

The Minister of Railways is undoubtedly as anxious as the head of any privately-owned railway to be able to present a satisfactory statement at the end of each year. Aside from all other considerations, it would provide exceedingly good political literature. But that which he would do he is prevented from doing by the party system which obtains in the administration of the affairs of the road. In an ordinary business concern, appointments to the staff are usually made on the basis of fitness; in an institution under the management of Government, whatever its political shade may be, the

record, being \$4,599,422, against \$3,780,805 in 1899 and \$2,958,243 in 1890, an increase of over 55 per cent. in 10 years.

### MISREPRESENTING CANADA.

**A**T the coronation proceedings in London in June next Canada is to be represented by an arch. And on this arch is to be a snow-capped peak.

We hope that those who have displayed such good taste will also see that Sir Wilfrid Laurier, Canada's representative at the coronation proceedings, will be attired in costume in keeping with the arch. His head must be encased in a toque and his garments must be of fur—Arctic bear, of course. And if snowshoes are not on his feet they must be, at least, slung across his back. His manner must not be sunny either; it must be cold enough to freeze the words of the King as he takes the coronation oath. A contrivance by which a little snow can be kept falling on his head would be timely. Unless these little details are attended to it is to be feared Sir Wilfrid may attire himself as the people of England do, thus bringing about incongruous conditions between himself and the snow-peaked arch which might cause a smile at Canada's expense.

But, perhaps, after all, the surest way to prevent incongruity would be to knock the snow-capped peak off the arch and allow Sir Wilfrid to don the regulation court uniform. Snow and ice, at any rate, have altogether too long been made to misrepresent Canada. We have both in winter, of course, but they are not the predominant features of our country; and it is the predominant that should be depicted on a coronation arch.

On the Pacific Coast snow and ice are rare and in December flowers are blooming in the gardens. In Toronto sleighing is of short duration and rare, and even in the coldest parts of the country the atmosphere is so dry that the cold is felt less severely than it is in certain parts of Great Britain, where the climate is damp and chilly.

As a well-known authority on climatic conditions pointed out in *The Canadian Magazine* a few years ago, "Canada has climates which are as warm in summer as many parts of the South of France, and summers as long as in the central department of that country."

It is to be hoped Lord Strathcona will see that the snow-capped peak is knocked off the proposed arch.

### ENGLISH LINSEED OIL.

In England Calcutta raw linseed oil is quoted at 33s. 9d. and a lower grade of oil at 30s. 10d., which is equivalent to 80.16 cents for the former, and 73.75 cents for the latter delivered in Toronto. This shows that there is an inferior grade of linseed oil offering on the Old Country market.

In receiving quotations on English jobbers would find it to their advantage to have it specified whether the oil being offered is of this poorer quality, or manufactured from Calcutta seed, which latter is probably the best in the world. From some quarters it is being reported that the prices of linseed oils on the British market are showing some signs of declining, but this rumor lacks confirmation, and it is thought by some that we will see higher prices prevailing next season.

## Notice to Advertisers

**WEDNESDAY NEXT, Dec. 25,** being **CHRISTMAS DAY** and a **PUBLIC HOLIDAY**, it will be necessary for us to close this paper for press on Thursday.

We ask advertisers who wish to change their advertisements to kindly let us have copy, etc., on Tuesday next, otherwise we cannot guarantee insertion of new matter.

THE PUBLISHERS.

basis is party fealty and strength of political influence. Then there is the horde of hungry office-seekers whose claims for position the strongest of Governments do not appear to be strong enough to resist. A privately-owned railway would certainly never prove profitable under such conditions. And we cannot look for anything else under a Government-owned road.

The tendency of public opinion in this country is undoubtedly strongly in the direction of national railways. This, in the face of the evident growing dissatisfaction with the present system of party Government, is significant.

If the Halifax Board of Trade advocated the placing of the management of the Intercolonial under a non-partizan commission it would have found supporters from one end of the Dominion to the other. We have, in Australia, an example of the beneficial results which have been obtained from placing the railways under a commission. And the bringing of this about in Canada is the task to which the business men of this country should set themselves.

In spite of the recurring deficits the prospects for the Intercolonial are gradually becoming brighter. The latest figures regarding the earnings to which we have access are those for 1900, and in that year they were easily the largest on



## THE DOMINION COMMERCIAL TRAVELLERS' ASSOCIATION.

THE scrutineers, Messrs. Riddell and Common, reported at the annual meeting of the Dominion Commercial Travellers' Association, held in Karn Hall, Montreal, December 14, that the following had been elected office-bearers for 1901-1902 :

President—Mr. James Robinson, by acclamation.

Vice-president—Mr. George Mann, 1,203 votes. The other candidates were Messrs. Gus. Harris, 576 votes, and Fred. Birks, 216.

Directors—Messrs. W. B. Matthews, 1,247 ; E. F. Doutre, 1,195 ; R. C. Wilkins, 1,182 ; W. H. Evans, 1,159 ; Arthur Fournier, 1,079.

The other candidates were Messrs. W. E. Dickson, A. Gall, R. G. Plow, J. A. Thompson, and F. T. Pilon, but the number of votes cast in their favor was not made public.

Treasurer—Mr. J. S. N. Dougall, re-elected by acclamation.

The total number of ballots cast was 2,078, of which 28 were rejected for various reasons.

Mr. T. L. Paton, the retiring president, occupied the chair. The annual report of the directors was taken as read, the president remarking that it was, perhaps, one of the best statements presented. All the mortgages were in a satisfactory state, except the second mortgage bonds of the board of trade. A proposition has been submitted to the association to forego the interest for two and a half years, to enable the board to erect an up-to-date building, and the proposition had been agreed to.

### SECURITIES IN GOOD SHAPE.

The sanction had been obtained, he said, of all the second mortgage bondholders whose addresses were known to the board of trade, and the intention was to tear down the walls of the burned building this winter, and to then commence the erection of a new structure. The association's security would then be better than it was before. He mentioned that this was the twenty-seventh year of the association's existence, and said that during that time there had been 355 deaths, on which the association had paid out \$304,000. In many cases these payments were the only money the family had at the time of death.

The names of the 32 members who had died during the year were read, and the report was unanimously adopted.

During the evening, Mr. George Fielders, a member of the association who had

returned from the South-African campaign since the last annual meeting, was invited to a seat on the platform.

The trustees of the educational fund reported that of the five pupils under their care at the beginning of the year two had retired. Applications had been received for two scholarships during the year, but the children subsequently removed to Toronto, where education was free. The amount disbursed was \$125.75, leaving a balance of \$44.46, and, as this was not sufficient to meet requirements for the ensuing year, an appropriation of \$150 was asked for.

On the motion of Mr. J. T. Dwyer, seconded by Mr. R. C. Wilkins, the report was adopted, and the appropriation asked for granted.



Mr. James Robinson, the New President.

The trustees of the fund were reelected, namely, Messrs. George Sumner, George Boulter, David Watson, Charles Gurd and Robert Henderson.

The meeting then resolved itself into a committee of the whole, and discussed the revised by-laws of the association.

### OBJECTS OF THE ASSOCIATION.

The objects for which the association is established are :

1. To promote and protect the interests of commercial travellers generally.
2. To elevate the intellectual, moral, social, and material welfare of its members.
3. To make provision against accident or death, and to assist the widows and orphans of deceased members.
4. To secure from transportation companies, hotels, telegraph, telephone, insurance, and other companies and persons,

just and equitable concessions and privileges.

With some slight verbal amendments, the by-laws were adopted, on the motion of Mr. Max Murdock, seconded by Mr. G. A. Mann. Mr. Murdock said that at the first meeting of the directors after the board of trade fire it was discovered that the by-laws had been destroyed. It was thought an opportune time to introduce a new set, and a committee was appointed for the purpose, and it made its presentation to the board three or four months ago.

Mr. Samuel Woods gave notice of motion that, if, after 20 years, a member finds himself unable to pay his annual subscription, it shall be charged against his mortuary account, and deducted, with interest, from the claims of his heir or heirs.

The retiring president thanked the association for the courtesy which had been shown him during his year of office ; and the new newly-elected president returned thanks for the honor which had been conferred upon him, an honor which he fully appreciated.

A vote of thanks was, upon the motion of Hon. J. D. Rolland, accorded to the retiring officers.

To Mr. J. H. Morin, who leaves for Toronto next month to join the firm of Messrs. P. D. Dods & Co., a hearty god-speed was wished, and the meeting closed with the singing of "God Save the King."

### THE NEW PRESIDENT.

Mr. James Robinson, the newly-elected president, has been a member of the association for 22 years. He was born in Montreal on May 1, 1856, and, since first donning his first pair of bootees, he has been very much felt in the shoe business of Canada. His first experience was with Ames, Millard & Co., now The Ames, Holden Co., Limited, where he worked nine years in the manufacturing departments and obtained an experience that has since been invaluable to him. He commenced to travel for Jas. A. Young & Co., but this concern ceased to exist one year afterward, and Mr. Robinson became identified with the late Hon. G. Bress, of Quebec, with whom he continued for eight years before he launched in the jobbing business on his own account. He began operations in a private house on Park avenue, Montreal, and, although there were lace curtains on the front windows in lieu of a sign, and no outward fact to indicate that a large shoe business was being conducted within, he managed to make a turnover of over \$200,000 in the last 12 months he occupied it.

Seven years ago Mr. Robinson took the premises at 208-210 McGill street, and



expected to have a couple of flats to spare. However, business grew so rapidly that a year ago he found it necessary to remove to 184 186 McGill street, where he has four storeys and a basement, besides a large warehouse for storage purposes. He has now the largest boot and shoe jobbing business in Canada, employing 15 travellers. Although a shrewd buyer, his appearance in St. Rochs is always welcomed, because he knows shoes and places orders heavy enough to keep some of the factories busy all the year round.

Mr. Robinson's ability as an organizer was well exemplified recently by the successful manner in which he reorganized the Maple Leaf Rubber Co., of which he is now president. He also holds presidential positions in the Durham Rubber Co., Bowmanville, Ont., and in the Shoe Jobbers' Association of Canada.

Mr. Robinson was a commercial traveller who began with little, and, by sheer force of energy and pluck, has built up a big business, and, mayhap, has made some money. At any rate he has lots of friends who believe he has and are glad of it.

#### DEATH OF JAMES W. PATON.

Late on Sunday night, December 15, Mr. James W. Paton, one of Toronto's best known paint and oil merchants, died at his residence, 479 Euclid avenue. Deceased was born in Glasgow, Scotland, 63 years ago, and came to Canada in 1861, when he obtained employment with his uncle, the late A. Ramsay, paint and oil merchant, Montreal. He remained there eight years during which time his honesty and perseverance were rewarded by his employer, who gave him an interest in the business. In 1869, he formed a partnership with D. Bronsdon, and opened out at 84 Yonge street, Toronto. This partnership was afterwards dissolved, and about eight ago he removed his business to 18 Adelaide street west. He is survived by Mrs. Paton, four boys, Robert F. T., J. Fred., Charles E. and William A., who is with the Sherwin-Williams Co., Montreal, and one daughter, Miss Florrie. Mr. Paton was widely known and respected for his honesty and kindly heart. His funeral took place last Tuesday, December 17, when he was interred in Mount Pleasant.

#### PERSONAL MENTION.

Charles A. Henderson, of The B. Greening Wire Co., Hamilton, Ont., has completed the electrical engineering course in the American School of Correspondence, Boston, Mass., and has been awarded a diploma.

#### INDUSTRIAL GOSSIP.

Those having any items of news suitable for this column will confer a favor by forwarding them to this office addressed to the Editor.

As Le Page, the maker of Le Page's liquid glue, has sold out all his rights for the manufacture of that article in the United States, it is stated that he is contemplating the erection of two glue factories in British Columbia, one of which is to be near Vancouver. It is asserted that that Province is an excellent place for the manufacture of that article, owing to an abundance of the right kind of fish skins.

The Ontario Portland Cement Co., of Brantford, is busy on the plans of the building they are going to have erected. One which they have settled on is to be 165 x 166 ft. The company is an all-Canadian concern, and has nearly 300 shareholders scattered throughout the country. The following have been elected directors: Messrs. Goold, Wisner, Cockshutt, Bexil and Elliott. The Grand Trunk propose erecting a siding through the cement property, and The Von Echa Co., who are building an electric line between Galt and Brantford, are anxious to connect with the property of this cement company at Blue Lake.

A careful analysis of the marl existing on the company's property shows it to contain 98.32 per cent. carbonate of lime, which is an excellent showing.

Not till last week did The Northern Portland Cement Co., Limited, Wiarton, Ont., commence on their plant there in earnest by instructing their president, D. Porter, to secure estimates on the building, machinery and site. The whole establishment will cost over \$250,000. Equipped with machinery of the most improved type, this concern will be a considerable addition to the industries of that northern town.

#### COMING TO CANADA.

From latest reports it appears that the American Steel and Wire Co. have for some time been considering the advisability of establishing a plant in Canada. Last week their Canadian solicitor, L. F. Heyd, was telegraphed for by the company, and he set out for Chicago to confer with the directors. The plant will either be erected in Toronto or Brantford, but which place it is impossible to say.

#### DISCONTINUE PIPE-MAKING.

Page, Hersey & Co., Montreal, announce that on June 1, 1902, they will discontinue to manufacture pipe. They have reached this decision on account of a flaw in the lease of their mill and a failure to reach a

satisfactory agreement with the other party to it. The business will be carried on, we understand, by Mr. John Hodgson.

Page, Hersey & Co. have already approved of plans for a new factory to be erected as soon as the weather will permit. It will include a complete galvanizing plant and their mills throughout will be of the most modern type. The site of the new plant has not yet been determined.

#### THE UTILIZATION OF WASTE.

PETER J. AUSTIN, in an article contributed to the September Forum, notes some methods for the utilization of waste as follows:

"Common garbage is boiled down, and the grease, when purified, is utilized in making soap. City refuse is used as fuel to make steam and electricity, and certain chemicals can be extracted to purify drinking water, while from the ashes cement is made. Cesspool matter is dried into a powder and forms a valuable fertilizer. Waste soapsuds from textile factories are precipitated with lime and a gas is obtained with three times the illuminating power of coal gas. Glycerine is also produced.

"The list of articles that are made from a dead horse picked up on the street is hair-raising: Mattresses, glue and gelatine, sausage coverings and pin cushions. Bones furnish empyreumatic oils, tallow, paints, shoe blacking, sulphate of ammonia, etc. Human hair is used for manure; old boots, under the chemist's magic, become wine jelly. From an old skirt a fine grade of whiskey has been made, and wholesome, palatable sawdust cakes are common.

"Some of the products obtained from sawdust are gas, wood alcohol, acetic acid, tar, oils, benzole, paraffine, naphthalene, carbolic acid and creosote. Artificial wood, capable of taking a high polish, is made from sawdust; also parquet floors, terracotta, lumber and dinner plates.

"Skim milk produces sizings for paper, waterproof glues and paints. Fish scales make artificial pearls. Deposits in wine casks, purified, become cream of tartar, and cork waste forms the basis of linoleum."

## WIRE NAILS TACKS WIRE

Prompt Shipment

**The ONTARIO TACK CO.**  
Limited  
HAMILTON, ONT.



## DEPENDENCE UPON THE ENGINEER

WHEN we remember how the developments of civilized life depend upon the products of mechanical science, it is astonishing how inadequately the ramifications of mechanical engineering practice are appreciated by the average citizen. It is only by entering into very considerable detail that the real facts of the case can be brought home to such a person, and these facts are, without doubt, very striking. They prove that from the time we rise in the morning to the time we retire to rest, there is scarcely a moment during which we are not indebted to the mechanical engineer for our necessities and our comforts. His work pervades our very existence. It may easily be shown that there is scarcely an article we use in the production of which some mechanical device has not been employed. Our daily wants include the products of textile machinery, mining and metallurgical appliances of the most varied description, metal-working machinery, machinery of various kinds for the treatment of food products including milling machinery, and so on—paper-making and printing machinery, sewing and other machinery used in the manufacture of our wearing apparel, and numberless other mechanical devices of a minor kind. Then, again, the machinery constituting the mechanical equipment of our waterworks, and that of our works for lighting by gas or electricity, etc., contribute in a most important degree to our health and comfort.—Address of William H. Maw, Institution of Mechanical Engineers.

## MARQUIS ITO REFUSED A PASS.

Marquis Ito, the Japanese statesman, said, while in St. Paul recently, that of all the American customs that impressed him as peculiar the free transportation extended by the railways of this country seemed most odd.

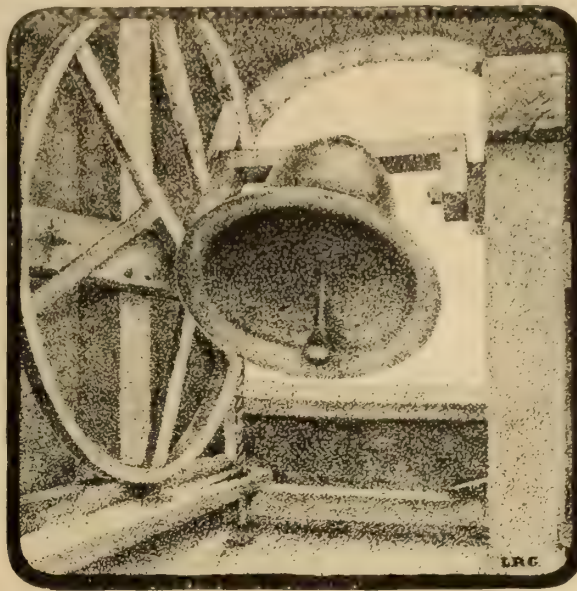
"Why," said he, "should a railway give away tickets? Every bit of mileage to them is the same as a piece of cloth to a dry goods firm. In Japan everyone has to pay for his transportation. I never rode on a Japanese railway for nothing in my life."

When the Marquis and party decided to proceed east from St. Paul over the Milwaukee line the officials of the road extended to the distinguished Japanese and his companions the courtesy of the line and informed Mr. Ito's private secretary that the tickets and the private car would cost nothing. The secretary was visibly embarrassed and shook his head dubiously as he left the office of the company to convey the startling information to his master. Shortly afterwards Marquis Ito appeared at the railway office and insisted on paying for the tickets and the use of the special car.

"I have no claim to your esteemed company," said the Oriental. "I should not feel right in travelling over your most excellent road, without paying for the great pleasure."

And so the Milwaukee officials were obliged to carry the Marquis and his party over their line in the same way as if they were just plain, every-day Americans.—Saturday Evening Post.

## The Season's Greetings to all our friends and customers.



To Mont.  
Office



### THE SHERWIN-WILLIAMS Co.

PAINT AND VARNISH MAKERS.

CHICAGO,  
NEW YORK,

NEWARK,  
MONTREAL,

CLEVELAND,  
BOSTON,  
TORONTO,

SAN FRANCISCO,  
KANSAS CITY.



## CANADA HARDWARE CO. WINS.

A settlement has been effected in the case of the Bank of Montreal vs. The Canada Hardware Co., which it will be remembered was entered into last winter by the Bank of Montreal to recover \$1,465, which they claimed was due The Abbott-Mitchell Iron and Steel Co., and has been transferred to the bank. The Canada Hardware Co. refused to pay this amount as they had a counter claim against The Abbott-Mitchell Iron and Steel Co. for a larger amount on account of failure to fill a contract which had to be placed elsewhere at a higher price. This view of the case has been taken by the Bank of Montreal, and a settlement effected favorable to The Canada Hardware Co.

## CATALOGUES, BOOKLETS, ETC.

"WHERE RAILS AND WATER MEET."

The Marshall-Wells Hardware Co., Duluth, Minn., have recently built new and perfectly equipped warehouses to accommodate their growing wholesale trade. A collection of neat and well-executed photographs of the various departments of their store have been issued in attractive book-form under the title of "Where Rails and Water Meet," for the benefit of those of their friends and customers who have been unable to visit them personally. In this booklet every portion of their warehouse, from the entrance to the offices to the wharf, are shown. The Canadian business is con-

ducted from their Winnipeg warehouses, where they have been incorporated under the laws of Manitoba under the name of The Marshall-Wells Co.

## HAND-FORGED RAZORS.

During the past year The Bailey Cutlery Co. of Brantford, Limited, Brantford, have changed their personnel, staff, goods, and have added to their other lines the manufacture of the highest grade hand-forged razors. In addition, they carry a full line of the highest grade cutlery. A guarantee is given with all their goods to be of the highest quality and to be just as represented. This is an all-Canadian firm producing all-Canadian goods, and received a bronze medal and diploma at the Paris Universal Exhibition of 1900, and a silver medal at the Toronto Industrial Exhibition of 1900.

They have just issued a neat and attractive catalogue, which will be furnished to our readers on application to their headquarters at Brantford.

## THE STARR CO.'S TORONTO OFFICE.

The Starr Manufacturing Co., Limited, manufacturers of skates, bolts, spikes, etc., Dartmouth, N.S., have opened an office at No. 10 Bay street, Toronto, under the management of Mr. J. S. Bowbanks.



## MANITOBA MARKETS.

Winnipeg, December 16, 1901.

**T**RADE is exceptionally brisk for the season, particularly in fancy articles suitable for the holidays. There has been, for instance, a heavy sale of skates, hockey sticks, and similar goods. No changes in prices have occurred during the week.

In paints, oils and glass trade is quiet, but not more so than is usual at this season. An advance of 2c. per gal. in turpentine is to be noted, making the price now 64c. per gal.

The continued absence of snow for sleighing has materially affected the sleigh and cutter trade and it is now too late for any heavy business to be done in these lines. Weatherwise ones declare that the snowfall will be light throughout the season, as it is unusual to have deep snow two seasons in succession.

Agricultural implement dealers are already laying plans for the spring business. They, with the carriage men, have already covered the ground to the Coast and report an excellent outlook for the coming spring season.

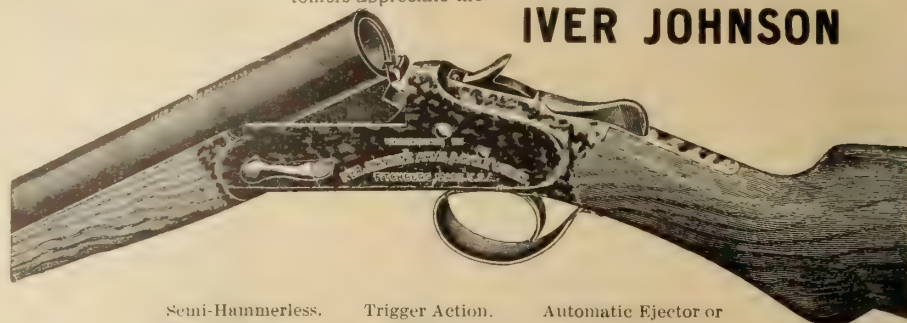
|                                            |               |
|--------------------------------------------|---------------|
| Barbed wire, 100 lb.                       | \$3 30        |
| Plain twist                                | 3 40          |
| Staples                                    | 3 95          |
| Oiled annealed wire                        | 10 3 95       |
| "                                          | 11 4 00       |
| "                                          | 12 4 05       |
| "                                          | 13 4 20       |
| "                                          | 14 4 35       |
| "                                          | 15 4 45       |
| Wire nails, 30 to 60 dy, keg.              | 3 55          |
| " 16 and 20                                | 3 65          |
| " 10                                       | 3 65          |
| " 8                                        | 3 75          |
| " 6                                        | 3 80          |
| " 4                                        | 3 95          |
| " 3                                        | 4 20          |
| Cut nails, 30 to 60 dy.                    | 3 25          |
| " 20 to 40                                 | 3 30          |
| " 10 to 16                                 | 3 35          |
| " 8                                        | 3 40          |
| " 6                                        | 3 45          |
| " 4                                        | 3 55          |
| " 3                                        | 3 90          |
| Horsenails, 45 per cent. discount.         |               |
| Horseshoes, iron, No. 0 to No. 1           | 4 65          |
| " No. 2 and larger                         | 4 40          |
| Snow shoes, No. 0 to No. 1                 | 4 90          |
| " No. 2 and larger                         | 4 40          |
| Steel, No. 0 to No. 1                      | 4 95          |
| " No. 2 and larger                         | 4 70          |
| Bar iron, \$2.70 basis.                    |               |
| Swedish iron, \$5.00 basis.                |               |
| Sleigh shoe steel                          | 3 25          |
| Spring steel                               | 3 25          |
| Machinery steel                            | 3 75          |
| Tool steel, Black Diamond, 100 lb.         | 8 50          |
| " Jessop                                   | 15 00         |
| Sheet iron, black, 10 to 20 gauge, 100 lb. | 3 50          |
| " 20 to 26 gauge                           | 3 75          |
| " 28 gauge                                 | 4 00          |
| Galvanized American, 16 gauge              | 2 79          |
| " 18 to 22 gauge                           | 4 75          |
| " 24 gauge                                 | 5 00          |
| " 26 gauge                                 | 5 25          |
| " 28 gauge                                 | 5 50          |
| Genuine Russian, lb.                       | 12            |
| Imitation                                  | 8             |
| " Tinned, 24 gauge, 100 lb.                | 7 75          |
| " 26 gauge                                 | 8 00          |
| " 28 gauge                                 | 8 50          |
| Tinplate, 1C charcoal, 20 x 28, box        | 11 00         |
| " IX                                       | 13 00         |
| " IXX                                      | 15 00         |
| Ingot tin                                  | 33            |
| Canada plate, 18 x 21 and 18 x 24          | 3 75          |
| Sheet zinc, cask lots, 100 lb              | 7 00          |
| " Broken lots                              | 7 50          |
| Pig lead, 100 lb.                          | 6 00          |
| Wrought pipe, black up to 2 inch           | 50 an 10 p.c. |
| " Over 2 inch                              | 50 p.c.       |
| Rope, sisal, 7-16 and larger               | \$13 00       |
| " 7-16                                     | 13 50         |
| " 7-16 and 5-16                            | 13 75         |
| Manila, 7-16 and larger                    | 16 00         |
| " 7-16                                     | 16 50         |
| " 7-16 and 5-16                            | 17 00         |

# Not how cheap, but how good

IS THE DIRECTION OF EFFORT IN MANUFACTURING

## Iver Johnson Single Guns

When "PRICE" constitutes the leading argument of a single gun you can make up your mind that the higher attainments of quality and merit are wanting. Gun dealers who believe in advertising their business through satisfied customers appreciate the



IVER JOHNSON

Semi-Hammerless. Trigger Action. Automatic Ejector or  
12 and 16 Gauge. 30 and 32 Inch Barrel. Non-Ejector.

Send for gun literature.

IVER JOHNSON'S ARMS &amp; CYCLE WORKS,

New York Office—  
99 Chambers Street.

FITCHBURG, MASS.

|                                          |                   |                                                                             |                        |
|------------------------------------------|-------------------|-----------------------------------------------------------------------------|------------------------|
| Solder                                   | 20                | Steam refined oil                                                           | 85                     |
| Cotton Rope, all sizes, lb.              | 17                | Sperm oil                                                                   | 2 00                   |
| Axes, chopping                           | \$ 7 50 to 12 00  | Castor oil                                                                  | 11 1/2                 |
| " double bits                            | 12 00 to 18 00    | Glass, single glass, first break, 16 to 25                                  |                        |
| Screws, flat head, iron, bright          | 87 1/2            | united inches                                                               | 2 50                   |
| Round "                                  | 82 1/2            | 26 to 40                                                                    | per 50 ft. 2 75        |
| Flat " brass                             | 80                | 41 to 50                                                                    | " 100 ft. 6 00         |
| Round "                                  | 75                | 51 to 60                                                                    | " " 6 50               |
| Coach                                    | 57 1/2 p.c.       | 61 to 70                                                                    | per 100-ft. boxes 7 00 |
| Bolts, carriage                          | 50 p.c.           | Putty, in bladders, barrel lots                                             | per lb. 2 1/2          |
| Machine                                  | 50 p.c.           | kegs                                                                        | 2 3/4                  |
| Tire                                     | 60 p.c.           | White lead, pure                                                            | per cwt. 6 50          |
| Sleigh shoe                              | 65 p.c.           | No. 1                                                                       | 6 00                   |
| Plough                                   | 40 p.c.           | Prepared paints, pure liquid colors, according to shade and color, per gal. | \$1.30 to \$1.90       |
| Rivets, iron                             | 50 p.c.           |                                                                             |                        |
| Copper, No. 8                            | 35                |                                                                             |                        |
| Spades and shovels                       | 40 p.c.           |                                                                             |                        |
| Harvest tools                            | 70 p.c.           |                                                                             |                        |
| Axe handles, turned, s. g. hickory, doz. | \$2 50            |                                                                             |                        |
| No. 1                                    | 1 50              |                                                                             |                        |
| No. 2                                    | 1 25              |                                                                             |                        |
| Octagon extra                            | 1 75              |                                                                             |                        |
| No. 1                                    | 1 25              |                                                                             |                        |
| Files common                             | 70, and 10 p.c.   |                                                                             |                        |
| Diamond                                  | 60                |                                                                             |                        |
| Ammunition, cartridges, Dominion R.F.    | 50 p.c.           |                                                                             |                        |
| Dominion, C.F., pistol                   | 30 p.c.           |                                                                             |                        |
| " military                               | 15 p.c.           |                                                                             |                        |
| American R.F.                            | 30 p.c.           |                                                                             |                        |
| C.F. pistol                              | 5 p.c.            |                                                                             |                        |
| C.F. military                            | 10 p.c. advance.  |                                                                             |                        |
| Loaded shells:                           |                   |                                                                             |                        |
| Eley's soft, 12 gauge black              | 16 50             |                                                                             |                        |
| " chilled, 12 gauge                      | 18 00             |                                                                             |                        |
| " soft, 10 gauge                         | 21 00             |                                                                             |                        |
| " chilled, 10 gauge                      | 23 00             |                                                                             |                        |
| Shot, Ordinary, per 100 lb               | 6 25              |                                                                             |                        |
| Chilled                                  | 6 75              |                                                                             |                        |
| Powder, F.F., keg                        | 4 75              |                                                                             |                        |
| F.F.G.                                   | 5 00              |                                                                             |                        |
| Tinware, pressed, retinned               | 75 and 2 1/2 p.c. |                                                                             |                        |
| " plain                                  | 70 and 15 p.c.    |                                                                             |                        |
| Graniteware, according to quality        | 50 p.c.           |                                                                             |                        |

## A QUESTION OF HOCKEY STICKS.

Editor **HARDWARE AND METAL**,—We have recently learned there has been an elm or ash hockey stick placed on the market stamped "Mic-Mac."

The genuine "Mic-Mac" sticks are made of yellow birch of a very tough nature, and grown in Nova Scotia, and the name "Mic-Mac" is registered and controlled by The Starr Manufacturing Co., of Halifax, for whom, in this particular line, H. S. Howland, Sons & Co., Toronto, are their agents for Ontario.

We are taking measures to protect our trade mark "Mic-Mac."

THE STARR MFG. CO.

## OPENED A BRANCH IN CANADA.

The Stanyon Engineering Co., of Pittsburgh, Pa., have established a Canadian office in Toronto in order to give ~~their~~ attention to their increasing trade in this country. Their business includes the designing and installing of mills, the improving of those already installed and the purchasing of machinery and materials. They have been connected with several important contracts in the United States and are now equipping the large works of The Cramp Steel Co., at Collingwood, Ont.

## PETROLEUM.

|                      |           |
|----------------------|-----------|
| Water white American | 25 1/2 c. |
| Prime white American | 24 c.     |
| Water white Canadian | 22 c.     |
| Prime white Canadian | 21 1/2 c. |

## PAINTS, OILS AND GLASS.

|                                   |          |
|-----------------------------------|----------|
| Turpentine, pure, in barrels      | \$ 62    |
| Less than barrel lots             | 67       |
| Linseed oil, raw                  | 84       |
| Boiled                            | 87       |
| Lubricating oils, Eldorado castor | 27 1/2   |
| Eldorado engine                   | 26 1/2   |
| Atlantic red                      | 29 1/2   |
| Renown engine                     | 41       |
| Black oil                         | 10 1/2   |
| Cylinder oil (according to grade) | 55 to 74 |
| Harness oil                       | 65       |
| Neatsfoot oil                     | \$ 1 00  |

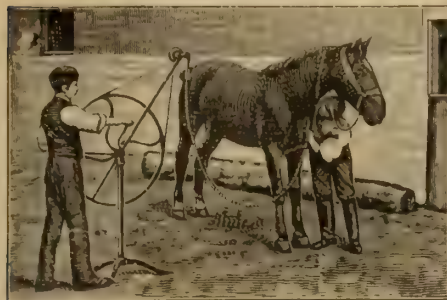
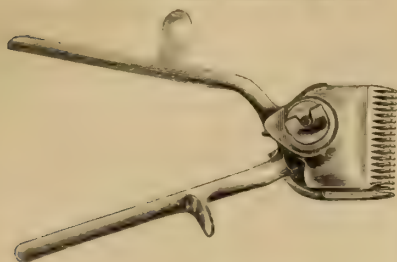
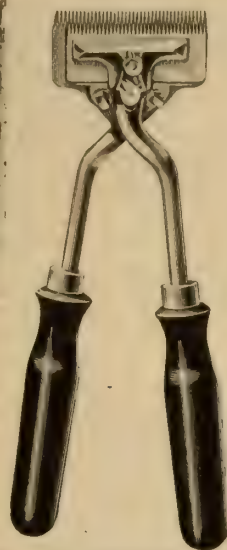


**BURMAN & SONS' CELEBRATED CLIPPERS**

Established 1871.

**BIRMINGHAM, ENG.** for Horsemen and Barbers.

NO. 297.

**NO. 3—POWER CLIPPER, with "Wrist Joint."**As supplied to:  
(The Czar of Russia,  
The King of Denmark,  
Earl Roberts, Etc., Etc.)**THE "LEOPOLD" TOILET.****THE "WARWICK" CLIPPER.**

Cuts over three teeth.

As supplied to  
His Majesty's  
War Department.**SEND FOR PRICE LIST AND TERMS.**

To be obtained from all the principal Jobbers throughout the Dominion.

**BUTLER'S FAMOUS Sheffield Cutlery.**Fish and Dessert Knives; Spoons and Forks;  
Cabinets and Cases of Cutlery and Plate."BUTLER" was registered as a  
Trade Mark, A.D. 1768.**Sole Makers of the celebrated  
"KEEN" Razors, "CAVENDISH"  
brand of Table Knives and Carvers.****HIGHEST AWARDS.****SPECIAL MENTION.**

—Full Line of Samples and stock at—

**GEORGE BUTLER & CO.'S****LONDON SHOWROOM: 62 HOLBORN VIADUCT, E.C.**  
(Over Snow Hill Station.)**MANUFACTORY:****Trinity Works, SHEFFIELD, ENG.****CONDENSED OR "WANT" ADVERTISEMENTS.**

Advertisements under this heading, 2c. a word each insertion; cash in advance. Letters, figures, and abbreviations each count as one word in estimating cost.

**PARTNER WANTED.****A LIVE BUSINESS MAN WITH THREE TO** five thousand dollars cash, to take a part interest in a going hardware business in a bustling town in Ontario. Address, Box 69, CANADIAN HARDWARE AND METAL, Toronto. (5)**FOR SALE.****STOCK OF HARDWARE, STOVES AND TIN-**ware for sale, in a growing town in Western Ontario. A snap for a man with small capital. Apply to Box 71, HARDWARE AND METAL, Toronto. (51)**Book-keeping FOR Joint Stock Companies**

A text-book for the use of accountants, book keepers, business men, and advanced accountancy students, by

**DAVID HOSKINS, C.A.**

Vice-President of the Institute of Chartered Accountants of Ontario.

Price \$1 50, postpaid. Address:—

**DAVID HOSKINS, C.A.,**

Cor. Yonge and McGill Sts., Toronto, Ont.

WE INVITE INQUIRIES for quotations on

**COILED SPRING WIRE**

for Spring shipment. If you favor us with your trade we will guarantee better service than can be secured elsewhere. Prices as low as the lowest.

We wish all a Merry Christmas and a Happy New Year.

**THE FROST WIRE FENCE CO., Limited, WELLAND, ONT.****DIAMOND EXTENSION STOVE BACK**

Patented, July 11th, 1893.

Canadian Patent, June 14th, 1894.

They are easily adjusted and fitted to a stove by any one.

Please your customers by supplying them immediately with what they want.



EXTENDED.

Sold by  
Jobbers  
of ...**Hardware  
Tinware  
and  
Stoves.**Manufactured by **THE ADAMS COMPANY, Dubuque, Iowa, U.S.A.**" **A. R. WOODYATT & CO., Guelph, Ontario.****R. BAILEY & SON**

MANUFACTURERS OF

**STOVE LININGS** for Ranges and Ovens.All kinds of Fire Brick and Fire Clay Work,  
Paving Tile, etc.

Wholesale Only.

Write for particulars.

**1220 Yonge Street, TORONTO.****ALEXANDER GIBB**Manufacturers' Agent and Metal Broker,  
13 St. John Street, Montreal

Representing British and American Manufacturers. Correspondence invited from firms wishing to be represented in Canada.



## WHAT TO DO IN DECEMBER.

By H. C. W. in Iron Age.

**W**HAT can we do in this, the crowning month of the year? Everything depends on the man back of the machine just now, as to whether it be one of the best and most profitable months of the year, or the slack be let into the line and it be one of the poorest.

It has been an education of years to the average hardware merchant that he persuade himself of the fact that holiday trade is for him as for others. The old-time merchant absolutely ignored the putting in and selling of profitable specialties for holidays, and there are still a few scattered here and there, who yet abide in the old faith.

Twenty years have changed all methods of business. We have with us now the racket store, the department house, the variety shop, the 5 and 10c. store—each and every one of them drawing largely for their stocks from the hardware catalogues; and drawing to our great loss throughout the 12 months of the year. Why should not the hardwareman take this one month of the 12 to recoup in part at least for the losses of the others?

### A SHOWING FOR PROFIT

can always be made for the month. Let the stock be legitimate as nearly as possible, and avoid if you will the marble and jewsharp and jackstone part of it. Let it be well selected, up to date, clean and bright, and consist of skates and sleds, wagons and velocipedes, pocket knives, scissors and shears, plated knives, forks and spoons, baking and chafing dishes, coffee and tea pots, razors, strops and brushes, manicure sets, carving knives and forks, bread and cake knives and hundreds of other lines of which holiday goods may be made. There will be no sacrifice of the dignity of the business—as many seem to feel is the case—even if only these splendid lines are adhered to and well gotten ready.

### DECEMBER DECIDES MANY THINGS,

as it is the closing month—so must it also be closely allied to the opening. For most of us the year ends with it, and for some of us there will be changes in firm, in location, in incorporation, or in method of conducting the business, and the month must be finished ready to make any of these changes that may come up. Changes in books usually occur the first of the year, and the closing of the month must see us ready for any change. And this, of course, necessitates closer and better collections than at any other season of the year. Whether or

not these changes do occur, the books, the business, the stock, should be in just such condition at the closing of December as to enable next year's start to be made without a hitch. It takes much work through the month to accomplish this, but no class of work is so profitable as this with the end in view.

### TAKING INVENTORY

the first of the year means much hard work in December—along with all else—in the getting ready for it, and the getting ready is half the taking of it. It will not do, of course, to let this interfere with the splendid holiday business you should have—and it need not. The preparatory work can be done nicely in the last five or six days of the month following the Christmas trade.

It is the writer's experience that the real work of stock taking can be cut in two, both as to the labor and the time usually occupied; and two or three good boys in the house can do the "getting ready" part nicely in the few days allotted. All bins should be counted or weighed and stock tickets thrown in. Floor and table oilcloths measured and marked with pencil or chalk; rubber and leather belting the same; the glass bins cleaned up and contents marked, and so on through the house, wherever possible to count ahead, or where full packages or broken stock can be enumerated and tagged.

This last few days' work of December is one of the most satisfactory things in the business, and is done at a time when men can be best spared for it.

### WINDOW WORK IN DECEMBER

is a trial to any but the man who realizes the very many changes that should be made in the month. It is a great mistake to make elaborate set window pieces for holidays. Much time, much labor is given them, so much that you or your men want them to stand much longer than they should, and just about the time an elaborate one is finished someone will want the centre piece—probably the only one you have—and the work is spoiled in a manner. What I am trying to get at is this—more, much more, attention should be given to frequent cleansing and frequent changing in December than to anything else. You have so much that is beautiful, and the only way to show it all correctly is to add and take from the windows each day, or you will crowd them. Then this plan leaves the goods in the window so easy to get at—and handsome holiday goods show of themselves

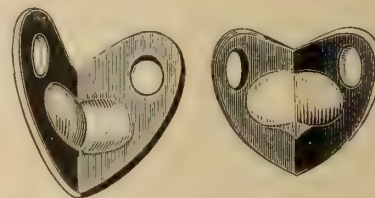
—as does a beautiful picture, without much in the way of elaborate framing.

### DECEMBER OUTLOOK AND 1902.

Perhaps there has not been a December in years that offers such an outlook for the month, and for the new year to come, as this. The wave of prosperity gives no indication of rolling backward; practically no failures are recorded among the hardware trade; in spite of trusts, combinations and some predictions, prosperity seems to grow on all sides. The results of the month and the year should be productive of fewer changes, because of unsatisfactory business, than have been recorded for many years past. Men are satisfied—employer and employes—prices are not excessive; wages are on a better basis than many of us can remember heretofore; and, taken altogether, the month gives indication for the new year to follow as being one of the greatest we have ever known in business.

### BRACKETS FOR SKATES.

The accompanying cut is an illustration of the patent cup brackets (patent No. 55407). **HARDWARE AND METAL** is informed that they can be got only on



Boker's skates, and hardwaremen are warned that any of them having skates in stock other than Boker's with these brackets attached are liable to have the same seized under the Canadian patent laws.

### LONDON TRAVELLERS ENTERTAIN.

The London commercial travellers held their annual entertainment in their rooms, Duffield Block, London, Ont., on Saturday evening, December 14. It was in the form of a tramp social. Of course, when it is known that a prize was given for the most disreputable-looking son of the road, it will be understood that they were arrayed in a manner peculiar to the tramp fraternity. An excellent musical programme was provided, and, as every singer and dancer who acquitted themselves well were roundly applauded, the entertainment was a huge success.

To carry on a general store and mercantile business at Petitcodiac, N.B., James E. Humphreys, Clarence Grass, Daniel L. Lutes, John Murray, J. A. Nigilton and the Hon. Josiah Wood are applying for incorporation as The Humphreys & Lutes Co., Limited, with a capital of \$12,000 in 100 shares.



# John Bowman

HARDWARE & COAL CO.

LONDON, ONT.

## SKATES    SKATES    SKATES

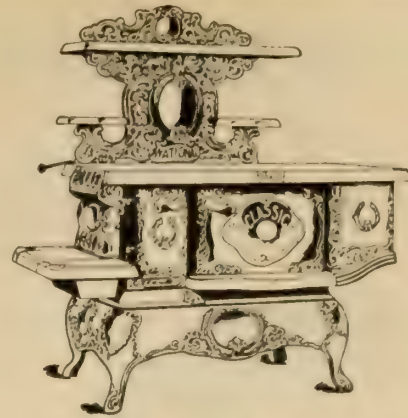
We have a large stock of SKATES to dispose of and will fill all orders promptly at closest prices.

## Cutlery    Cutlery    Cutlery

Special Lines    Special Prices

English and German Table and Pocket Cutlery, Cases, Carvers, Razors, Scissors, Pen and Pocket and Table Cutlery in great variety.

Special Prices for the Christmas Trade.



## CLASSIC NATIONAL

6-Hole Range.

Notice the clean cut, handsome carving, which harmonizes exactly with the plain surfaces, beautifully finished castings, Breton stretched patent leveled steel oven, which will neither warp or crack and responds quickly to a small fire. Nothing made in Canada like it.

THE MOFFAT STOVE CO., Limited,  
WESTON, ONT.

ESTABLISHED 1860.

DAVIDSON'S

Patent Milk Can Bottoms.



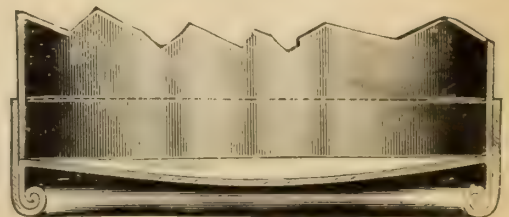
All our Broad Hoop Milk Cans and Trimmings are made with our

PATENT BOTTOM.

Why you should buy

OUR  
Milk Can  
Trimmings

BECAUSE . . . .



The above cut demonstrates more clearly than words why everybody wants the

DAVIDSON PATENT MILK CAN BOTTOMS.

Our Patent BROAD HOOP bottom has all the advantages of three piece bottom, but is practically one piece. The rim of Patent Bottom is turned in over edge bottom proper, making smooth, uniform edge that will not tear floors of factories or waggons.

Hoops are all made 14-gauge and joined LONG way, thereby avoiding any possibility of splitting.

Sufficient space is left between bottom proper and rim to allow body of can to be inserted  $\frac{1}{4}$  of an inch, making permanent joint.

Bottoms are thus sweated in with half the solder.

Bottoms are concave, draining to the centre, therefore are easier to wash out.

They will not corrode like those which drain to the side.

Top bands are "SHOULDERS" and have cut out at joint, making neater and cleaner job in half time than with old style hoop.

All bands have retinned edges.

For durability, finish and economy in making up our Trimmings are unequalled.

PATENTED FEB. 9th, 1894

And has been growing in popularity ever since its introduction.

THE THOS. DAVIDSON MFG. CO., Limited, MONTREAL.

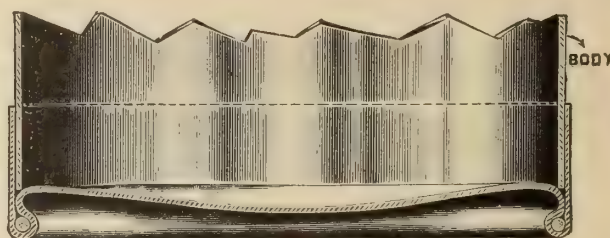


# Samson Milk Can Bottoms and Dairy Trimmings

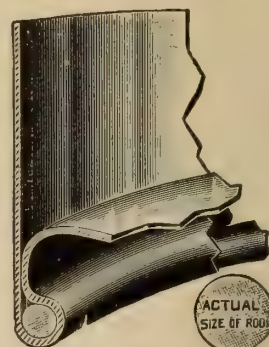
The Strongest One-piece Bottom made.



PATENTED, JULY 23, 1900



Section of Samson Milk Can Bottom



PATENTED, JULY 23, 1900

And the only one piece sanitary bottom made in Canada.

Is stamped from one piece of sheet steel and pressed into shape by the largest and most powerful machine in America.

Has no rivets to break off or wear loose. By the insertion of the body into the groove on the inside of bottom it takes less solder, is easier done, and makes a cleaner, stronger and smoother job than any other style of bottom.

For pressing each size of bottom only one die is used. Therefore every bottom in that size is exactly of the same diameter, which is not the case in any style of pieced bottom.

The Samson Milk Can has No Place for Dirt or Sour Milk to Lodge.

Write for Samson Milk Can Booklet just printed.

## Christmas Greetings To All

We wish to thank our many customers for their liberal patronage during the year that is just closing.

We have endeavored at all times to serve your best interests, and we feel that our efforts have been largely successful and are appreciated.

However, if at any time we have appeared negligent or indifferent in filling orders it was due to the goods being out of stock, or some other cause over which we had no control.

To all customers who have been so used we beg to offer our apologies and regrets, but can assure you that there will be no repetition of it in 1902, as next year we intend to extensively increase our facilities and can promise the trade that we will be well able to handle all the old and new business entrusted to us.

With best wishes for a PROSPEROUS NEW YEAR, we remain,

Yours very truly,

**The McClary Manufacturing Co.,**

LONDON, TORONTO, MONTREAL, WINNIPEG, VANCOUVER, AND ST. JOHN, N.B.

"Everything for the Tinshop."



# MARKETS AND MARKET NOTES

## QUEBEC MARKETS.

Montreal, December 20, 1901.

### HARDWARE.

**T**HERE is a steady flow of business that does not permit us to say that trade is quiet. The general demand is unquestionably good for this time of year. Seasonable goods, such as skates, cutlery, hockey sticks, sleigh bells, sleigh-shoe steel, etc., are all in active request, but it seems that dealers are in need of almost every line as well to a more or less extent. Orders may be small in individual lines, but covering as they do a wide range, they total up to a surprising December volume. Probably the feature of the hardware trade just now is the more or less demoralized state of the horseshoe and wire-nail market. It would be idle talk to say that wire nail prices are being maintained today as quotations depend entirely upon whom the customer is and how many kegs he wants. The present mechanism under which things are working seems to be playing out and we understand a proposition is to be placed before the manufacturers and the trade for a solution of the difficulty. The weakness in the American wire-nail market is accentuating the price-cutting that is going on. Spring bookings continue quite heavy. Orders for spring wire shipments are being given freely while screen wire cloth, screens, poultry netting and harvest tools are being heavily contracted for. Screen wire cloth is another 5c. lower with some houses. Payments are good.

**BARB WIRE** — Spring bookings are already said to be quite heavy as in view of the difficulty experienced last year in securing supplies, dealers are eager to anticipate their wants. The price is unchanged at \$3 per 100 lb. f.o.b. Cleveland.

**GALVANIZED WIRE** — The immediate wants are small, but spring wants are being anticipated with a certain amount of freedom. We quote as follows: Nos. 6, 7 and 8 gauge, \$3.45; No. 9, \$2.80; No. 10, \$3.55; No. 11, \$3.65; No. 12, \$2.95; No. 13, \$3.05; No. 14, \$4.05; No. 15, \$4.55; No. 16, \$4.80; No. 17, \$5.20; No. 18, \$5.45.

**SMOOTH STEEL WIRE** — The seasonal sizes are being actively called for, but otherwise there is nothing interesting. Values are steady. We quote oiled and annealed: No. 9, \$2.80; No. 10, \$2.87; No. 11, \$2.90; No. 12, \$2.95; No. 13, \$3.15 per 100 lb. f.o.b. Montreal, Toronto, Hamilton, London, St. John and Halifax.

**FINE STEEL WIRE** — Business is of moderate proportions. The discount is 17½ per cent.

**BRASS AND COPPER WIRE** — There is a fair inquiry for both varieties. The discounts are 55 and 2½ per cent. on brass and 50 and 2½ per cent. on copper.

**FENCE STAPLES** — There is nothing doing. We quote: \$3.25 for bright and \$3.75 for galvanized per keg of 100 lb.

**WIRE NAILS** — The cutting in prices that has been going on for several weeks has extended so widely that it has become realized that the present working system must be changed. To quote the fixed prices as market quotations has become somewhat of an anomaly as it is an open secret that they are not being adhered to. The American market is weak and this fact has not improved the local situation. We quote: \$2.85 for small lots and \$2.77½ for carlots f.o.b. Montreal, London, Toronto, Hamilton and Gananoque.

**CUT NAILS** — There is an ordinary demand at steady prices. We quote: \$2.55 per keg for small and \$2.45 for carlots; flour barrel nails, 25 per cent. discount; coopers' nails, 30 per cent. discount.

**HORSE NAILS** — A fair business is reported for the week. "C" brand is sold at a discount of 50 and 7½ per cent. off the new list. "M" brand is quoted at 60 per cent. off old list on oval and city head and 66 2-3 per cent. off countersunk head.

**HORSESHOES** — The remarks we have made about price-cutting in wire nails apply also to horseshoes. There is a brisk demand. We quote as follows: Iron shoes, light and medium pattern, No. 2 and larger, \$3.50; No. 1 and smaller, \$3.75; snow shoes, No. 2 and larger, \$3.75; No. 1 and smaller, \$4; X L steel shoes, all sizes, 1 to 5, No. 2 and larger, \$3.60; No. 1 and smaller, \$3.85; feather-weight, all sizes, \$4.85; toe weight, steel shoes, all sizes, \$5.95 f.o.b. Montreal; f.o.b. Hamilton, London and Guelph, 10c. extra.

**SCREWS** — There is a regular trade being done in screws. Discounts are: Flat head bright, 87½ and 10 per cent. off list; round head bright, 82½ and 10 per cent.; flat head brass, 80 and 10 per cent.; round head brass, 75 and 10 per cent.

**BOLTS** — Good movements are to be noted, particularly to the country manufacturers who seem to be all very busy. Discounts are as follows: Norway carriage bolts, 60 and 5 per cent.; common, 55 and 5 per cent.; full square carriage bolts, 60 and 5 per cent.; machine bolts, 55 and 5 per cent.; coach screws, 70 per cent.; sleigh shoe bolts, 70 per cent.; blank bolts, 60 per cent.; bolt ends, 60 per cent.; plough bolts, 55 and 5 per cent.; tire bolts, 67½ per cent.; stove bolts, 67½ per cent. To any retailer an extra discount of 5 per cent. is allowed. Nuts, square, 3½c. per lb. off list; hexagon nuts, 4c. per lb. off list. To all retailers an extra discount of ½c. per lb. is allowed.

**BUILDING PAPER** — But little business is being done for immediate delivery, but some spring contracts have been made. We quote: Tarred felt, \$1.70 per 100 lb.; 2-ply, ready roofing, 80c. per roll; 3-ply, \$1.05 per roll; carpet felt, \$2.25 per 100 lb.; dry sheathing, 30c. per roll; tar sheathing, 40c. per roll; dry fibre, 50c. per roll; tarred fibre, 60c. per roll; O.K. and I.X.L., 65c. per roll; heavy straw sheathing, \$28 per ton; slaters' felt, 50c. per roll.

**RIVETS AND BURRS** — There is a fairly good trade doing. Discounts are: Best iron rivets, section, carriage, and wagon box, black rivets, tinned do., coopers' rivets and tinned swedes rivets, 60 and 10 per cent.; swedes iron burrs are quoted at 55 per cent. off; copper rivets, 35 and 5 per cent. off, and coppered iron rivets and burrs, in 5-lb. carton boxes, are quoted at 60 and 10 per cent. off list.

**CORDAGE** — The market is firm but rather inactive at the moment. We quote as follows: Manila, 15½c.; British Manila at 13½c.; sisal, 12c. and lathyrin at 10½c. Manitoba prices are: Manila, 16c.; British Manila, 14½c.; sisal, 13c. and lathyrin, 12c.

**SCREEN CLOTH** — On account of American competition prices have again been lowered 5c. per 100 square feet by some jobbers. The change may not yet be general but it would appear that it must come. The price now is \$1.25 per 100 square feet.

**POULTRY NETTING** — Orders for spring delivery are now being taken. Spring poultry netting, English or Canadian, is quoted at a discount of 60 per cent. off 2 x 2 mesh, 19 wire, and 55 per cent. off 2 x 2 mesh heavier. Canadian list.

**HARVEST TOOLS** — Values are steady at a discount of 70 per cent.

**FIREBRICKS** — Business is quite active ex-store. We quote: Scotch at \$19 to \$23.50 and English at \$18.50 to \$22.50 per 1,000.

**CEMENT** — Trade now is very quiet. We quote: German cement, \$2.30 to \$2.40; English, \$2.25 to \$2.35; Belgian, \$1.70 to \$1.95 per bbl. ex-wharf, and American, \$2.20 to \$2.30 ex-cars.

### METALS.

The feature of the week is the drop in the price of copper which has been expected for some time. Prices here have not declined very materially as yet, but they must ultimately come down in sympathy. Business in all manufacturers' iron and steel is quite brisk, and the mills have all they can do to meet orders. Black sheets and Canada plate are being actively inquired for in small lots.

**PIG IRON** — The values of pig iron are quite firm in sympathy with the universal activity in iron and steel business. Summerlee is worth \$21 to \$21.50 and Canadian, \$18.50 to \$19.

**BAR IRON** — An active trade is still reported in bar iron at unchanged values. Merchants' bar is worth \$1.87½ in carlots and \$1.95 in smaller quantities. Horseshoe is worth \$2.15 to \$2.20.

**BLACK SHEETS** — Quite a large number of small orders have been received this week. We quote: 28 gauge, \$2.65; 26 gauge, \$2.60; 20 to 24 gauge, \$2.50, and 8 to 20 gauge, \$2.50.

**GALVANIZED IRON** — There is a fair inquiry from the country points at unchanged values. We quote: No.



28, Queen's Head, \$4.10; Apollo, 10½ oz. \$4.40; Comet, \$1.25 with 10c. extra in less than case lots.

**INGOT COPPER** — The expected has happened and copper has dropped. The decline on the local market amounts to about 1c. per lb. Ten lots have changed hands this week at 16½c.

**INGOT TIN** — The market is about steady at 28 to 29c.

**PIG LEAD** — Values are none too strong in foreign markets, but the local price is still \$2.10 to \$3.50.

**LEAD PIPE** — There is a fairly good inquiry for pipe. We quote 7c. for ordinary and 7½c. for composition waste, with 30 per cent. off.

**IRON PIPE** — Suppliers have been quite heavy this week. The market is firm. We quote as follows: Black pipe, ½, \$3.00 per 100 feet; ¾, \$2.95; 1, \$3.10; 1½, \$3.45; 2-inch, \$3.80; 2½, \$4.10; 3-inch, \$4.40; 4-inch, \$4.75; 5-inch, \$5.10; 6-inch, \$5.45; 8-inch, \$6.10; 10-inch, \$6.75; 12-inch, \$7.40; 14-inch, \$8.10; 16-inch, \$8.75; 18-inch, \$9.40; 20-inch, \$10.10; 24-inch, \$11.40; 30-inch, \$13.00; 36-inch, \$14.60; 42-inch, \$16.20; 48-inch, \$17.80; 54-inch, \$19.40; 60-inch, \$21.00; 72-inch, \$24.00; 84-inch, \$27.00; 96-inch, \$30.00; 108-inch, \$33.00; 120-inch, \$36.00; 144-inch, \$42.00; 168-inch, \$48.00; 192-inch, \$54.00; 216-inch, \$60.00; 240-inch, \$66.00; 264-inch, \$72.00; 288-inch, \$78.00; 312-inch, \$84.00; 336-inch, \$90.00; 360-inch, \$96.00; 384-inch, \$102.00; 408-inch, \$108.00; 432-inch, \$114.00; 456-inch, \$120.00; 480-inch, \$126.00; 504-inch, \$132.00; 528-inch, \$138.00; 552-inch, \$144.00; 576-inch, \$150.00; 600-inch, \$156.00; 624-inch, \$162.00; 648-inch, \$168.00; 672-inch, \$174.00; 696-inch, \$180.00; 720-inch, \$186.00; 744-inch, \$192.00; 768-inch, \$198.00; 792-inch, \$204.00; 816-inch, \$210.00; 840-inch, \$216.00; 864-inch, \$222.00; 888-inch, \$228.00; 912-inch, \$234.00; 936-inch, \$240.00; 960-inch, \$246.00; 984-inch, \$252.00; 1008-inch, \$258.00; 1032-inch, \$264.00; 1056-inch, \$270.00; 1080-inch, \$276.00; 1104-inch, \$282.00; 1128-inch, \$288.00; 1152-inch, \$294.00; 1176-inch, \$300.00; 1200-inch, \$306.00; 1224-inch, \$312.00; 1248-inch, \$318.00; 1272-inch, \$324.00; 1296-inch, \$330.00; 1320-inch, \$336.00; 1344-inch, \$342.00; 1368-inch, \$348.00; 1392-inch, \$354.00; 1416-inch, \$360.00; 1440-inch, \$366.00; 1464-inch, \$372.00; 1488-inch, \$378.00; 1512-inch, \$384.00; 1536-inch, \$390.00; 1560-inch, \$396.00; 1584-inch, \$402.00; 1608-inch, \$408.00; 1632-inch, \$414.00; 1656-inch, \$420.00; 1680-inch, \$426.00; 1704-inch, \$432.00; 1728-inch, \$438.00; 1752-inch, \$444.00; 1776-inch, \$450.00; 1800-inch, \$456.00; 1824-inch, \$462.00; 1848-inch, \$468.00; 1872-inch, \$474.00; 1896-inch, \$480.00; 1920-inch, \$486.00; 1944-inch, \$492.00; 1968-inch, \$498.00; 1992-inch, \$504.00; 2016-inch, \$510.00; 2040-inch, \$516.00; 2064-inch, \$522.00; 2088-inch, \$528.00; 2112-inch, \$534.00; 2136-inch, \$540.00; 2160-inch, \$546.00; 2184-inch, \$552.00; 2208-inch, \$558.00; 2232-inch, \$564.00; 2256-inch, \$570.00; 2280-inch, \$576.00; 2304-inch, \$582.00; 2328-inch, \$588.00; 2352-inch, \$594.00; 2376-inch, \$600.00; 2400-inch, \$606.00; 2424-inch, \$612.00; 2448-inch, \$618.00; 2472-inch, \$624.00; 2496-inch, \$630.00; 2520-inch, \$636.00; 2544-inch, \$642.00; 2568-inch, \$648.00; 2592-inch, \$654.00; 2616-inch, \$660.00; 2640-inch, \$666.00; 2664-inch, \$672.00; 2688-inch, \$678.00; 2712-inch, \$684.00; 2736-inch, \$690.00; 2760-inch, \$696.00; 2784-inch, \$702.00; 2808-inch, \$708.00; 2832-inch, \$714.00; 2856-inch, \$720.00; 2880-inch, \$726.00; 2904-inch, \$732.00; 2928-inch, \$738.00; 2952-inch, \$744.00; 2976-inch, \$750.00; 3000-inch, \$756.00; 3024-inch, \$762.00; 3048-inch, \$768.00; 3072-inch, \$774.00; 3096-inch, \$780.00; 3120-inch, \$786.00; 3144-inch, \$792.00; 3168-inch, \$798.00; 3192-inch, \$804.00; 3216-inch, \$810.00; 3240-inch, \$816.00; 3264-inch, \$822.00; 3288-inch, \$828.00; 3312-inch, \$834.00; 3336-inch, \$840.00; 3360-inch, \$846.00; 3384-inch, \$852.00; 3408-inch, \$858.00; 3432-inch, \$864.00; 3456-inch, \$870.00; 3480-inch, \$876.00; 3504-inch, \$882.00; 3528-inch, \$888.00; 3552-inch, \$894.00; 3576-inch, \$900.00; 3600-inch, \$906.00; 3624-inch, \$912.00; 3648-inch, \$918.00; 3672-inch, \$924.00; 3696-inch, \$930.00; 3720-inch, \$936.00; 3744-inch, \$942.00; 3768-inch, \$948.00; 3792-inch, \$954.00; 3816-inch, \$960.00; 3840-inch, \$966.00; 3864-inch, \$972.00; 3888-inch, \$978.00; 3912-inch, \$984.00; 3936-inch, \$990.00; 3960-inch, \$996.00; 3984-inch, \$1002.00; 4008-inch, \$1008.00; 4032-inch, \$1014.00; 4056-inch, \$1020.00; 4080-inch, \$1026.00; 4104-inch, \$1032.00; 4128-inch, \$1038.00; 4152-inch, \$1044.00; 4176-inch, \$1050.00; 4200-inch, \$1056.00; 4224-inch, \$1062.00; 4248-inch, \$1068.00; 4272-inch, \$1074.00; 4296-inch, \$1080.00; 4320-inch, \$1086.00; 4344-inch, \$1092.00; 4368-inch, \$1098.00; 4392-inch, \$1104.00; 4416-inch, \$1110.00; 4440-inch, \$1116.00; 4464-inch, \$1122.00; 4488-inch, \$1128.00; 4512-inch, \$1134.00; 4536-inch, \$1140.00; 4560-inch, \$1146.00; 4584-inch, \$1152.00; 4608-inch, \$1158.00; 4632-inch, \$1164.00; 4656-inch, \$1170.00; 4680-inch, \$1176.00; 4704-inch, \$1182.00; 4728-inch, \$1188.00; 4752-inch, \$1194.00; 4776-inch, \$1200.00; 4800-inch, \$1206.00; 4824-inch, \$1212.00; 4848-inch, \$1218.00; 4872-inch, \$1224.00; 4896-inch, \$1230.00; 4920-inch, \$1236.00; 4944-inch, \$1242.00; 4968-inch, \$1248.00; 5000-inch, \$1250.00.

**TIN PLATES** — Orders are small but numerous. Cokes are worth \$3.75 to \$4.10 and charcoals, \$1.25 to \$1.50.

**CANADA PLATE** — A few lots are selling, but business is not active. We quote: 52's, \$2.65 to \$2.70; 60's, \$2.75 to \$2.80; 75's, \$2.80 to \$2.85; full polished, \$3.75 and galvanized, \$4.25 to \$4.35.

**STEEL** — The market is firm with sleigh shoe selling in rather large quantities. We quote: Sleigh shoe, \$2.05; tire, \$2.15; bar, \$2; spring, \$2.75; machinery, \$2.75, and toeclank, \$2.60.

**SHEET STEEL** — We quote: Nos. 10 to 20, \$2.50; 3-16, \$2.50; ¼, 5-16 and ¾, \$2.40.

**TOOL STEEL** — Black Diamond, 8c. and Jessop's, 13c.

**TERNE PLATES** — There is a fair inquiry for terne plates. We quote \$7.75 to \$8.00.

**COIL CHAIN** — A moderate trade is reported at previous values. We quote: No. 6, 12½c.; No. 5, 10½c.; No. 4, 10c.; No. 3, 9½c.; ¼-in., 7½c. per lb.; 5-16, \$4.80; 5-16 exact, \$5.25; ¾, \$4.25; 7-16, \$4.05; ½, \$3.85; 9-16, \$3.75; ¾, \$3.55; ¾, \$3.50; ¾, \$3.45; 1-in., \$3.45. In car-load lots an allowance of 10c. is made.

**SHEET ZINC** — Is selling at \$5.75 to \$6.25.

**ANTIMONY** — Quiet at 10c.

**ZINC SPELTER** — Steady at 5c.

**SOLDER** — We quote: Bar solder, 18c.; wire solder, 20c.

#### GLASS.

Business now is of rather small proportions. We quote: First break, 50 feet, \$2.10; second, \$2.20 for 50 feet; first break, 100 feet, \$4; second break, \$4.20; third break, \$4.50, and fourth break, \$4.95.

#### PAINTS AND OILS.

Linseed oil is somewhat firmer in England. Stocks here are quite light and it would appear that values will be maintained through the winter season. Business in paints and oils is rather slow just now, but fair for the season. We quote:

**WHITE LEAD** — Best brands, Government standard, \$6; No. 1, \$5.62½; No. 2, \$5.25; No. 3, \$4.87½, and No. 4, \$4.50

all f.o.b. Montreal. Terms, 3 per cent. cash or four months.

**DRY WHITE LEAD** — \$5.25 in casks; kegs, \$5.50.

**DRY WHITE ZINC** — Pure dry, 6½c.; No. 1, 5½c.; in oil, pure, 7½c.; No. 1, 6½c.; No. 2, 5½c.

**PUTTY** — We quote: Bulk, in bbls., \$1.90 per 100 lb.; bulk, in less quantity, \$2.05; bladders, in bbls., \$2.25; bladders, in 100 or 200 lb. kegs or boxes, \$2.40; in tins, \$2.55 to \$2.65; in less than 100-lb. lots, \$3 f.o.b. Montreal, Ottawa, Toronto, Hamilton, London and Guelph. Maritime Provinces, 10c. higher, f.o.b. St. John and Halifax.

**ORANGE MINERAL** — Casks, 7c.; 100 lb. kegs, 7½c.; smaller quantities, 8½c.

**RED LEAD** — Genuine red lead in casks, \$4.50; in 100-lb. kegs, \$4.75; less quantities, \$5.75 per 100 lb. No. 1 red lead, casks, \$4.25; kegs, \$4.50, and smaller quantities, \$5.50.

**LITHARGE** — Ground, casks, 5c.; less, 5½c.; flake litharge, casks, \$5.25; smalls, \$5.75 per 100 lb.

**LINSEED OIL** — Raw, 79c.; boiled, 82c. in 5 to 9 bbls., 1c. less, 10 to 20 bbl. lots open, net cash, plus 2c. for four months. Delivered anywhere in Ontario between Montreal and Oshawa at 2c. per gal. advance and freight allowed.

**TURPENTINE** — Single bbls., 58c.; 2 to 4 bbls., 57c.; 5 bbls. and over, open terms, the same terms as linseed oil.

**SHELLAC VARNISH** — Pure white, \$2.35 to \$2.45; orange, \$2.25 to \$2.35.

**MIXED PAINTS** — \$1.20 to \$1.45 per gal.

**CASTOR OIL** — 8½ to 9½c. in wholesale lots, and ½c. additional for small lots.

**SEAL OIL** — 47½ to 49c.

**COD OIL** — 32½ to 35c.

**PARIS GREEN** — Petroleum barrels, 16½c. per lb.; arsenic kegs, 17c.; 50 and 100-lb. drums, 17½c.; 25-lb. drums, 18c.; 1-lb. packages, 18½c.; ½-lb. packages, 20½c.; 1-lb. tins, 19½c.; ½-lb. tins, 21½c. f.o.b. Montreal. Terms: 3 per cent. 30 days, or four months from date of delivery.

#### SCRAP METALS.

There has been a good deal of copper selling of late. Zinc is ¼c. per lb. lower. Dealers are paying the following prices in the country. Heavy copper and wire, 13½ to 14c. per lb.; light copper, 12 to 12½c.; heavy brass, 12 to 12½c.; heavy yellow, 9½c.; light brass, 6½c.; lead, 2½ to 2¾c. per lb.; zinc, 2 to 2½c.; iron, No. 1, wrought, \$10 light brass, 6½c.; lead, 2½ to 2¾c. per lb.; zinc, 2 to 2½c.; iron, No. 1, wrought, \$10 to \$15 per gross ton f.o.b. Montreal; stove plate, \$8 to \$9; machinery scrap, \$14; light iron, No. 2, \$5 a ton; malleable and steel, \$4; rags, country, 60 to 70c. per 100 lb.; old rubbers, 7 to 7½c. per lb.

#### HIDES.

An active market is again to be reported this week. No. 1 hides are worth 7½c., No. 2, 6½c., No. 3, 5½c. Sheepskins are bringing 55 cents.

#### MARKET NOTES.

Screen wire cloth is 5c. per 100 square feet lower.

## OAKEY'S 'WELLINGTON' KNIFE POLISH

**JOHN OAKEY & SONS, LIMITED**

MANUFACTURERS OF

Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England.

Agent:

**JOHN FORMAN, 644 Craig Street MONTREAL**


**COVERT MFG. CO.**  
West Troy, N.Y.  
**Steel Carriage and Wagon Jacks,**  
Harness Snaps, Chain, Rope and Web Goods, etc.  
FOR SALE BY JOBBERS AT MFRS. PRICES.

**PRIEST'S CLIPPERS**  
Largest Variety, Toilet, Hand, Electric Power  
**ARE THE BEST.**  
Highest Quality Grooming and Sheep-Shearing Machines.  
**WE MAKE THEM.**  
SEND FOR CATALOGUE TO  
American Shearer Mfg. Co., Nashua, N.H., U.S.A.

Don't Forget the Name...  
**NEWMAN'S INVINCIBLE FLOOR SPRINGS**  
Strong, Quick, Reliable, Effective.  
Will close a door against any pressure of wind. Far ahead of ordinary door springs, pneumatic or otherwise. Ask your wholesaler.  
**W. NEWMAN & SONS, Birmingham.**

**Oneida Community Goods**  
HALTERS, COW TIES, SNAPS, etc., etc.,  
in all sizes and styles. May be had of all jobbers throughout Canada.  
Factory—NIAGARA FALLS, ONT.

**MACKENZIE BROS.**  
HARDWARE  
MANUFACTURERS' AGENTS,  
Travellers covering Manitoba, Northwest Territories and British Columbia. **WINNIPEG MAN.**  
CORRESPONDENCE SOLICITED.

**"PULLMAN"**  
TROUSER or SKIRT HANGERS.  
TWO SIZES  
  
**PULLMAN SASH BALANCE CO.,**  
ROCHESTER, N.Y., U.S.A.



# THE PAGE-HERSEY IRON & TUBE CO.

Limited

**MONTREAL**

Manufacturers of

## Wrought Iron Pipe

For Water, Gas, Steam, Oil,  
Ammonia and Machinery.

**DRAIN PIPES,  
PORTLAND CEMENTS,  
FIRE BRICKS AND CLAY  
SILICA AND MAGNESIA  
BRICKS,**

with specially prepared mortar.

Contractors' and Founders'  
Supplies.

**F. HYDE & CO.**

31 WELLINGTON ST., MONTREAL

**.. FULL STOCK ..**

**Salt Glazed Vitrified**



Double Strength Culvert Pipe  
a Specialty.

**THE CANADIAN SEWER PIPE CO.**

HAMILTON, ONT. TORONTO, ONT.  
ST. JOHNS, QUE.

# Deseronto Iron Co.

LIMITED

DESERONTO, ONT.

Manufacturers of

## Charcoal Pig Iron

BRAND "DESERONTO."

Especially adapted for Car Wheels, Malleable Castings, Boiler Tubes, Engine Cylinders, Hydraulic and other Machinery where great strength is required; Strong, High Silicon Iron, for Foundry Purposes.

### ONTARIO MARKETS.

Toronto, December 20, 1901.

#### HARDWARE.

**B**USINESS this week is largely of a clearing-up holiday character. A feature of the trade is the large number of orders which are being received this week by telephone from nearly all parts of the country. These are, of course, chiefly 'sorting-up' parcels for goods suitable for the holiday trade. Very little is being done in fence wire and the demand for wire nails is limited to small proportions. The past season's trade has been of a most satisfactory character and wholesalers are looking forward to the new year with a great deal of confidence, and as far as "Hardware and Metal" can gather are placing orders with a good deal of liberality for their future requirements.

**BARB WIRE.**—Some business is still being done on future account. We quote, f.o.b. Cleveland, \$2.77½ for less than carlots and \$2.65 for carlots. From stock, Toronto, \$5.

**GALVANIZED WIRE.**—A moderate business only is being done. We quote: Nos. 6, 7 and 8, \$3.50 to \$3.85 per 100 lb., according to quantity; No. 9, \$2.85 to \$3.15; No. 10, \$3.60 to \$3.95; No. 11, \$3.70 to \$4.10; No. 12, \$3 to \$3.30; No. 13, \$3.10 to \$3.40; No. 14, \$4.10 to \$4.50; No. 15, \$4.60 to \$5.50; No. 16, \$4.85 to \$5.35. Nos. 6 to 9 base f.o.b. Cleveland are quoted at \$2.52½ in less than carlots and 12c. less for carlots of 15 tons.

**SMOOTH STEEL WIRE.** Business continues quiet. We quote the net selling prices as follows: Nos. 6 to 8, \$2.90; 9, \$2.80; 10, \$2.87; 11, \$2.90; 12, \$2.95; 13, \$3.15; 14, \$3.37; 15, \$3.50; 16, \$3.65. Delivery points, Toronto, Hamilton, London and Montreal, with freights equalized on those points.

**WIRE NAILS.**—The quietness previously noted has become more pronounced. The base price is still \$2.85 for less than carlots, and \$2.77½ for carlots. Delivery points, Toronto, Hamilton, London, Gananoque and Montreal.

**CUT NAILS.** Dull and unchanged. The base price is \$2.55 per keg with 10c. allowance on carlots.

**HORSE NAILS.**—The movement is still fair, but prices continue unsatisfactory. Discounts are as follows: "C" brand, oval, head, 50 and 7½ per cent. off new list, and on "M" and other brands, 50, 10 and 5 per cent. off the old list. Counter sunk head 60 per cent.

**HORSESHOES.** Trade continues good. We quote f.o.b. Toronto as follows: Iron shoes, No. 2 and larger, light, medium and heavy, \$3.60; snow shoes, \$3.85; light steel shoes, \$3.70; featherweight (all sizes), \$4.95; iron shoes, No. 1 and smaller, light, medium and heavy (all sizes), \$3.85; snow shoes, \$4; light steel shoes, \$3.95; featherweight (all sizes), \$4.95.

**SCREWS.**—A fair business is still being done. Discounts are as follows: Flat head bright, 87½ and 10 per cent.; round head bright, 82½ and 10 per cent.; flat head brass, 80 and 10 per cent.; round head brass, 75 and 10 per cent.; round head bronze, 65 per cent., and flat head bronze at 70 per cent.

**RIVETS AND BURRS.** Trade keeps fair. We quote as follows: Iron rivets, 60 and 10 per cent.; iron burrs, 55 per cent.; copper rivets and burrs, 25 and 5 per cent.

# ANVILS AND VISES

Henry Wright & Co.'s  
MAKE.

IN STOCK AT MONTREAL.

## A. C. LESLIE & CO.

AGENTS,

Merchants Bank Building,  
MONTREAL.



IRON AND  
BRASS

## Pumps

Force, Lift and Cistern  
Hand and Power.

For all duties. We can  
supply your wants with  
—quality the best and  
prices right. Catalogues  
and full information for a  
request.

THE R. McDUGALL CO., Limited

Manufacturers, Galt, Canada.

## ADAM HOPE & CO.

Hamilton, Ont.

We offer for prompt shipment

Pig Tin,

L. & F. and STRAITS.

Ingot Copper, O.C.

Pig Lead.

Spelter.

Antimony.

## NOVA SCOTIA STEEL CO.

Limited

NEW GLASGOW, N.S.

Manufacturers of

## Ferrona Pig Iron

And SIEMENS MARTIN

Open Hearth Steel





## Elastilite Varnish is popular down by the Sea.

ELASTILITE is doing what no other Varnish has ever done in the MARITIME PROVINCES, acknowledged to be the hardest climate in Canada on Varnish.

Fac-Simile Elastilite Tin.

It is DEFYING the Salt Air and the HOT SUN by day and DAMPNES by night peculiar to that part of Canada.

ELASTILITE has pleased EASTERN MERCHANTS because it has SATISFIED their customers.

EASTERN PAINTERS are delighted with it because they say WITH ELASTILITE IT IS EASY TO DO GOOD WORK, and it REMAINS GOOD for a REMARKABLE LENGTH OF TIME.

ELASTILITE is as durable as the best Foreign or Domestic Outside Wearing Coach Body Varnishes and is only half the price of either.

Having stood the Atlantic Coast it is good enough for any country. Write for particulars and names of some merchants as references in your own district handling it.

ELASTILITE IS ALL OVER CANADA.  
IN TINS ONLY WITH OUR BRASS SEAL.

Manufactured only by

**The Imperial Varnish & Color Co. LIMITED**  
TORONTO, ONT., CANADA

We wish  
Thee all  
A Merry  
Christmas  
Day . . .

The . . .  
**FRANCIS-FROST CO.,**  
Limited  
Toronto . . .



**BOLTS AND NUTS.**—Trade remains much as before, namely, good. We quote as follows: Carriage bolts, common (\$1 list), 55 and 5 per cent.; carriage bolts, full square (\$2.10 list), 60 and 5 per cent.; carriage bolts, Norway iron (\$3 list), 60 and 5 per cent.; machine bolts, all sizes, 55 and 5 per cent.; coach screws, 70 per cent.

**POULTRY NETTING.**—A fair number of orders on future account are being booked. We quote as follows: 2-in. mesh, 19 w.g., 60 per cent. off the list; 2-in. mesh 18 w.g. and heavier, 50 and 10 per cent.

**ROPE.** Through a misunderstanding we last week stated there was another advance in rope. The correct figures are as follows: Pure manila, 15½c.; British manila, 13½c.; sisal, 12c. per lb.

**BUILDING PAPER.**—The demand continues good. We quote as follows: Tarred roofing, \$1.70; building paper, 30c.; tarred paper, 40c.

**STOVEPIPES AND ELBOWS.**—Only a light trade is being done. We quote as follows: Stovepipes, \$7.00 to \$7.50; elbows, 5 and 6-in., common, \$1.20; 7-in., \$1.35; polished, 15c. per dozen extra.

**STOVES AND FURNACES.**—There is still a little movement in stoves, although as pointed out a week ago it is much smaller than it was.

**CUTLERY.** Quite a few rush orders have been received during the past week.

**GREEN WIRE CLOTH.** Still another decline is to be noted, making 10c. in all within the last two weeks. The reductions are being made to meet United States competition. We now quote \$1.25 per 100 square feet.

**LEATHER BELTING.**—A fair business is being done at the recent advance. We quote as follows: Extra quality, 60 per cent. off the list; standard, 60 and 10 per cent.; No. 1, not wider than six inches, 60, 10 and 10 per cent.; agricultural, not wider than 4 inches, 75 per cent.

### METALS.

The demand for sheet metals is good for this time of the year. Copper, tin and lead are all weak and our quotations are lower on the first and last named. Zinc sheet, on the other hand, is firmer.

**PIG IRON.**—The position of the market continues strong. There are not many transactions in the Canadian market, but the demand continues good in the United States, where in one or two instances, purchases have been made even into the beginning of 1903. The idea for Canadian foundry is \$17.50 to \$18 per ton on track Toronto.

**BAR IRON.**—A moderate trade is being done although the demand is not nearly as brisk as it was. Base price \$1.95 to \$2.05. Extras cut to length while rolling: 2 ft. and over, 10c. per 100 lb.; 1 ft. and under 2 ft., 15c.; under 1 ft., 20c.; over 20 ft. by special agreement, according to length and size.

**STEEL.**—The market continues firm and the demand moderate. We quote as follows: Merchantable cast steel, 9 to 15c. per lb.; drill steel, 8 to 10c. per lb.; "BC" and "Black Diamond" tool steel, 16 to 11c.; Jessop's, Morton's and Firth's tool steel, 14c.; toe-calk steel, \$2.85 to \$3; tire steel, \$2.30 to \$2.50; sleighshoe

steel, \$2.10 to \$2.25; reeled machinery steel, \$3; hoop steel, \$3.10.

**BLACK SHEETS.**—The demand continues good. We quote: Common, \$3.15 for 28 gauge; and dead flat at \$2.50 for 26 gauge.

**CANADA PLATES.**—A fair business is being done and stocks are well assorted. We quote: All dull, \$3.05; half polished, \$3.15; all bright, \$3.75.

**GALVANIZED SHEETS.**—A good trade is still to be reported. We quote as follows: "Queen's Head" brand at \$4.60 in case lots and \$1.75 in less quantities.

**TIN.**—There is not a great deal being done and the outside markets are weak. Prices are lower both in London and New York than they were a week ago. Locally, \$30 per ton is still the ruling idea as to price.

**TINPLATES.**—A good many orders are being booked for future delivery, and for this time of year a fair business is being done. The idea for coke plates is \$4.50 for I.C.

**TINNED SHEETS.**—A moderate demand is reported this week. We quote: 72 x 30, up to 21 gauge, 7½c.; ditto, up to 26 gauge, 8c.

**TERNE PLATES.**—Trade keeps quiet. We quote: I.C., 20 x 28 gauge at \$8.50.

**COPPER.**—The outside markets continue. We quote: I.C., 20 x 28 gauge, at \$8.50. American Metal Market says prices are absolutely unquotable. Locally ingot copper is lower at \$17 per 100 lb. Sheet copper is unchanged at \$23 to \$25 per 100 lb.

**BRASS.** Business is rather more active



than it was a week ago. The discount is still 10 per cent. on rod and sheet.

**SOLDER.**—A fair business is being done. We quote: Half and half, guaranteed, 19 to 19½c.; do., commercial, 19c.; refined, 18½c.; wiping, 18c.

**LEAD.**—An active demand has been experienced the past week. Prices locally are lower in sympathy with the outside markets. We quote: \$3.75 to \$4 for pig lead and \$5 for bar.

**IRON PIPE.** Business is only moderate. We quote: Black pipe at \$5.10 for 1-inch.

**SPELTER.** Trade is fairly active. The market is 7s. 6d. higher in London but easier in St. Louis. We quote: \$5.50 to \$6 per 100 lb.

**ANTIMONY.** Trade is quiet at 10½ to 11 cents.

### PAINTS AND OILS.

Things here are quieting down in this line until after the commencement of the new year. The English quotations of raw and boiled linseed oil still continue very firm and no low quotations are yet being made for spring deliveries. The shellac market is still in a very unsettled condition and jobbers only have very small supplies on hand. Most of the dealers have finished taking stock for this year, and they all express themselves as being satisfied with the season's trade. No change in prices has occurred, so we quote:

**WHITE LEAD.**—Ex-Toronto, pure white lead, \$6.12½; No. 1, \$5.75; No. 2, \$5.37½; No. 3, \$5; No. 4, \$4.62½; genuine dry white lead in casks, \$5.12½.

**RED LEAD.**—Genuine, in casks of 560 lb., \$5.12½; ditto, in kegs of 100 lb., \$5.50; No. 1, in casks of 560 lb., \$4; ditto, kegs of 100 lb., \$4.50.

**LITHARGE.**—Genuine, 6 to 6½c.

**ORANGE MINERAL.**—Genuine, 7½ to 8c.

**WHITE ZINC.**—Genuine, French V.M., in casks, \$6 to \$6.25; Lehigh, in casks, \$6.00.

**BENZINE.**—In barrel lots, 16½c. per gal.; less quantities, 25c. per gal.

**PARIS WHITE.**—90c. to \$1 per 100 lb.

**WHITING.**—65c. per 100 lb.; Gilders' whiting, 80c.

**GUM SHELLAC.**—In cases, 35c.; in less than cases, 40c. per lb.

**LIQUID SHELLAC.**—Pure orange, in bbls., \$2.25 to \$2.35; white, \$2.35 to \$2.45 per gal.; in less quantities 10c. extra.

**PUTTY.**—Bladders, in bbls., \$2.25; bladders, in 100-lb. kegs, \$2.40; bulk in bbls., \$1.90; bulk, less than bbls. and up to 100 lb., \$2.05; bladders, bulk or tins, less than 100 lb., \$2.90.

**PLASTER PARIS.**—New Brunswick, \$1.90 per bbl.

**PUMICE STONE.**—Powdered, \$2.50 per cwt. in bbls., and 4 to 5c. per lb. in less quantity; lump, 10c. in small lots, and 8c. in bbls.

**LIQUID PAINTS.**—Pure, \$1.20 to \$1.30 per gal.

**CASTOR OIL.**—English, in cases, 9½ to 10c. per lb. and 10 to 10½c. for single tins.

**LINSEED OIL.**—Raw, 1 to 4 bbls., 81c.; boiled, 84c.; 5 to 9 bbls., raw, 80c.; boiled, 83c., delivered. To Toronto, Hamilton and London, 2c. less.

**TURPENTINE.**—Single bbls., 59c.; 2 to 4 bbls., 58c., delivered. Toronto, Hamil-

ton and London, 1c. less. For less quantities than barrels, 5c. per gallon extra will be added, and for 5-gallon packages, 50c., and 10-gallon packages, 80c. will be charged.

### GLASS.

Although the bulk of the orders of glass for this season's delivery have been filled, there is still a little movement from stock. A large number of quotations are being asked for. We quote as follows: Under 26 in., \$4.25; 26 to 40 in., \$4.65; 41 to 50 in., 5- to 60 in., \$5.35; 61 to 70 in., \$5.75; 71 to 80 in., \$6.25; 81 to 85 in., \$7; 86 to 90 in., \$7.75. Toronto, Hamilton and London. Terms, 4 months, or 3 per cent. 30 days.

### OLD MATERIAL.

The depression in the copper markets of the United States and Canada is having its effect in weakening the prices for old material on the local market. Coil wire has declined ½c. and zinc is ½c. per lb. lower. The other prices have a downward tendency. We quote as follows: Agricultural, 60c. per cwt.; machinery cast, 60c.; heavy copper, 12c. per lb.; stove cast, 10c.; No. 1 wrought, 50c. per 100 lb.; new light scrap copper, 11½c. per lb.; bottoms, 11c.; coil wire, 12c.; light brass, 7c.; heavy yellow brass, 10c.; heavy red brass, 10½c.; scrap lead, 2½c.; zinc, 2c.; scrap rubber, 6½c.; good country mixed rags, 50 to 60c.; clean dry bones, 40 to 45c. per 100 lb.

### HIDES, SKINS AND WOOL.

The market is featureless. The usual movement is reported, with a fair local demand for hides and skins. The prices remain steady.

**HIDES.**—We quote: No. 1, 8c.; No. 2 green, 7c.; No. 1 green, steers, 8½c.; No. 2, green, steers, 7½c.; cured, 8½ to 8¾c.

**SKINS.**—We quote: No. 1 calfskins, 9c. and No. 2, 7c.; deacons (dairies) 55 to 60c. each; sheepskins, 65 to 70c.; deer-skins, 12½ to 14c. per lb.

**WOOL.**—We quote: Fleece, 13c., and unwashed, 8c.

### SEEDS.

The keen local competition has forced a further rise in all kinds quoted below, and red clover is now 15c., alsike 25c. and timothy 75c. higher. More liberal offerings of the latter are being made, and in the other lines the movement is brisker. As usual, better prices will be paid for extra fine samples. We quote: Red clover, \$4.80 to \$5.25; alsike, \$6.50 to \$8.50, and timothy, \$2.25 to \$3.00 per bushel.

### COAL.

The coal situation is unchanged this week, excepting, perhaps, a little for the worse. Some foundries in Toronto and also in Cleveland have had to close down owing to the insufficient supply of coal available. Prices are very firm, and in some cases higher prices than those quoted are being received. We quote at international bridges, as follows: Grate, \$1.75 per gross ton; egg, stove and nut, \$5 per gross ton; soft coal, \$2.50 to \$3.25 in bond, according to grade.

### PETROLEUM.

A good, steady demand for all lines of petroleum is reported. The prices are steady. We quote as follows: Pratt's Astral, 16½ to 17c. in bulk (barrels extra); American water white, 17 to 17½c. in bbls.; Photogene, 16½ to 17c.;

We have on hand a large stock of steel sheets for making

## EMBOSSSED CEILINGS,

etc., and are now prepared to make prompt shipment of anything required in our line, and shall be pleased to receive your orders which shall have our best attention.

### The Metallic Roofing Co.

LIMITED

Wholesale Manufacturers

TORONTO, - - - CANADA

Sarnia water white, 16 to 16½c. in bbls.  
Sarnia prime white, 14½ to 15c. in bbls.

### MARKET NOTES.

Zinc sheet is quoted slightly higher.

Ingot copper is 75c. per 100 lb. lower.

Pig lead is quoted 25c. per 100 lb. lower.

In old material the price of zinc has gone down ½c. and coil wire, ½c. per lb.

Glass merchants have now completed their stocks by the arrival of some late shipments from Europe.

A further reduction has taken place in green wire cloth, the price now being \$1.25 per 100 square feet.

The shortage of soft coal is causing a number of foundries in Cleveland and one or two in Toronto to close down.

### TRAVELLERS MAY INCREASE FEES.

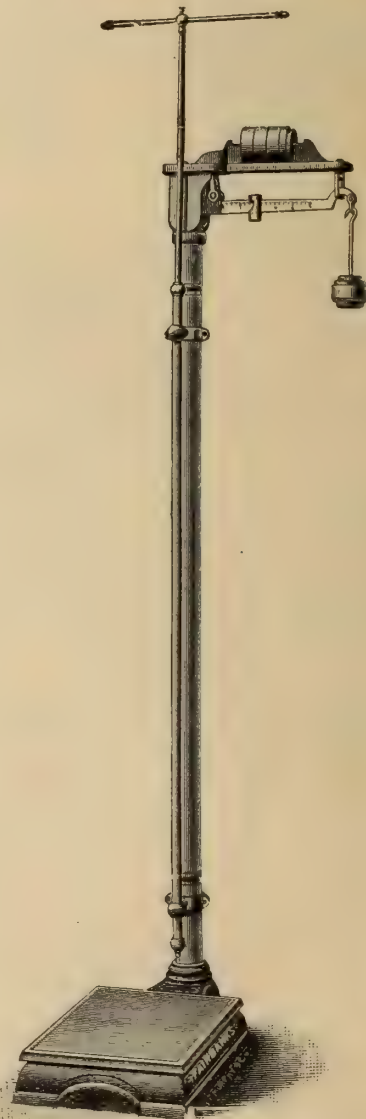
A proposal has been left to a committee, and will be brought forward at the annual meeting of the Toronto Commercial Travellers' Association, that each member pay an additional fee of \$2 every year at the time he receives his renewal certificate or a new one. One dollar of this is to go to increase the reserve fund, 10 per cent. of the other dollar to the relief, and the balance to the contingent fund. This will sustain the continued payment of \$1,000 at death, increase the reserve fund so that \$1,200 may be paid, and provide a relief and contingent fund, whereby members who may be disabled may receive financial assistance as a matter of right, instead of having to appeal for voluntary subscriptions as at present.

S. Harriette, of Bancroft, Ont., is opening up a general store at Fort Frances, Ont., and has placed G. D. Wadsworth in charge.



On December 13, fire broke out in the coal drying building of the Grey and Bruce Portland Cement Co., of Shallow Lake, Limited, Owen Sound. By the aid of a small hose, water was played on the flames till they were quenched. The damage amounts to about \$1,000, covered fully by insurance.

## MONTREAL





## NOVA SCOTIA MARKETS.

Halifax, December 16, 1901.

**T**HERE is nothing particularly new to report in the hardware line, the market having steadied down since the reduction in the price of barbed wire to \$3 f.o.b. Montreal, and the rise of  $\frac{1}{4}$  c. per lb. on sisal, noted last week.

The open weather we have yet had no snow and very little frost to speak of is conducive to trade in special lines previously mentioned. The country districts and ports, which are closed to communication during the winter, have ordered and received their supplies for the next few months, and their orders will be small until spring opens.

Trade in the city is good in special lines at this season, and retailers are doing a fair trade. The householder has already bought his new stove and stove-pipe, and now the boys and girls are looking for their new skates, tool-chests, and other holiday goods.

The travellers are commencing to come in off the road, and many will stay for the holidays, with the prospect of stock-taking as an antidote for Christmas plum-pudding and New Year's turkey. They will, no doubt, be active in both lines.

When the hardwaremen get together a general topic of conversation is The Dominion Iron and Steel Works at Sydney, and what will be their general effect on the trade. These industries will soon be a matter of serious consideration for the Government. At present the bounty paid—\$3 where home ore is used and \$2 where imported ore is used—now amounts to \$30,000 to \$35,000 per month. With the blowing in of the open-hearth furnaces in January, the bounty is estimated to reach three-quarters of a million.

The opening of rolling mills at North Sydney, contemplated by The Nova Scotia Steel and Coal Co., is also a theme for comment. The town of North Sydney seems to be largely interested in the matter, and the town council has agreed to offer the company a cash bonus of \$30,000, with \$20,000 additional when the works are in operation, with freedom from taxation for 20 years, and free water for the same period under certain conditions. Evidently the Sydneys' boom may be only commencing.

Late despatches from Sydney note that The Dominion Iron and Steel Company has secured a contract for the steel rails for The Sydney and St. Peter's and Louisburg Railway. The rail mill is expected to be in operation early next summer.

R. C. H.

Should the new Hatch electric smelters prove a success it is probable that The Anglo-American Copper Co. at Parry Sound, Ont., will erect one of them at that place, where they are having Frederick W. and George A. Weiland inspecting their mines for that purpose, so that they will be able to treat the ore at the mines.

## Nicholson File Company

(DOMINION WORKS)

PORT HOPE, ONTARIO, CANADA

Formerly

Globe File Manufacturing Company

NOW OWNED AND OPERATED BY

Nicholson File Co.

Providence, R.I., U.S.A.

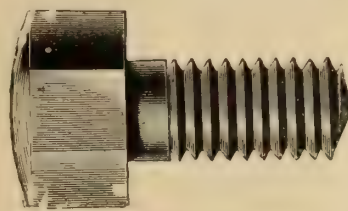
LARGEST  
MANUFACTURERSFILES  
and RASPS

in the world

Sole manufacturers of Patent Increment Cut Files and the well-known Nicholson and K. &amp; F. Horse Rasps.

Our goods are sold by all prominent Hardware Jobbers throughout the Dominion.

Selling Agent, WALTER CROSE, MONTREAL

THE JOHN MORROW MACHINE  
SCREW COMPANY, Limited

Manufacturers of

Set and Cap Screws, Special Milled Work, Engine Studs, Etc. Cold Punched Nuts of every variety of finish.

INGERSOLL, ONT.



GLASS—

Art Leaded Glass.  
Plate and Window Glass.  
Prismatic Glass.

All Glass required for building.

Catalogue and Prices on Application.

THE WOOD ART GLASS CO., London, Ont.

## AN IMPROVED CAN.

The Aeme Can Works, of Montreal, have just put on the market a can that embodies several improvements that will appeal to all manufacturers or packers in need of the best procurable can. The most noticeable feature of it is that the lid is so fitted on that it does not protrude from the body of the can, allowing the manufacturer to put on a label that will not be wrinkled or torn by the lid, thus materially improving the appearance of the goods. The top of the can is rolled, allowing the lid to be put on quite easily. All users of cans should not fail to procure samples.

## A NEW RAILWAY IN B. C.

At the last session of the British Columbian Legislature, Robert Wood, of Greenwood, B.C., and other capitalists, secured a charter to build a railway line in the Okanagan and Boundary districts between Midway and Vernon. A civil engineer, from Montreal, has already been over the line, which he states can be built with a 1 per cent. grade. Capitalists in the United States are ready to back this scheme, and it is

stated that \$30,000 are to be spent in preliminary work immediately. This line will open out a country not only rich in agricultural products, but abounding in forests and minerals as well.

This will enable the Okanagan district to supply the boundary with the large quantities of vegetables, fruits and other supplies which are at present being shipped from the Spokane district in Washington.

At Windsor, Ont., The Eureka Planter Co., Limited, has received a charter and will commence manufacturing garden drills and potato and corn planters. This is the only establishment of its kind in the Dominion, previously these implements being imported from the United States under a duty of 20 to 25 per cent. ad valorem.

James W. Woods, manufacturer of lumbermen's supplies, Ottawa, Ont., will erect a new manufacturing establishment on the Clemow property on Slater street, Ottawa. Two buildings will be erected, the factory, 90 x 145 feet, and the warehouse, 140 x 145 feet, and the cost of the two will be about \$90,000.



# HEATING AND PLUMBING

## RULES AND TABLE FOR HEATING WORK.

THE following communication from a prominent house in the heating trade comments on the absence of standard rules and tables for the guidance of furnacemen in their work as a disadvantage to that method of heating. Furnace work has been said to be all "experiment and experience," without any tabulated record of methods from which rules could be formulated or calculations made of sufficient simplicity to be of use to the men who do furnace work. In the past few years there has been more study along these lines than heretofore, and more interest has been taken in such tabulated information as has been presented and is available.

While our correspondent points out the absence of such records and rules, and the consequent cost to the trade, which is cause for regret, the inability to supply them, much as they are to be desired, has led to the furnishing of rules for other classes of heating work which have been found reliable in an extended use. This disposition to help others is commendable and should be rewarded by those who have the best interests of the trade at heart by making a return in the presentation of such records, rules or tables as they may have found useful. We assure those who have any data of this character that the necessary space for its publication in our columns will be gladly accorded. Our correspondent's communication is as follows:—

"We think that the use of tables similar to the one shown on page 42 of *The Metal Worker* of November 9 is a step toward proper furnace-heating, and will do away largely with the rank failures that have occurred so frequently in the furnace-heating in the past. We use a similar table in making boiler estimates, and give it, as follows:

"To select hot water radiation for residence heating each room should contain as many square feet of direct radiation as the square feet of glass surface, 5 per cent. of outside wall surface and 1 per cent. of the cubic contents of such room. For unusually exposed rooms add 10 per cent. to bathrooms, add 10 per cent. to living rooms add 10 per cent.

"For second floor rooms deduct 10 per cent. from above rule.

"For steam heating select two-thirds of the radiation required by the above rule.

"We have found the above table to be very accurate, and if it contains any error it is in the way of providing more than enough of radiation. Probably this error sometimes prevents the securing of contracts that are given to dealers who provide less radiation, but we have found it absolutely safe and have never yet had a failure to heat with this rule used. We also use a base rule for estimating radiation for greenhouse work, which we give, as follows:

"To get steam radiation for greenhouses. Three tenths square foot of steam

radiation will heat 100 square feet of glass 1 degree. To get radiation required, multiply each 100 square feet of glass surface by 0.3, and by the difference between the temperature required inside and the given temperature outside.

"To get hot-water radiation for greenhouses: Five-tenths square foot of hot-water radiation will heat 100 square feet of glass 1 degree. To get radiation required, multiply each 100 square feet of glass surface by 0.5, and by the difference between the temperature required inside and the given temperature outside.

"We have found these tables also very accurate, securing the best results. We think the trade lacks simple rules somewhat like the above that will enable estimating to be rapidly and accurately done. There seems to be more information on this subject in regard to boiler work than furnace work, and there is a modest fortune and a large share of fame awaiting the person who will write a book on furnace heating, giving in simple terms necessary information that can be understood both by the learned and the unlearned.—*Metal Worker*.

## SOME BUILDING NOTES.

Tenders have been invited for the erection of a gaol at Vernon, B.C.

Harry Ettler intends erecting a frame dwelling at Hefrenville, Ont., in the spring.

The corner stone of the new Roman Catholic church, at Mimico, Ont., was laid on Sunday, December 15.

A subscription list in aid of the building fund of the new Methodist church at Athens, Ont., is being circulated.

James S. McKay is securing material for his new house at Harrington, Ont., which he intends erecting next summer.

Louis Caron, architect, Nicolet, Que., has the contract for the building of a new church at St. Remi, Tingwick, Que., which will be a handsome structure, 165 feet long.

The members of All Saints' Church, Hamilton Road, Hamilton, Ont., have decided to build a new \$6,500 church, which will be commenced at the opening of next spring.

A two storey brick structure is being built on Fisguard street, Victoria, B.C., by a company, of which Le Mong Kow is the chief. This new building which is to be 60 x 60 feet, will have a wing 10 x 50 feet built in the rear, and the whole edifice is to cost \$7,000. Part of the brick work of one storey has already been done.

## PLUMBING AND HEATING NOTES.

Comtois & Delorme have registered as plumbers at Montreal.

F. G. Trenholme & Co. have registered as wood and coal merchants, at Westmount, Que.

A steam-heating apparatus, costing about \$1,200, is being installed in the Kentville Academy, Kentville, N.S.

## BUILDING IN TORONTO.

ON May 27 of this year application was made at the Toronto City Commissioner's office for a permit to build the new \$1,000,000 hotel on King street east, opposite Victoria street, but the plans were taken away for alteration, as steel columns were to be used in place of brick. So not till last week was the permit granted, which calls for a six-storey granite stone and terra cotta structure, to cost \$1,000,000 when completed. E. J. Lennox is the architect, and Illesly & Horn the builders.

Other permits aggregating to about \$46,000 were granted to Alderman James Crane, for three attached two-storey brick dwellings on McKenzie Crescent, for \$1,000; to Robert J. Milligan, for three attached two-storey brick houses on Rusholme Road, for \$7,000; to Robert Smith, for a two-storey and attic brick residence, at 361 Brunswick avenue, for \$1,700; to Wm. Smith, for a two-storey and attic brick-detached dwelling at 363 Brunswick avenue, for \$1,700; to Dr. R. G. McLaughlin, for a two-storey brick dwelling on College street, for \$6,000; to R. J. Laughlin, for a pair of two-storey semi-detached brick dwellings on Collier street, for \$1,000; to M. A. Thomas, for a galvanized iron and gravel roof over laneway, at 30 King street, for \$225; to G. Sinclair, for a two-storey brick addition to his dwelling on Wellington street, for \$100; to W. J. Mitchell, for alterations to his store on Queen street east, for \$150; to James Dale, for a pair of semi-detached two-storey brick dwellings with attic, at 13 and 15 Withrow ave., for \$3,000; to the City Corporation, for a two-storey brick stable on Front street, for \$7,000; to James McDonald, for a two-storey brick-clad dwelling on Dover court Road, for \$2,500; to Henry G. Smith, for a two-storey and attic brick residence on Brunswick avenue, for \$2,600.

## BUILDING PERMITS IN OTTAWA.

Only three building permits were taken out at Ottawa during the past week. These were granted to The Ottawa Electric Company for a frame storehouse on Head street, to cost \$800; to J. D. Frazer, for a brick storehouse on Besserer street, to cost \$800, and to A. G. Marshall, for a brick-venered dwelling on Ralph street, to cost \$800.

## CORUNDUM MINING.

H. Robilliard, of Barry's Bay, Renfrew County, Ont., has secured some extra good specimens from his corundum mine. A good deposit has now been exposed of a grade similar to that of The Canadian Corundum Co., and it can be mined very cheaply. Several men are employed examining the lots under lease, getting out timber and cedar trestles, and getting things ready for active work on the plant which is to be commenced on May 1 next, so that it can be completed in time for next season's run.



## BUSINESS NEWS

of any kind that is of value to business men supplied by our Bureau. We can give you market quotations from any town in Canada, reports from the city markets, stock quotations, etc. You can get commercial news from any Canadian paper through us.

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LIMITED.**

Engineers' and Plumbers' Supplies.

## THE PAINT BUSINESS



There is money in this paint business for anyone who will push it. Every house painted with a good paint is a standing "ad." for the house selling it. Cheap paint is also an ad.—the wrong way. Get a good paint—a pure paint. Test it yourself, make sure of it, then talk it.

## RAMSAYS PAINTS

will help talk, because when they go on a house they go on to stay on; to brighten it up; to protect it and make it beautiful with permanent color throughout the life of a pure paint. We are ready to help you in the paint business and our price is not high.

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Est'd 1842.

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NIAGARA FALLS, CANADA.

Manufacturers of **FLATWARE, CUTLERY and  
ELECTRO PLATE.**

Ask for our Catalogue and Quotations.



**Ontario Nut Works, Paris  
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Manufacturers of

All sizes of Hot Pressed  
Nuts, Square and Hexagon.

# "MIC-MAC" HOCKEY STICKS

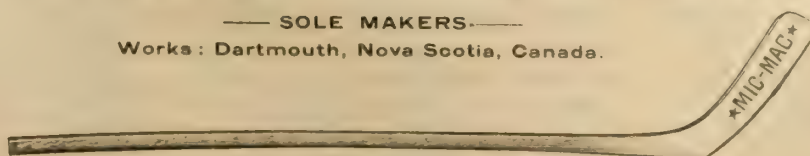
## CAUTION

It having been brought to our notice that HOCKEY STICKS, not of our manufacture, are being offered for sale stamped "MIC-MAC," thus infringing our Copyrighted Trade Mark, THIS IS TO GIVE NOTICE that we intend protecting our rights to the fullest extent, and, if necessary, legal steps will be taken against those found either selling or manufacturing Hockey Sticks branded, stamped or marked in such a way as to infringe our Trade Mark "MIC-MAC."

**The Starr Manufacturing Co., Limited**

— SOLE MAKERS —

Works: Dartmouth, Nova Scotia, Canada.



Trade Mark—"MIC-MAC" Registered.



## TRADE IN COUNTRIES OTHER THAN OUR OWN.

## MANUFACTURED IRON AND STEEL TRADE IN ENGLAND.

STEEL works and rolling mills are beginning to feel the change which has come over the iron and steel industries, but prices are unchanged. There is less doing in plates, which are quoted at £6 for steel ship plates, and £6 12s. 6d. for iron ship plates. Fairly satisfactory advices are received from the Midlands, where, it will be remembered, the wages ascertained last week of the North and of the Midlands showed that of the two the latter was the better. The Northern average was declared at £6 10s. 3.20d., which is a reduction of about 1s., and the Midland at £6 18s. 0 88d., which is an increase of slightly over 1s. In both districts, however, the return was favorable as to the quantity of iron produced by the selected firms. In the Manchester district, local made steel billets remain at £4 15s. Warrington, and £4 16s. 3d. Manchester, net. For steel bars there is a considerable margin in quotations, which range from £6 10s. to £6 15s.—Iron and Coal Trades Review.

## TINPLATE TRADE IN WALES.

There is great activity in all the tinplate works, contractors being desirous of taking advantage of the depression in the freight market, and pressing strongly for deliveries. During the week the receipts from works amounted to 69,400 boxes, whilst the shipments exceeded 65,600 boxes, Russia taking 3,600 tons, Italy 1,440 tons, and the Straits Settlements, China and Japan 2,000 tons. There is no material change in stocks, which stand at 107,800 boxes. Inquiries for tinplates up to the end of next March are considerable, whilst in a few cases deliveries are being asked for up to June; but, as the price offered by buyers only leaves a very small margin of profit, makers for the most part are holding off. The production of bars is scarcely equal to the demand, and foreign material, which is offering at from £4 10s. to £4 12s. 6d., c.i.f., finds a ready market, though when the carriage from the port of delivery to the works is added the difference between the price of foreign and home-made bars is not so very wide.—The Ironmonger, December 7.

## THE COPPER MARKET.

W. T. Sargent & Sons, London, Eng., under date of December 4, say: "Copper has provided a further sensation. At the beginning of the month values hardened steadily under the influence of purchases by smelters, and also vigorous buying of December prompts, and the price of cash

advanced to £67, and three months £65 15s., but, just as confidence had been established and the market had become convinced that the American interests intended to hold the price firm at least for some time, one of the leading dealers with a reputation for unloading inconvenient stocks became an aggressive seller, and, after a fairly large quantity had been absorbed between £63 and £62, the market took a plunge downwards, and the price rapidly declined under the continuance of this selling, and some free liquidation of holdings to £58 cash and £56 5s. three months, rallying again on a lull in the selling to £61 10s. and £60, but closing again at £57 5s. and £56 5s., respectively. There has been much speculation as to the origin of this selling, and rumors have been flying about of all descriptions; share manipulation is one theory which finds favor, but perhaps the true explanation is that more copper is being produced than is being consumed, and, as it cannot permanently be locked up, it must find an outlet.

## LEAD LOWER IN NEW YORK.

The American Smelting and Refining Co. have reduced the price of lead  $\frac{3}{4}$ c. per lb. This is the result of the recent meetings between the western lead ore producers and the Trust.

The American Smelting and Refining Co. are in excellent condition financially and making money; this cut in price is not the result of overproduction, but is the conservative action of the company to adjust prices to meet current conditions of the metal markets.

Heretofore the company have been buying lead ore under contract at 4c. per lb., but the new arrangement recently made with the ore producers fixes the price to be paid for ore at  $\frac{3}{4}$ c. per lb., which price the Trust guarantee for 6 months. While this latter information comes from reliable sources, we could not get confirmation of same from the Trust, as the officers were in executive session.—American Metal Market.

## TRADE IN SHEFFIELD.

Trade is again worse. Further orders have been worked off during the week, and in the absence of new ones to replace them, additional men and plant are rendered idle. Very few firms are exempt from the general depression. Several, who by reason of their enterprise and energy, have been able to procure plenty of work regularly for many years, even during several periods of bad trade, are now suffering with the rest. The depression is most severe in both the old

branches of trade and in all ordinary lines. A fair amount of business is being done in common spring steel for the Indian market, and the wire-rod mills are fairly well employed. Very little is being done in armour, guns, projectiles, and railway material, substantial orders for which are, however, expected early in January. Another exceedingly quiet department is that for steel and malleable-iron parts for agricultural implements. Orders from the makers of such machinery have dwindled to a mere bagatelle, from which it may be inferred that many unsold implements remained in stock after the harvest. Ordinary tool-steel is being neglected, but engineers are buying somewhat freely of the new fast-cutting steel. There is less buying of pig iron than of late, and the bar-iron makers are not quite so busy. The expectation of lower prices is becoming more general.—Ironmonger, December 7.

## SHEETS IN THE UNITED STATES.

The mills are still far behind on deliveries, and the position has been accentuated by the car shortage and the switchmen's strike at Pittsburg, which have held back shipments from the east. Prices from store range from 3 60c. to 3.70c. for No. 27 black, and from 70, 65 and 10 per cent. off on galvanized.—American Metal Market.

## PIG IRON IN GREAT BRITAIN.

The North of England market has been much demoralized by the fall in the warrant market. At present, only a very limited amount of business is passing, and for very short periods. A feeling of depression seems to exist as to the course of trade in the immediate future. For the fall in warrants to 42s. 10d., Glasgow bears are blamed in some quarters. In others, it is said that it is the Middlesbrough makers who have supplied the iron which has flooded the Glasgow market. A few percentages of the sales do not fall due until February or March, by which time working costs may be considerably reduced, and a profit made out of the transaction. Profits are at the vanishing point, with Cleveland No. 3 selling at 42s. 10d., and cokes fetching 16. 6d. to 17s. per ton. The following is a statement of the stocks of pig iron in public stores:

| Public stores stocks, in tons:           | Wednesday. |
|------------------------------------------|------------|
| Connal's at Glasgow .....                | 57,302     |
| Connal's at Middlesbrough .....          | 136,922    |
| Connal's at Middlesbrough, hematite .... | 300        |
| West Coast hematite .....                | 16,930     |
| N.E.R. Stores, Middlesbrough .....       | 1,450      |

Since the commencement of this year the stock of Cleveland iron in store has been increased by 80,000 tons, while in Scotland and Cumberland there has been a reduction of 20,000 tons.—Iron and Coal Trades Review, December 6.



# HOSE

WE have the nicest set of Hose samples ever shown to the Canadian trade. Don't fail to see them.

**GARDEN  
STEAM  
SUCTION  
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WE make Hose of all kinds for all purposes. Our equipment is the most modern and our goods are perfect.

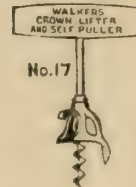
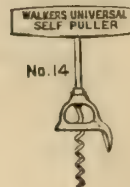
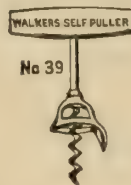
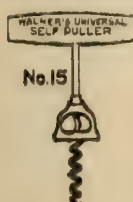
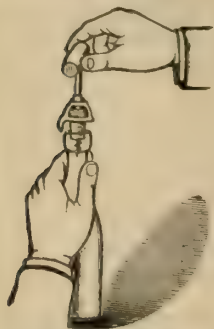
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A Child Can Do It.



## Walker's Self-Pulling Cork Screws

Made of Crucible Steel, Nickel Plated, Polished Apple Wood Handles.

EVERY ONE TESTED AND GUARANTEED. Several imitations on the market, but none as good.

Mfrd. only by **ERIE SPECIALTY CO., Erie, Pa., U.S.A.**

## Handles and Wood Turnings

Established 1876.

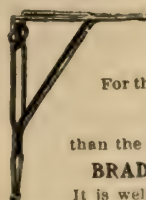
Comprising—Axe, Pick, Sledge, Fork, Hammer, Shovel, Broom, and all kinds of Tool Handles. Also Field Hay Rakes, Horse Pokes, Hockey Sticks, Pike Poles, Cant Hook Stocks and Peavies, and all other kinds of Wood Turnings.

Write for Catalogue and Price List.



**J. H. STILL MFG. CO., St. Thomas, Ont.**

*Standard Paint & Varnish Works  
Limited  
Makers of High Grade  
Varnishes, Lacquers,  
Paints, Colors & Enamels.  
Windsor, Ont.*



### Will Hold Up a Shelf!

That's what a shelf bracket is for.

For this purpose there can be

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**BRADLEY STEEL SHELF BRACKET**

It is well japanned, strong and light. The saving in freight is a good profit, aside from the lower price at which the goods are sold.

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**Automatic Door Strip and Weather Strip**

Specially adapted for cold climates and takes the place of the inner window.

**HELMS & HELMS, 148 50 Willow St., PHILADELPHIA.**



**BUSINESS CHANGES.****DIFFICULTIES, ASSIGNMENTS, COMPROMISES.**

**A** WINDING - UP order of The Diamond Machine Screw Co. of Toronto, Limited, has been granted, and E. R. C. Clarkson has been appointed interim liquidator.

Caty & Goyette, contractors, Montreal, have assigned.

A. Tremblay, general merchant, Chicoutimi, Que., has assigned.

Alfred Charlevoix, general merchant, Coteau du Lac, Que., is offering 40c. on the dollar.

Pierre A. Pigeon, builder, Delorme, Que., has filed a contestation of demand of assignment.

Douglas & Douglas, general merchants, Leduc, N.W.T., have assigned to R. T. Telford, Leduc.

A. A. Laferriere & Co., general merchants, Berthierville, Que., are offering 25c. on the dollar cash.

The creditors of T. D. Detloo, general merchant, Innisfail, N.W.T., held a meeting on December 16.

The creditors of H. Desmarais, general merchant, Marieville, Que., held a meeting on December 14.

The creditors of Mrs. Genaide Poulin, general merchant, St. Brigitte Des Saults, Que., met on December 17.

Judgments against Robert Stewart, general merchant, Tatamagouche, N.S., have been entered for \$1,633.

H. Lamarre has been appointed curator of the assets of H. Desmaris, general merchant, Marieville, Que., and his creditors met on December 18.

**PARTNERSHIPS FORMED AND DISSOLVED.**

J. H. and N. Fink, tinsmiths and grocers, Mattawa, Ont., have dissolved.

E. & P. Gates, hardware merchants, Waterloo, Ont., have dissolved.

J. P. Frieson & Co., hardware merchants, Hague, N.W.T., have dissolved.

Van Tassel & Webber, general merchants, Digby, N.S., have dissolved.

R. H. Scott, agricultural implements, Methuen, Man., has admitted A. D. Naismith as partner.

**SALES MADE AND PENDING.**

The assets of J. U. Langlois, general merchant, Magog, Que., have been sold.

The stock of E. Noel, general merchant, Montmorency Falls, Que., has been sold at 60c. on the dollar.

The assets of J. Moranda & Frere, general merchants, St. Raymond, Que., were sold on December 17.

The stock of Dufour & Lacombe, general merchants, Chicoutimi, Que., has been sold at 79½c. on the dollar.

James Foreman, lumber and hardware

merchant, Alexander, Man., is advertising his business for sale.

The Capital Wire Works Co. (M. T. Holdane, proprietor), Ottawa, have been sold by bailiff.

Stirling & Tanner, agricultural implement agents, Souris, Man., have sold out.

**CHANGES.**

Eugene Picher & Cie., mill supplies, Quebec, have registered.

H. N. Boss, general merchant, Summit City, B.C., is giving up business.

Henderson & Potts, paint manufacturers, Montreal, have applied for a charter.

E. Noel & Co. have registered as general merchants, Montmorency Falls, Que.

D. T. Gillies, general merchant, Muirkirk, Ont., has sold out to D. S. McGugan.

John Wilcock, has registered for Mullins & Co., machinery and supplies, Montreal.

Mrs. Pierre Vincent has registered for P. Vincent & Co., carriagemakers, Montreal.

La Compagnie F. X. Bertrand, foundry, St. Hyacinthe, Que., has applied for a charter.

Thomas J. Fisher has registered at Montreal for Samuel Fisher, dealer in engineers' supplies.

R. J. Harper & Co., general merchants, Neepawa, Man., have sold out to A. E. Fremlin.

The Berlin and Bridgeport Electric Street Railway Co., Limited, Berlin, Ont., has obtained a charter.

The stock of W. T. Bremner, general merchant, Baldur, Man., has been sold at 50c. on the dollar.

William Henderson, agricultural implements, Wawanessa, Man., has sold out to Scott & Naismith.

The stock of Mary Breen, general merchant, Beulah, Man., has been sold to C. W. Clifton & Co.

The Rock Creek Consolidated Placer Mining Co., Limited, Greenwood, B.C., has been incorporated.

J. P. Friesen, hardware merchant, Rosthern, N.W.T., has opened a branch store at Osler, N.W.T.

**FIRES.**

McCarthy Bros., gunsmiths, Stratford, Ont., were burned out. Their property was insured.

J. Colborne, general merchant, Harrison, Ont., suffered loss by fire. The stock was insured.

The Grey and Bruce Portland Cement Co. of Shallow Lake, Limited, Owen Sound, Ont., suffered a small loss by fire.

**DEATHS.**

W. S. Smith, painter, Nelson, B.C., is dead.

James W. Paton, paint and oil merchant, Toronto, is dead.

E. R. Simard, general merchant, Chateau River, Que., is dead.

To our  
customers and  
friends,  
North,  
South,  
East,  
West—

We wish you  
a very

**MERRY**

**CHRISTMAS**

and a

**HAPPY and**

**PROSPEROUS**

**NEW YEAR.**

The  
**CANADA  
PAINT  
COMPANY,**  
Limited.



# THE ADVERTISING ARENA.

Hints and Ideas For Business Men.

**A**DVERTISING in a medium that has a standing with the trade from which you seek business, creates a profitable connection between yourself and the buyer. A great many firms when cutting down expenses completely annihilate their advertising. There is a big distinction between economy and annihilation. Discontinuing advertising breaks the helpful connection that has been gained, and it costs more to reestablish the relationship than the cost of keeping connected.

Advertise for people to come to your store. Don't notice them when they come. Let them wait until you finish reading your paper before you wait on them. Then offer them old goods. Lie to them. Beat them on weight and measure. Charge them double prices. They won't call again. Then when your next ad. fails to bring them, say "Advertising doesn't pay."—Advertising World.

## ADVERTISING BY KENTVILLE MERCHANTS.

The value of our columns as an advertising medium is now so well known that the leading business firms are all using space. Business in Kentville has improved so much of late and everything gives prospect of unusually large fall and Christmas trade. The merchants, after a long period of quiet time, have prepared for a large business within the next few months and have made large importations. A glance at the different places of business will reveal this and a look over our columns will convince our readers that good bargains can be secured here. So great is the call for extra advertising space that for a few weeks we may not have the regular amount of news we usually carry. However, as all people are buyers, the advertising columns should be of great interest to them.—The Advertiser, Kentville, N.S.

## "AD-WRITER'S" ADVERTISING PHRASES.

We understand the desires of the rich and respect and guard the interests of the poor.

Take it easy while you read our advertisement. We want the patronage of those who think over a good offer before accepting it.

To keep up to us means something better to-morrow than to-day—always aiming to benefit the supporters of the store, we take the risk of being benefited ourselves.

The store has grown so big because it has given everybody a better money's worth than any other store. Nothing else could have made it what it is, and nothing else can keep it what it is.

Prices always tending downwards; quality always tending upwards; these are the reasons for the success of these big stores, a success you will easily comprehend when you compare these prices and qualities with the prices and qualities you get elsewhere. We can and will please you. Drop in and see.

Clothing at all figures, to suit all

figures. If you weigh 300 we can give you a deal for your money. If you are small and thin, there are some little bargains that will just suit you. If you are one of the tall ones, you may overlook many snaps, but don't fail to look over our offerings.

High-price ranges at low range prices.

Women find out things! Nearly every married man will tell you this. That is why the Blue Front is so popular with the ladies—they've found out they can buy cheapest and best here.

Learn the lesson of true economy. Buy at the Blue Front, where value and low prices are firmly joined; where fair treatment is assured all; where every article is a worthy one and where credit is given to those who do not wish to pay cash.

The chances are in favor of the buyer every time here. Could not well be otherwise with a superb stock of new furniture, the lowest of prices and terms so liberal they cannot be beaten. The Blue Front is the place for bargains.

Every dollar has a place to fill at this season. Come in and stroll through our store whether you wish to buy or not. But come prepared to change your mind, for stock and prices are irresistible, and you have the benefit of our equitable credit system.

The plums in the picture given away by this paper to-day look luscious and tempting, but all over our house are "plums" equally inviting—they await your picking. Come in and select from the grand stock of home-furnishings those things you need. You'll find superior goods, prices low, and we'll make terms that will suit you.

Every man has two homes, the real and the ideal. Easy enough to get the latter—the one wished for. Simply come to the Blue Front—the place that delights the thrifty—and pick out the needed things. They're here in abundance, at well-liked prices, while our little-at-a-time payments make it easy for those who do not care to pay cash. But, mind you, our cash and credit prices are the same.

## RETAIL ADVERTISING IN MONTREAL— MONTREAL GAZETTE.

Former residents of Montreal, who have returned to the city after an absence of some years, find one of the most noticeable changes in the appearance of the retail stores, recently remarked The Montreal Gazette. It is not that there has been such a great gain in numbers, or, generally speaking, in the size of individual establishments, though the growth in this direction in some instances has been most marked, but it is in the appearance of the retail establishments that comment is located. During the past 10 years, and especially the past five, a great change in this regard has been effected. There has been a marked increase in the number of stores exhibiting individuality on the part of their proprietors. In the olden days, a plate-glass window, and rows of counters and shelves constituted all that was con-

sidered necessary. Now the artistic perceptions of the architect and the decorator are called into requisition, and proprietors endeavor to make their places attractive by means which but a few years ago would have been considered useless and extravagant. It is the prosperous-looking establishments which do the business now. The man with the cobwebs in his windows, the dingy worn out oilcloth on his floor, the roughly kalsomined walls, with inadequate and ill-appearing lighting facilities, etc., is being driven to the wall, while those places which are up-to-date, with polished floors, richly-grained and highly-polished woodwork—stores in which every effort has been made to please the artistic sense of the purchaser, are doing the business. There is no question about the expenditure so incurred being wise. The daily returns of sales tell the story. People have grasped the idea that the storekeeper who has endeavored to make his place of business attractive is a man who will have a stock equally attractive, and the instances in which this is the exception are exceedingly few. And the prosperity of these places is daily increasing through the constantly growing number of people who are learning that the best is the cheapest, and who will have no other. But while Montreal's retailers have shown progressiveness in this direction, they have lagged behind in the appreciation of an equally important matter—the value of advertising to the retail merchant. Many of them, it is true, advertise, but few of them do it as effectively as it might be done, or as effectively as they decorate and equip their shops. Yet, it is even more important in producing a growing business—the only kind that is satisfactory. Montreal retailers—or most of them—have much to learn concerning the proper use of printer's ink. A great many have yet to appreciate its value.

## FROM THE INSIDE.

"Anyone can deal with the devil"—and so there is a host of writers of glib advertising advice who have little difficulty in solving the innumerable problems of the retailer. Those who deal in theories, however, seldom realize how near the retailer lives to that many-pocketed creature, "the public." The national advertiser knows it mainly in the abstract. If he believes that the coal miners of Pennsylvania can be cultivated profitably, he goes after them with proper space and copy, and, win or lose, his public is largely a factor in a mathematical problem. But the retailer's public is a thing of flesh and blood, and palpability. He lives in the same town with it, sees it every day, knows its wrath when it is displeased, exchanges goods for it, gives its money back, meets it on the street and dreams about it at night. His advertising must be done with extreme caution, for his readers are in the store before the ink is dry on the morning's paper. A sale is never clinched until his customer has eaten up or worn out the goods. When the manufac-



turer is at fault, the retailer has to be his complaint bureau, and when a badgered clerk inveighs against a fussy old gentleman, the retailer pays for it. If the fashionmaker blundered, or a bank fails, or the thermometer goes too high or too low, the retailer pays.—Fame.

#### CAUSE AND EFFECT.

Drop a pebble in the water—  
Ripples quickly spread around,  
Growing larger, larger, larger,  
Till like swelling waves they're found.  
It may be a tiny pebble,  
But the ripple it will make  
In an ever-winding circle,  
Will spread over all the lake.

Drop an adlet in the paper—  
It is read as soon as seen.  
Others see it, read it, heed it,  
And a fortune it may mean.  
It may be a tiny adlet,  
But if honest, well displayed,  
You may rest serenely certain,  
An impression it has made.  
John S. Grey in Fame.

#### GOOD ADVERTISING AN IMPORTANT MATTER.

There is advertising and good advertising. In other words, it is possible to spend large sums of money on advertising and to reap no benefits therefrom, and it is also possible to build up a large business by means of a gradual and properly developed system of advertising. Many kinds of advertising are open to manufacturers, says Ironmongers' Chronicle, but the advantage of using trade journals as advertising mediums are so obvious that we can allude to the subject without fear of being accused of self-interest. To reach the trade the trade paper must be employed, and to reach the cream of the trade the best journal and one which has attained a high degree of popularity should be selected. It is of little use to advertise the manufacturer's name and address, and with a brevity—not commendable—state that the advertiser "makes tools or implements." What is wanted is to impress readers with some special qualities, of production remind them of seasonable lines, lead them to ask for quotations, and either by judicious wording or pictorial illustration induce them to associate that firm alone as the best maker of those particular goods. The makers of novelties and specialties may go further, and stamp upon the minds of their readers the real sterling merit of the goods they offer, and above all, by illustration and description, leave a clear impression on the minds of all who study the advertisement of what the article is like, and to what extent it is likely to become popular. Goods should sell because of their merits, and a clear, living advertisement should be like a clearly explained description. Indeed, those who "live by advertising" say a properly drawn advertisement is equal to a verbal description by an eloquent salesman.

#### HIGH-PRICED POCKET KNIVES.

A great many merchants say that they have no demand for high-priced pocket knives, and, consequently, have such a poor variety of the more expensive kinds that it discourages a customer who has made up his mind to buy something extra nice.

Jewellers find it comparatively easy to sell pocket knives costing from \$5 to \$10

each for silver and gold handles. The much handsomer fine pearl knives which can be sold by the hardware dealer for \$2.50 down should find ready sale, especially during the holidays.

A fine assortment of high-priced knives has a greater value than the profit on their sale. It is not to be supposed that the demand will at any season be very large, but they exert an influence quite as valuable in helping to sell others, and bringing customers to the store which has the best assortment. When a dealer shows a customer a pocket knife with the remark, "this is the finest thing in the house," he is apt to create the impression on the mind of the prospective buyer that he is "blowing himself," and that is "too rich for his blood."

The merchant who has a line of \$2.50 pocket knives will find that he has no trouble in selling the \$1.50 grade; whereas, if \$1.50 represents the greatest value, he will probably think that 50 cents or \$1 is as high as his trade care to go. Let every merchant stop to consider what store he would patronize should he desire to make a present, and he will appreciate the value of an assortment which embraces some fine extra goods.—The Hardware Merchant, published by Hibbard, Spencer, Bartlett & Co.

#### STOVES SHOULD BE READILY REPAIRABLE.

It would certainly seem, after all the years stoves have been manufactured, that the manufacturers themselves should have learned by this time that an essential feature in making a stove is to have it so constructed as to allow of it being repaired with the least possible inconvenience to everyone concerned. Why anything so important should be given so little thought and attention is a mystery, unless it is because manufacturers are never compelled to take out old castings and put in new ones with their own hands. In the event of their ever attempting to do so, they would learn more about their business in five minutes than they would be able to forget in a lifetime.

From the way stoves are constructed one would naturally think a studied effort had been made to put them together in such a manner as to drive stark mad the mechanic who is so unfortunate as to be called on to do any repairs to them.

Taking the old grates out of a range and replacing them with new ones should be a comparatively simple task; but with the ordinary range it is like taking Vicksburg to accomplish it. Of course, it is necessary to use bolts to fasten the parts together, but it is not always necessary to put the bolts in the most inaccessible places, so that the nuts cannot be reached with a wrench, a chisel, nor any other tool, when it is necessary to remove them.

Such a heathenish custom as making a range that must have the water back taken out in order to put in a new brick or grate-rest is entirely out of place in the present century. And yet it is being done. The wonder is, some genius doesn't bring out a stove so fearfully and wonderfully made as to necessitate taking down the smoke pipe each time fuel is put on. Riveting the oven doors on cook stoves and ranges is another relic of barbarism that the retail dealer ought not to stand for any longer.

As a rule, the dealer sells the stoves he is expected to furnish repairs for; so he can, to a great extent, select the makes of those most easily repaired, and push their sale. If this rule was followed more generally manufacturers would soon learn to cater to the tastes of the man on whom the brunt of the repairing falls. No dealer should give an order for stoves until he knows something about how they are constructed, as well as how they look; for no customer of his will thank him for selling him a stove so difficult to repair that it hardly pays to have small parts replaced when they give out. Perhaps the manufacturers, or some of them, would be pleased to have retailers who are practical men make suggestions. In any event, the retailer should take steps to get relief from some quarter. "Jest cussin'," as in the past, won't help matters.—"Stoveite" in Metal Worker.

When you examine our new booklet (to be had for the asking) you may find it sufficiently interesting to repay you for having sent your address to the Advertising Department

American Sheet Steel Company  
Battery Park Building  
New York



# "MIDLAND" "The Peerless"

BRAND

## Foundry Pig Iron.

Made from carefully selected Lake Superior Ores, with Connellsville Coke as fuel, "Midland" will rival in quality and grading the very best of the imported brands.

Write for Prices to Sales Agents

Drummond, McCall &amp; Co.

or to MONTREAL, QUE.

Canada Iron Furnace Co.

MIDLAND, ONT. Limited



James Warnock &amp; Co.

Galt, Ont.

## CURRENT MARKET QUOTATIONS.

December 2, 1901.

These prices are for such quantities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list as the desire is to make it perfectly accurate.

### METALS.

#### Tin.

Lamb and Flag and Straits—  
56 and 28 lb. ingots, per lb. 0 30 0 31

#### Tinplates.

Charcoal Plates—Bright  
M.L.S., equal to Bradley. Per box \$6 75  
I.C., usual sizes, .. 8 25  
I.X., .. 9 75  
I.X.X., .. 9 75  
Famous—  
I.C., .. 6 75  
I.X., .. 8 25  
I.X.X., .. 9 75  
Raven & Vulture Grades—  
I.C., usual sizes, .. 5 00  
I.X., .. 6 10  
I.X.X., .. 7 00  
I.X.X.X., .. 8 00  
D.O., 12½x17 .. 4 50  
D.X., .. 5 25  
D.X.X., .. 6 00

#### Coke Plates—Bright

Bessemer Steel—  
I.C., usual sizes, .. 4 50  
I.C., special sizes, base, .. 4 85  
20 x 28, .. 9 50

#### Charcoal Plates—Terne

Dean or J. G. Grade—  
I.C., 20x28, 112 sheets, .. 8 50  
I.X., Terne Tin .. 10 50

#### Charcoal Tin Boiler Plate

Cookley Grade—  
X X, 14x56, 50 sheet box, .. 0 06½  
14x60, .. 0 06½  
14x65, .. 0 06½

#### Tinned Sheets

72x30 up to 24 gauge, .. 0 07½  
26 .. 0 08

#### Iron and Steel.

Common Bar, per 100 lbs. 1 95 2 05  
Refined .. 2 45  
Horse Shoe Iron .. 2 40  
Hoop steel, 1½ to 3 in. base, .. 3 10  
Sleigh Shoe Steel base .. 2 10  
Tire Steel .. 2 30  
Reeled Machinery .. 3 00  
Toe Calk Steel .. 2 85  
T. Birch & Co's tool steel, per lb 0 12½  
Jesse's tool steel .. 0 14  
Morton's tool steel .. 0 13½  
Black Diamond and "B.C." .. 0 10  
tool steel .. 0 11  
Chas. Leonard's tool steel .. 0 08  
Drill Steel, per lb. .. 0 18 0 10

#### Boiler Tubes.

1½ inch, .. 0 12½  
2 .. 0 13  
2½ .. 0 15  
3 .. 0 16  
3½ .. 0 20  
4 .. 0 25

#### Steel Boiler Plate.

¼ inch .. 2 50 2 60  
3-16 inch .. 2 60 2 70  
¾ inch and thicker .. 2 50 2 60

#### Black Sheets.

18 gauge Com. D.F.I. 2 85 3 00  
21 gauge .. 2 85 3 00  
23 to 24 .. 2 85 3 25  
26 .. 3 05 3 50  
28 .. 3 15

### Canada Plates.

All dull, 52 sheets .. 3 05  
Half polished .. 3 15  
All bright .. 3 75

#### Iron Pipe.

Black pipe—  
½ inch .. 4 65  
¾ .. 3 40  
1 .. 3 45  
1½ .. 3 71  
2 .. 3 85  
2½ .. 5 40  
3 .. 7 70  
3½ .. 9 20  
4 .. 12 50  
4½ .. 24 00  
5 .. 28 00  
6 .. 36 00  
8 .. 43 00  
10 .. 56 00  
12 .. 57 00  
14 .. 73 00

#### Galvanized pipe—

½ inch .. 5 15  
¾ .. 5 50  
1 .. 7 95  
1½ .. 10 80  
2 .. 12 95  
2½ .. 17 35

5 p.c. off to preferred buyers.

#### Galvanized Sheets.

G. C. Comet. Amer. Queen's  
16 gauge .. 4 15  
18 to 24 gauge 4 15 3 75  
26 .. 4 35 4 10  
28 .. 4 60 4 25  
4 60

Less than case lots 10 to 15c. extra.  
28 gauge American equals 26 gauge English.

#### Chain.

Proof Coil, 3-16 in., per 100 lb .. 7 85 8 10  
5 p.c. .. 4 95 5 25  
5 p.c. .. 4 15 4 60  
7-16 .. 15 4 40  
¾ .. 4 0 4 25  
9-16 .. 3 90 4 15  
¾ .. 3 81 4 05  
¾ .. 3 85 4 10

Halter, kennel and post chains, 40 to 40 and

Cow ties .. 40 p.c.  
Tie-out chains .. 65 p.c.  
Stall fixtures .. 35 p.c.  
Trace chain .. 45 p.c.  
Jack chain, iron, single and double, dis-  
count 35 p.c.  
Jack chain, brass, single and double, dis-  
count 40 p.c.

#### Copper.

Ingot  
English B. S., ton lots .. 0 17  
Lake Superior ..  
Cut length round, ¼ to ¾ in. 0 23 0 25  
round and square  
1 to 2 inches .. 0 23 0 25

Sheet.  
Plain, 14 oz., and light, 16  
oz., 14x48 and 14x60 .. 0 24 0 24½  
Plain, 14 oz., and light, 16  
oz., irregular sizes .. 0 24½ 0 25  
Tinned copper sheets .. 0 26  
Planished .. 0 32

4x6ft. 25 to 30 lbs. ea., per lb. .. 0 25  
35 to 45 .. 0 24  
50-lb. and above, .. 0 23  
Boiler and T. K. Pitts

Plain Tinned, per lb .. 0 28  
Spun, per lb. .. 0 32

#### Copper Ware.

Discount, 50 per cent.  
Brass.  
Rod and Sheet, 14 to 30 gauge 10 per cent.  
Sheets, hard-rolled, 2x3 .. 0 23  
Tubing, base, per lb. .. 0 23½

### Zinc Spelter

Foreign, per lb .. 0 15½ 0 06  
Domestic ..

### Zinc Sheet.

5-cwt casks .. 6 10 6 25  
Part casks .. 0 06 0 06½

#### Lead.

Imported Pig, per 100 lb .. 3 75 4 00  
Bar, 1 lb. .. 0 05  
Sheets, 2½ lbs. sq. ft., by .. 0 06½  
Sheets, 3 to 6 lbs. .. 0 06

NOTE.—Cut sheets ¼ cent per lb. extra.  
Pipe, by the roll, usual weights per yard, lists  
at 7c. per lb. and 30 p.c. dis. f.o.b. Toronto.

NOTE.—Cut lengths, net price, waste pipe  
8-ft. lengths lists at 7½ cents.

#### Shot.

Common, \$6.50 per 100 lb.; chilled, \$7.00  
per 100 lb.; buck, seal and ball, \$7.50. Dis-  
count, 17½ p.c. Prices are f.o.b. Toronto,  
Hamilton, Montreal, St. John and Halifax.  
Terms 3 per cent. cash, freights equalized.

#### Soil Pipe and Fittings.

Discount, 60 and 10 per cent. on medium and  
extra heavy, and 60 per cent. on light.

#### Solder.

Per lb. Per lb.  
Bar half-and-half, guarant'd .. 0 19½  
Bar half-and-half, commer'l .. 0 19  
Refined .. 0 18½  
Wiping .. 0 18

#### Antimony.

Cookson's, per lb. .. 0 10½ 0 11

#### White Lead.

Per 100 lb.  
Pure .. 6 12½  
No. 1 .. 5 75  
No. 2 .. 5 37½  
No. 3 .. 5 00  
No. 4 .. 4 82½

Munro's Select Flake White .. 6 37½  
Elephant and Decorators' Pure .. 6 12½  
Brandram's B. B. Genui .. 8 25  
No. 1 .. 7 50

#### Red Lead.

Genuine, 560 lb. casks, per cwt. .. 24 75  
Genuine, 100 lb. kegs, per cwt. .. 5 00  
No. 1, 560 lb. casks, per cwt. .. 4 25  
No. 1, 100 lb. kegs, per cwt. .. 4 50

#### White Zinc.

Extra Red Seal .. 0 06 0 08  
No. 1 .. 0 05½ 0 07  
No. 2 .. 0 05 0 06

#### Dry White Lead.

Pure, casks .. 5 25  
Pure, kegs .. 5 50  
No. 1, casks .. 5 10  
No. 1, kegs .. 5 75

#### Prepared Paints.

In ¼, ½ and 1 gallon tins.  
Pure, per gallon .. 1 25  
Second qualities, per gallon .. 1 10  
Barro (in bbls.) .. 0 60 0 90  
The Sherwin-Williams Paints .. 0 90  
Canada Paint Co's Pure .. 1 25  
Toronto Lead & Color Co's Pure .. 1 25  
Sanderson Peary's Pure .. 1 20  
Stewart & Wood's Champion Pure .. 1 20

#### Colors in Oil.

25 lb. tins, Standard Quality.  
Venetian Red, per lb. .. 0 04½  
Chrome Yellow .. 0 12  
Golden Ochre .. 0 08  
French .. 0 08  
Marine Black .. 0 09  
Chrome Green .. 0 10  
French Imperial Green .. 0 12  
Sign Writers' Black .. 0 16  
Burnt Umber .. 0 11  
Sienna .. 0 11  
Raw Umber .. 0 11  
Sienna .. 0 11

### Colors, Dry.

Common Ochre bbls. 1 20 1 30  
Yellow Ochre J.F.L.S., bbls. 2 00  
Yellow Ochre (La Belle) .. 1 15 1 25  
Brussels Ochre .. 1 75 2 00  
Venetian Red (best), bbl .. 1 75 2 00  
English Oxides, per cwt. 3 00 3 25  
American Oxides, bbls. 1 25 2 00  
Canadian Oxides, 1 bbl. 1 25 1 75  
Super Magnetic Oxides, 93 p.c. 2 00 2 25  
Burnt Sienna, pure, per lb. .. 0 10  
Umber, .. 0 10  
do Raw .. 0 09  
Drop Black, pure .. 0 09  
Chrome Yellow, pure .. 0 18  
Chrome Greens, pure, per lb. 0 19 0 10  
Golden Ochre .. 0 04 0 05  
Ultramarine Blue in 28-lb. boxes, per lb. 0 06 0 18  
Fire Proof Mineral, per 100 lb. 1 00  
Genuine Eng. Litharge, per lb. 0 07  
Mortar Color, per 100 lb. 1 25 1 50  
Pure Indian Red, No. 45 lb. 0 18 0 10  
Whiting, 1 lb. 0 55 0 60  
English Vermilion in 30-lb. bags. 0 95

### Paris Green.

Petroleum Casks .. 16½  
Arsenic Kegs .. 17  
50-lb. and 10-lb. drums .. 17½  
25-lb. drums .. 18  
1-lb. packages .. 18½  
¼ lb. do .. 20½  
1-lb. tins .. 19½  
½-lb. do .. 21½  
F.O.B. Montreal. Terms—3 p.c. days, or 4 mos. from date of delivery. off 30

### Blue Stone.

Casks, for spraying, per lb. .. 0 07  
100-lb. lots, do. per lb. .. 0 08

### Putty.

Bulk in bbls. 1 90  
Bulk in less quantities .. 2 05  
Bladders in bbls. 2 25  
Bladders in kegs, boxes or loose .. 2 35  
Bladders in 25-lb. tins .. 2 35  
Bladders in 12½-lb. tins .. 2 65  
bladders in 1½ lb. cans less than 100 lb 2 90

### Varnishes.

In 5-gal. lots. Per gal. net.  
Carriage, No. 1 .. 1 50 1 60  
Pale Durable body .. 4 10 4 25  
"rubbing .. 2 85 3 00  
Gold Size, Japan .. 2 85 3 00  
No. 1 Brown Japan .. 0 85  
Elastic Oak .. 1 51  
Furniture, extra .. 1 25  
No. 1 .. 0 85

Hard Oil Finish .. 1 65 1 75  
Light Oil Finish .. 1 40 1 60  
Denmar .. 1 71 1 80  
Shellac, white .. 2 3 2 45  
"orange .. 2 25 2 35  
Turpentine Brown Japan .. 0 85 0 90  
"Black Japan .. 0 70 0 75  
No. 1 .. 0 70 0 75

Elastiline Varnish 1 gal. can, each, \$3.00  
Granatine Floor Finish per gal., \$2.75.  
Maple Leaf Coach Enamels: Size 1, \$1.25;  
Size 2, 70c.; Size 3, 40c. each.

### Castor Oil.

East India, in cases, per lb. 0 9½ 0 10  
"small lots .. 0 10 0 10½

### Cod Oil, Etc.

Cod Oil per gal. .. 0 50 0 55  
Pure Olive .. 1 30  
Neatsfoot .. 90

### Glue.

Common .. 0 08½ 0 09  
French Medal .. 0 14 0 14½  
Cabinet sheet .. 0 12 0 13  
White, extra .. 0 18 0 20  
Gelatine .. 0 22 0 23  
Strip .. 0 18 0 20  
Coopers .. 0 19 0 20  
Buttner .. 0 19



# THOS. GOLDSWORTHY & SONS

MANCHESTER, ENGLAND.

## EMERY { Cloth Corn Flour

We carry all numbers of Corn and Flour Emery in 10-pound packages, from 8 to 140, in stock. Emery Cloth, Nos. OO., O., F., FF., I to 3.

**JAMES HUTTON & CO.,** Wholesale Agents for Canada, **Montreal.**

### HARDWARE.

#### Ammunition.

Cartridges.  
B. B. Caps Dom. 50 and 5 per cent.  
Rim Fire Pistol, dis. 40 p. c., Amer.  
Rim Fire Cartridges, Dom., 50 and 5 p. c.  
Central Fire Pistol and Rifle, 10 p. c. Amer.  
Central Fire Cartridges, pistol sizes Dom.  
30 per cent.  
Central Fire Cartridges, Sporting and Military, Dom., 15 per cent.  
Central Fire, Military and Sporting, Amer. add 5 p. c. to list. B.B. Caps, discount 40 per cent. Amer.  
Loaded and empty Shells, "Trap" and "Dominion" grades, 25 per cent. Rival and Nitro, 10 p. c. advance on list.  
Brass Shot Shells, 55 per cent.  
Primers, Dom., 30 per cent.; American, \$1.63.

#### Wads

Best thick white felt wadding, in 1/4-lb bags, 1 00  
Best thick brown or grey felt wads, in 1/4-lb. bags, 70  
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges 0 99  
Best thick white card wads, in boxes of 500 each, 10 gauge, 0 35  
Best thick white card wads, in boxes of 500 each, 8 gauge, 0 55  
Thin card wads, in boxes of 1,000 each, 12 and smaller gauges, 0 20  
Thin card wads, in boxes of 1,000 each, 10 gauge, 0 25  
Thin card wads in boxes of 1,000 each, 8 gauge, 0 25  
Chemically prepared black edge grey cloth wads, in boxes of 250 each—  
11 and smaller gauge 0 60  
9 and 10 gauges, 0 70  
7 and 8 gauges, 0 90  
5 and 6 gauges, 1 10  
Superior chemically prepared pink edge, best white cloth wads, in boxes of 250 each—  
11 and smaller gauge, 1 15  
9 and 10 gauges, 1 40  
7 and 8 gauges, 1 65  
5 and 6 gauges, 1 90

#### Adzes.

Discount, 20 per cent.  
Anvils.  
Wright's, 80-lb. and over 0 10 1/2  
Hay Budden, 80-lb. and over 0 09 1/2  
Brooks's, 0 11 1/2

#### Augers.

Chopping Axes  
Single bit, per doz. 5 50 10 00  
Double bit, " 11 00 18 00  
Bench Axes, 40 p. c.  
Broad Axes, 25 per cent.  
Hunters' Axes, 5 50 6 00  
Boy's Axes, 5 75 6 75  
Splitting Axes, 6 50 12 00  
Handled Axes, 7 00 10 00

#### Axe Grooves.

Ordinary, per gross, 5 75 6 00  
Best quality, " 13 00 15 00  
Bath Tubs.  
Zinc, discount 15 p. c. off revised list 6 00  
Copper, discount 15 p. c. off revised list

#### Baths.

Standard Enameled.  
5 1/2-inch rolled rim, 1st quality, 25 00  
2nd " 21 00

#### Anti-Friction Metal.

" Tandem" A, per lb. 0 27  
" B, " 0 21  
" C, " 0 11 1/2  
Maznolle Anti-Friction Metal, per lb. 0 25  
Frictionless metal, per lb. 0 23  
Phosphorus, " 6 to 0 30

#### BRASS AND SOLDERING WORKS.

Aluminum, genuine, 0 45  
Dynamo, " 0 29  
Special, " 0 25  
Aluminum, 90 p. c. pure "Syracuse", 0 50

#### Bells.

Hand.  
Brass, 60 per cent.  
Nickel, 55 per cent.

American make, discount 65% per cent.  
Canadian, discount 45 and 50 per cent.

Door.  
Gongs, Sargent's, 5 50 8 00  
" Peterboro', discount 45 per cent.

Farm.  
American, each, 1 25 3 00  
House.  
American, per lb., 0 35 0 40

Bel lows.  
Hand, per doz., 3 35 4 75  
Moulders, per doz., 7 50 10 00  
Blacksmiths', discount 40 per cent.

Belting.  
Extra, 60 per cent.  
Standard, 60 and 10 per cent.  
No. 1, not wider than 6 in., 50 10 and 10 p. c.  
Agricultural, not wider than 4 in., 75 p. c.

Bits.  
Auger.  
Gilmour's, discount 60 and 5 per cent.  
Rockford, 50 and 10 per cent.  
Jennings' Gen., net list.

Car.  
Gilmour's, 47% to 50 per cent.  
Clark's, 40 per cent.

Expansive.  
Gimlet.  
Clark's, per doz., 0 65 0 90  
Diamond, Shell, per doz., 1 00 1 50  
Nail and Spike, per gross, 2 25 5 20

Blind and Bed Staples.  
All sizes, per lb., 0 07 1/2 0 12

Bolts and Nuts. Per cent.  
Carriage Bolts, common (\$1 list), 55 and 5  
" full square (\$1.40 list) 60 and 5  
" Norway iron (\$3 list) 60 and 5

Machine Bolts, all sizes, 55 and 5  
Plough Bolts, all sizes, 55 and 5  
Blank Bolts, 60  
Bolt Ends, 60  
Sleigh Shoe Bolts, 70  
Coach Screws, cone point, 70

Nuts, square, all sizes, 3 1/2 c. per lb. off.  
Nuts, hexagon, all sizes, 4c. per lb. off.  
Screw rods, per lb., 5 1/2 c. per lb. extra in less than 50 lb. lots, 1/2 c. extra.

Boot Calks.  
Small and medium, ball, per M., 4 25  
Small heel, per M., 4 50

Bright Wire Goods.  
Discount, 6 1/2 per cent.

Broilers.  
Light, dis., 65 to 67 1/2 per cent.  
Reversible, dis., 65 to 67 1/2 per cent.  
Vegetable, per doz., dis. 37 1/2 per cent.

Henis, No. 8, 6 00  
Henis, No. 9, 7 00  
Queen City, 7 50 0 00

Butchers' Cleavers.  
German, per doz., 6 00 11 00  
American, per doz., 12 00 20 00

Building Paper, Etc.  
Plain building, per roll, 0 30  
Tarred lining, per roll, 0 40  
Tarred roofing, per 100 lb., 1 70  
Coal Tar, per barrel, 3 50  
Pitch, per 100-lb., 0 85  
Carpet felt, per ton, 45 00

Bull Rings.  
Copper, \$2.00 for 2 1/2 in. and \$1.90 for 2 in.

Butts.  
Wrought Brass, net revised list

Cast Iron.  
Loose Pin, dis. 60 per cent.

Wrought Steel.  
Fast Joint, dis. 65, 10 and 2 1/2 per cent.  
Loose Pin, dis. 65, 10 and 2 1/2 per cent.  
Berlin Bronzed, dis. 70, 70 and 5 per cent.

Gen. Bronzed, per pair 0 40 0 65

Carpet Stretchers.  
American, per doz., 1 00 1 50  
Bullard's, per doz., 6 50

Castors.  
Bed, new list, dis. 55 to 57 1/2 per cent.  
Plate, dis. 52 1/2 to 57 1/2 per cent.

Cattle Leaders.  
Nos. 31 and 32, per gross, 8 50 9 50

### Cement.

Canadian Portland, 2 25 2 75  
English, 3 00 3 15  
Belgian, 2 50 2 75  
Canadian hydraulic, 1 25 1 50

### Chalk.

Carpenters Colored, per gross, 0 45 0 75  
White lump, per cwt., 0 60 0 65  
Red, " 0 05 0 06  
Crayon, per gross, 0 14 0 18

### Chisels.

Socket, Framing and Firmer.  
Broad's, dis. 70 per cent.  
Warnock's, dis. 70 per cent.  
P. S. & W. Extra 60, 10 and 5 p. c.

### Churns.

Revolving Churns, metal frames—No. 0, \$8—  
No. 1, \$8.50—No. 2, \$9.00—No. 3, \$10.00—  
No. 4, \$12.00—No. 5, \$16.00 each. Ditto,  
wood frames—20c. each less than above.

Discounts: Delivered from factories, 56 p. c.; from stock in Montreal, 54 p. c.  
Terms, 4 months or 3 p. c. cash in 30 days.

### Clips.

Axle disc, 65 per cent.

### Closets.

Plain Ontario Syphon Jet, \$16 00  
Emb. Ontario Syphon Jet, 17 00  
Fittings net, 10 00

Plain Teutonic Syphon Washout, 10 00  
Emb. Teutonic Syphon Washout, 11 00  
Fittings net, 1 25

Low Down Teutonic, plain, 16 00  
embossed, 17 00  
Plain Richelieu net, 3 75  
Emb. Richelieu net, 4 00

Fittings net, 1 25  
Low Down Ont. Sy. Jet, plain net, 19 50  
" emb'd. net, 20 50

Closet connection net, 1 25  
Basins, round, 14 in., 1 00  
" oval, 17 x 14 in., 2 50  
" 19 x 15 in., 3 75

Discount 40 p. c., except on net figures.

### Compasses, Dividers, Etc.

American, dis. 62 1/2 to 65 per cent.

### Cradles, Grain.

Canadian, dis. 25 to 33 1/2 per cent.

### Crosscut Saw Handles.

S. & D., No. 3, per pair, 17 1/2  
" 5, " 22 1/2  
" 6, " 15  
Boynton pattern, " 30

### Door Springs.

Torrey's Rod, per doz., (15 p. c.), 2 00  
Coil, per doz., 0 85 1 60  
English, per doz., 2 00 4 00

### Draw Knives.

Coach and Wagon, dis. 50 and 10 per cent.  
Carpenters, dis. 70 per cent.

### Drills.

Hand and Breast.  
Miller's Falls, per doz. net list.

### DRILL BITS.

Morse, dis., 37 1/2 to 40 per cent.  
Standard, dis. 50 and 5 to 55 per cent.

### Faucets.

Common, cork-lined, dis. 35 per cent.

### ELBOWS. (Stovepipes.)

per doz.  
5 and 6-inch, common, 1 90  
7-inch, " 1 35  
Polished, 15c. per doz. extra

### ESCUTCHEONS.

Discount, 45 per cent.

### ESCUTCHEON PINS.

Iron, discount 40 per cent.

### FACTORY MILK CANS.

Discount off revised list, 40 per cent.

### FILES AND RASPS.

Great Western, 70 and 10 per cent.  
Arade, " 70 " 10  
Kearney & Foot, " 70 " 10  
Dieston's, " 70 " 10  
American, " 70 " 10  
J. Barton Smith, " 70 " 10  
McClellan, " 70 " 10  
Eagle, " 70 " 10  
Nicholson, 60 and 10 to 60, 10 and 5 p. c.  
Royal, " 80  
Black Diamond, 60 and 10 to 60, 10 and 5 p. c.  
Jowitt's, English list, 25 to 37 1/2 per cent.  
Nicholson File Co.'s "Simplicity" file handle, per gross, 85c. to \$1.50.

### GLASS—Window—Box Price.

| Size United Inches. | Per 50 ft. | Per 100 ft. | Per 50 ft. | Per 100 ft. |
|---------------------|------------|-------------|------------|-------------|
| Under 26.....       | 2 20       | 4 25        | .....      | 6 25        |
| 26 to 40.....       | 2 40       | 4 65        | .....      | 6 75        |
| 41 to 50.....       | .....      | 5 10        | .....      | 7 50        |
| 51 to 60.....       | .....      | 5 35        | .....      | 8 50        |
| 61 to 70.....       | .....      | 5 75        | .....      | 9 70        |
| 71 to 80.....       | .....      | 6 25        | .....      | 11 00       |
| 81 to 85.....       | .....      | 7 00        | .....      | 13 55       |
| 86 to 90.....       | .....      | 7 75        | .....      | 15 00       |
| 91 to 95.....       | .....      | .....       | .....      | 17 50       |
| 96 to 100.....      | .....      | .....       | .....      | 20 50       |
| 101 to 105.....     | .....      | .....       | .....      | 24 00       |
| 106 to 110.....     | .....      | .....       | .....      | 27 50       |

### GAUGES

Marking, Mortise, Etc.  
Stanley's dis. 50 to 55 per cent.

Wire Gauges.  
Winn's, Nos. 26 to 33, each, 1 65 2 40

### HALTERS.

Rope, 1/2 per gross, 9 00  
" 3/4 " 14 00  
Leather, 1 in., per doz., 3 87 1/2 4 00  
" 1 1/4 in., " 5 15 5 20  
Web, — per doz., 1 87 2 45

### HAMMERS.

Nail  
Maydole's, dis. 5 to 10 per cent. Can. dis. 25 to 27 1/2 per cent.

Tack.  
Magnetic, per doz., 1 10 1 20  
Sledge, " 0 07 1/2 0 08 1/2

Canadian, per lb., 0 07 1/2 0 08 1/2  
English and Can., per lb., 0 22 0 25

### HANDLES.

Axe, per doz., net, 1 50 2 00  
Store door, per doz., 1 00 1 50

### Fork.

C. & B., dis. 40 per cent. rev. list.  
Hoe.  
C. & B., dis. 40 per cent. rev. list.

Saw.  
American, per doz., 1 00 1 25  
Plane.  
American, per gross, 3 15 3 75

Hammer and Hatchet.  
Canadian, 40 per cent.

Cross-Cut Saws.  
0 13 1/2

### HANGERS.

Steel barn door, 5 doz. pairs, 6 00  
Stearns, 4 inch, 5 00  
5 inch, 6 50

Lane's covered.  
No. 11, 5-ft. run, 8 40  
No. 11 1/2, 10-ft. run, 10 80  
No. 12, 10-ft. run, 12 60  
No. 14, 15-ft. run, 21 00

Lane's O.N.T. track, per foot, 4 1/2  
Harvest Tools.  
Discount, 70 per cent.

### HATCHETS.

Canadian, dis. 40 to 42 1/2 per cent.

### HINGES.

Blind, Parker's, dis. 50 and 10 to 60 per cent.  
Heavy T and strap, 4-in., per lb., 0 08 1/2  
" 5-in., " 0 08 1/2  
" 6-in., " 0 08 1/2  
" 8-in., " 0 05 1/2  
" 10-in., " 0 05 1/2

Light T and strap, dis. 65 and 5 per cent.  
Screw hook and hinge—  
6 to 10 in., per 100 lbs., 4 25  
12 in. up, per 100 lbs., 3 25

Per gro. pairs.  
Spring, 12 00

### HOES.

Garden, Mortar, etc., dis. 50 and 10 p. c.  
Planter, per doz., 4 00 4 50

### HOLLOW WARE

Discount, 45 and 5 per cent.

### HOOKS.

Cast Iron.  
Bird Cage, per doz., 0 50 1 10  
Clothes Line, per doz., 0 27 0 63  
Harness, per doz., 0 72 0 68  
Hat and Coat, per gross, 1 00 3 00  
Obandelier, per doz., 0 50 1 00

### Wrought Iron.

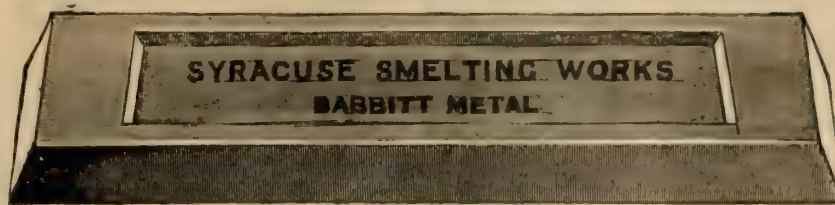
Wrought Hooks and Staples, Can. dis. 47 1/2 per cent.



## USE PHOSPHORINE BABBITT METAL

It is the new discovery. Ask for particulars.

It is the only Anti-Friction Metal known to be chemically pure.



For Paper and Pulp Mills, Saw and Wood Working Machinery, Cotton and Silk Mills, Dynamos, Marine Engines, and all kinds of Machinery Bearings.

Wire, Triangular and Bar Solder, Pig Tin, Lead, Ingot Copper, Ingot Brass, Antimony, Aluminum, Bismuth, Zinc Spelter, Phosphor Tin, Phosphor Bronze, Nickle, etc., always in stock.

CANADIAN WORKS, MONTREAL, P.Q.  
AMERICAN " SYRACUSE, N.Y.

## Syracuse Smelting Works

Wire.  
Hat and Coat, discount 45 per cent.  
Belt, per 1,000, 0 60  
Screw, bright, dis. 55 per cent.  
HORSE NAILS.  
"O" brand 50 and 7½ p.c. off new list } Oval-  
"M" brand 50, 10 and 5 per cent. } head  
Countersunk, 60 per cent.

HORSESHOES  
F.O.B. Montreal.  
No. 2 No. 1.  
and and  
larger and  
smaller.  
Iron Shoes.  
Light, medium, and heavy... 3 50 3 75  
Snow shoes... 3 75 4 00  
Steel Shoes.  
Light... 3 60 3 85  
Featherweight (all sizes)... 4 85 4 85  
F.O.B. Toronto, Hamilton, London and  
Guelph, 10c. per keg additional.  
Toe weight steel shoes... 6 70

JAPANESE WARE.  
Discount, 45 and 5 p.c. off list, June 1899  
ICE PICKS.  
Star per doz... 3 00 3 25  
KETTLES.  
Brass spun, 7½ p.c. dis. off new list.  
Copper, per lb... 0 30  
American, 60 and 10 to 65 and 5 p.c.

KEYS.  
Lock, Can., dis. 45 p.c.  
Cabinet, trunk, and padlock,  
Am. per gross... 60  
KNOBS.  
Door, japanned and N.P., per  
doz... 1 50 2 50  
Bronze, Berlin, per doz... 2 75 3 25  
Bronze Genuine, per doz... 6 00 9 00  
Shutter, porcelain, F. & L.  
screw, per gross... 1 30 4 00  
White door knobs—per doz... 1 25

HAY KNIVES.  
Discount, 50 and 10 per cent.  
LAMP WICKS.  
Discount, 60 per cent.  
LANTERNS.  
Cold Blast, per doz... 7 00  
No. 3 "Wright's"... 8 50  
Ordinary, with O burner... 4 00  
Dashboard, cold blast... 9 00  
No. 0... 5 75  
Japanning, 50c. per doz. extra.

LEMON SQUEEZERS.  
Porcelain lined, per doz... 2 30 5 60  
Galvanized... 1 87 3 35  
King, wood... 2 75 2 90  
King, glass... 4 00 4 50  
All glass... 1 20 1 30  
LINES.  
Fish, per gross... 1 05 2 50  
Chalk... 1 90 7 40  
LOCKS.  
Canadian, dis. 45 p.c.  
Russell & Erwin, per doz... 3 00 3 25  
Cabinet.  
Eagle, dis 30 p.c.  
English and Am. per doz... 50 6 00  
Scandinavian... 1 00 2 40  
Eagle, dis. 20 to 25 p.c.

MACHINE SCREWS. Iron and Brass.  
Flat head discount 25 p.c.  
Round Head discount 20 p.c.  
MALLET.  
Tinmith's per doz... 1 25 1 50  
Carpenter's, hickory, per doz... 1 25 3 75  
Zenu Vitae, per doz... 3 85 5 00  
Caulking each... 60 2 00  
MATTOCKS.  
Canadian, per doz... 5 50 6 50  
MEAT CUTTERS.  
American, dis. 25 to 30 p.c.  
German, 15 per cent.

MILK CAN TRIMMINGS.  
Discount, 25 per cent.  
NAILS.  
Quotations are:  
2 d and 3 d... \$3 55 \$3 85  
3 d... 3 20 3 52  
4 d and 5 d... 2 95 3 35  
6 d and 7 d... 2 85 3 20  
8 d and 9 d... 2 71 3 00  
10 d and 12 d... 2 65 2 95  
16 d and 20 d... 2 60 2 90  
30, 40, 50 and 60 d. (base)... 2 56 2 85

Wire nails in carlots are \$2.77½  
Galvanizing 2c. per lb. net extra.  
Steel Cut Nails 10c. extra.  
Miscellaneous wire nails, dis. 70 and 10 p.c.  
Coopers' nails, dis. 30 per cent.  
Flour barrel nails, dis. 25 per cent.  
NAIL PULLERS.  
German and American... 1 85 3 50  
NAIL SETS.  
Square, round, and octagon  
per gross... 3 38 4 00  
Diamond... 12 00 15 00  
POULTRY NETTING.  
2-in. Mesh, 19 w.g., dis. 51 p.c.  
2-in. Mesh, 18 w.g. and heavier, 50 and 10 p.c.

OAKUM. Per 100 lb.  
Navy... 6 00  
U. S. Navy... 7 25  
OIL.  
Water White (U.S.)... 0 16½  
Prime White (U.S.)... 0 15½  
Water White (Can.)... 0 15  
Prime White (Can.)... 0 14  
OILERS.  
McClary's Model galvan. oil  
can, with pump, 5 gal.,  
per doz... 10 00  
Zinc and tin, dis. 50, 50 and 10.  
Copper, per doz... 1 25 3 50  
Brass... 1 50 3 50  
Malleable, dis. 25 per cent.

GALVANIZED PAIRS.  
Dufferin pattern pairs, dis. 45 p.c.  
Flaring pattern, discount 45 per cent.  
Galvanized wash tubs discount 45 per cent.  
PIECED WARE.  
Discount 40 per cent. off list, June, 1899.  
10-qt. flaring sap buckets, dis. 40 p.c.  
6, 10 and 14-qt. flaring pails, dis. 40 p.c.  
Creamer cans, dis. 40 p.c.  
PICKS.  
Per doz... 6 00 9 00  
PICTURE NAILS.  
Porcelain head, per gross... 1 75 3 00  
Brass head... 0 40 1 00  
PICTURE WIRE.  
Tin and gilt, discount 75 p.c.  
PLANES.  
Wood, bench, Canadian dis. 40 per cent.  
American dis. 50.  
Wood, fancy Canadian or American 7½  
to 40 per cent.

PLANE IRONS.  
English, per doz... 2 00 5 00  
PLIERS AND NIPPERS.  
Button's Genuine per doz pairs, dis. 37½  
40 p.c.  
Button's Imitation, per doz... 5 00 9 00  
German, per doz... 0 60 2 60  
PLUMBERS BRASS GOODS.  
Compression work, discount, 60 per cent.  
Fuller's work, discount 65 per cent.  
Rough stops and stop and waste cocks, dis-  
count, 60 per cent.  
Jenkins disk globe and angle valves, dis-  
count, 55 per cent.  
Standard valves, discount, 60 per cent.  
Jenkins' radiator valves discount 55 per cent.  
standard, dis., 60 p.c.  
Quick opening valves discount, 60 p.c.  
No. 1 compression bath cock... 2 00  
No. 4... 2 00  
No. 7, Fuller's... 2 50  
No. 4½... 3 00  
POWDER.  
Velox Smokeless Shotgun Powder.  
100 lb. or less... 0 85  
1,000 lb. or more... 0 80  
Net 30 days.  
PRESSED SPIKES.  
Discount 22½ per cent.  
PULLKYS.  
Hothouse, per doz... 0 55 1 00  
Axle... 0 22 0 33  
Screw... 0 27 1 00  
Awning... 0 35 2 50  
PUMPS.  
Canadian lathe... 1 80 3 60  
Canadian pitcher spout... 1 40 2 10  
PUNCHES.  
Saddlers, per doz... 1 00 1 85  
Conductors... 9 00 15 00  
Tinner's solid, per set... 0 00 0 72  
"hollow, per set... 0 00 1 00

RANGE BOILERS.  
Galvanized, 3 gallons... 7 00  
" 35 " 8 25  
" 40 " 9 50  
Copper, 30 " 22 00  
" 35 " 26 00  
" 40 " 30 00  
Discount off Copper Boilers 10 per cent.

RAKES.  
Cast steel and malleable, 70 p.c.  
Wood, 10 per cent.

RAZORS.  
per doz.  
Elliot's... 4 00 18 00  
Geo. Butler & Co.'s... 4 00 18 00  
Boker's... 7 50 11 00  
" King Cutter... 12 50 50 00  
Wade & Butcher's... 3 60 10 00  
Theile & Quack's... 7 00 12 00

REAPING HOOKS.  
Discount, 70 per cent.

REGISTERS.  
Discount... 40 per cent.

RIVETS AND BURRS.  
Iron Rivets, black and tinned, discount 60  
and 10 per cent.  
Iron Burrs, discount 55 per cent.  
Extras on Iron Rivets in 1-lb. cartons, ½ c.  
per lb.  
Extras on Iron Rivets in ½-lb. cartons, 1c.  
per lb.  
Copper Rivets & Burrs, 35 and 5 p.c. dis.  
and cartons, 1c. per lb. extra, net  
Extras on Tinned or Coppered Rivets  
½-lb. cartons, 1c. per lb.

RIVET SETS.  
Canadian dis. 35 to 37½ per cent.

ROPE ETC.  
Sisal... 12  
"British Manila... 13½  
"Pure Manila... 15½  
Cotton, 3-16 inch and larger  
" 5-32 inch... 16  
" ¼ inch... 21  
Russia Deep Sea... 22½  
Jute... 15½  
Lath Yarn... 6  
1½

RULES.  
Boxwood, dis. 75 and 10 p.c.  
Ivory, dis. 37½ to 40 p.c.

SAD IRONS. per set.  
Mrs. Potts, No. 55, polished... 65  
" No. 50, nickel-plated... 75  
SAND AND EMERY PAPER.  
Dominion Flint Paper, 47½ p.c. cent.  
B & A. sand, 40 and 5 per cent. adv.  
Emery, 40 per cent.  
Garret (Burton's), 5 to 10 p.c. advance on list.

SAP SPOUTS.  
Bronzed iron with hooks, per doz... 9 50  
SAWS.  
Hand Disston's, dis. 12½ p.c.  
S. & D., 40 per cent.  
Crosscut, Disston's, per ft... 35 0 55  
S. & D., dis. 35 p.c. on Nos. 2 and 3.  
Hack, complete, each... 0 75 2 75  
" frame only... 0 75

SASH WEIGHTS.  
Sectional, per 100 lbs... 3 25 3 50  
Solid... 1 75 2 00  
SASH CORD.  
Per lb... 0 23 0 30  
SAW SETS.  
"Lincoln" and 1 W. tng. per doz... 4 75  
Hand Sets No. 1 Woodyatt (Morrell)... 4 25  
X-cut sets, No. 3 Woodyatt (M. rill)... 9 50

SCALES.  
Standard, 45 p.c.  
Champion, 65 p.c.  
Spring Balances, 10 p.c.  
Fairbanks Standard, 35 p.c.  
" Dominion, 55 p.c.  
" Richelieu, 55 p.c.  
Warren's new Standard 45 p.c.  
" Champion 45 p.c.

SCREW DRIVERS.  
Bargent's per doz... 0 65 1 00  
SCREWS.  
Wood, F. H., bright and steel, 87½ and 10 p.c.  
Wood R. H., dis. 82½ and 10 p.c.  
" F. H., brass dis. 80 and 10 p.c.

Wood, R. H., " dis. 75 and 10 p.c.  
" F. H., bronze, dis. 75 p.c.  
" R. H., " 70 p.c.  
Drive Screws, 87½ and 10 per cent.  
Bench, wood, per doz... 3 25 4 00  
" iron... 4 25 5 75  
Set, Case hardened, 60 per cent.  
Square Cap, 50 and 5 per cent.  
Hexagon Cap, 45 per cent.

SCYTHES.  
Per doz, net... 9 01  
SCYTHE SNATHS.  
Canadian, dis. 45 p.c.

SHEARS.  
Bailey Cutlery Co., full nickeled, dis. 60 p.c.  
Seymour's, dis. 50 and 10 p.c.

SHOVELS AND SPADES.  
Canadian, dis. 40 and 5 per cent.

SINKS.  
Steel and galvanized, discount 45 per cent.

SNAPS.  
Harness, German, dis. 25 p.c.  
Lock, Andrews... 4 50 11 50

SOLDERING IRONS.  
1, 1½ lb., per lb... 0 37  
2 lb. or over, per lb... 0 34

SQUARES.  
Iron, No. 493, per doz... 2 40 2 55  
" Mo. 494... 3 25 3 40  
Steel, dis. 60, 10 and 5 p.c.  
Try and berel, dis. 50 to 52½ p.c.

STAMPED WARE.  
Plain, dis. 75 and 12½ p.c. off revised list  
Retinned, dis. 75 p.c. off revised list.

STAPLES.  
Galvanized... 3 50 4 00  
Plain... 3 25 3 75  
Coopers', discount 45 per cent.  
Poultry netting staples, 40 per cent.

STOCKS AND DIES.  
American dis. 25 p.c.

STONE. Per lb.  
Washita... 0 28 0 60  
Hindostan... 0 06 0 07  
" slip... 0 09 0 09  
Labrador... 0 13  
" Axe... 0 15  
Turkey... 0 50  
Arkansas... 0 50  
Water-of-Ayr... 0 00 1 50  
Scythe, per gross... 3 50 5 00  
Grind 2 in. 40 to 200 lb. per ton... 25 00  
" under 40 lb... 28 00  
Grind. under 2 in. thick... 29 00

STOVE PIPES.  
5 and 6 inch Per 100 lengths... 7 00  
7 inch... 7 50

ENAMELINE STOVE POLISH.  
No. 4—3 dozen in case, net cash... \$4 80  
No. 6—3 dozen in case... 8 40

TACKS BRADS, ETC.  
Cheese-box tacks, blued... 80 & 12½  
Trunk tacks, black and tinned... 85  
Carpet tacks, blued... 80 & 15  
" tinned... 80 & 20  
" (in kegs)... 40  
Cut tacks, blued, in dozens only... 60  
" weights... 60  
Swedes cut tacks, blued and tinned—  
in bulk... 80 & 10  
In dozens... 75  
Swedes, upholsterers', bulk... 85, 12½ & 12½  
" brush, blued & tinned, bulk... 70  
" gimp, blued, tinned and  
japanned... 75 & 12½

Zinc tacks... 35  
Leather carpet tacks... 55  
Copper tacks... 50  
Copper nails... 50  
Trunk nails, black... 65 and 5  
Trunk nails, tinned... 65 and 10  
Clout nails, blued... 65 and 5  
Chair nails... 35  
Patent brads... 40  
Fine finishing... 40  
Lining tacks, in papers... 10



# STANDARD CHAIN CO.,

MANUFACTURERS  
OF

# CHAIN

PITTSBURGH,  
U. S. A.

OF ALL KINDS.

Proof Coil, B.B., B.B.B., Crane, Dredge Chain, Trace Chains, Cow Ties, etc.

ALEXANDER GIBB,  
Montreal.

For Provinces of Ontario and Quebec.

—Canadian Representatives— A. C. LESLIE & CO.,  
Montreal.

For other Provinces.

|                                          |           |
|------------------------------------------|-----------|
| Lining tacks, in bulk .....              | 15        |
| " " solid heads, in bulk.....            | 75        |
| Saddle nails in papers.....              | 10        |
| " " in bulk.....                         | 15        |
| Tufting buttons, 22 line, in dozens only | 60        |
| Tin capped trunk nails.....              | 25        |
| Zinc glazier's points.....               | 5         |
| Double pointed tacks, papers.....        | 90 and 10 |
| " " bulk.....                            | 40        |

#### TAPE LINES.

|                                |      |      |
|--------------------------------|------|------|
| English, ass skin, per doz.... | 2 75 | 5 00 |
| English, Patent Leather....    | 5 50 | 9 75 |
| Chesterman's each.....         | 0 90 | 2 35 |
| " steel, each.....             | 0 80 | 8 00 |

#### THERMOMETERS.

Tin case and dairy, dis. 75 to 75 and 10 p.c.

#### TRAPS. (Steel.)

|                                    |  |
|------------------------------------|--|
| Game, Newhouse, dis. 25 p.c.       |  |
| Game, H. & N., P. S. & W., 65 p.c. |  |
| Game, steel, 72½, 75 p.c.          |  |

#### TROWELS.

|                                 |      |      |
|---------------------------------|------|------|
| Disston's discount 10 per cent. |      |      |
| German, per doz.....            | 4 75 | 6 00 |
| S. & D., discount 35 per cent.  |      |      |

#### TWINES.

|                              |       |      |
|------------------------------|-------|------|
| Bag, Russian, per lb.....    | 0 27  |      |
| Wrapping, cotton, 3-ply..... | 0 18½ |      |
| 4-ply.....                   | 0 23½ |      |
| Mattress, per lb.....        | 0 33  | 0 45 |
| Staging, .....               | 0 27  | 0 35 |

#### VICES.

|                              |       |
|------------------------------|-------|
| Wright's .....               | 0 13½ |
| Brook's .....                | 0 12¾ |
| Pipe Vise, Hinge, No. 1..... | 3 50  |
| "          "      No 2 ..... | 5 50  |
| Saw Vise .....               | 4 50  |
|                              | 9 00  |

#### ENAMELLED WARE.

White, Princess, Turquoise, Blue and White, discount 50 per cent.  
Diamond, Famous, Premier, 50 and 10 p.c.  
Granite or Pearl, Imperial, Crescent, 50, 10 and 10 per cent.

#### WIRE.

Brass wire, 50 to 50 and 2½ per cent. off the list.  
Copper wire, 45 and 10 per cent. net cash 30 days, f.o.b. factory.  
Smooth Steel Wire, is quoted at the following net selling prices:

|                       |        |
|-----------------------|--------|
| No. 6 to 8 gauge..... | \$2 90 |
| " 9 .....             | 2 80   |
| " 10 .....            | 2 87   |
| " 11 .....            | 2 90   |
| " 12 .....            | 2 95   |
| " 13 .....            | 3 15   |
| " 14 .....            | 3 37   |
| " 15 .....            | 3 50   |
| " 16 .....            | 3 65   |

Other sizes of plain wire outside of Nos. 9, 10, 11, 12 and 13, and other varieties of plain wire remain at \$2.89 base with extras as before. The prices for Nos. 9,

to 13 include the charge of 1/c. for oiling. Extras net per 100 lb.: Coppered wire, 60c.—tinned wire, \$2—oiling, 10c.—special hay-baling wire, 30c.—spring wire, \$1—best steel wire, 75c.—bright soft drawn, 15c.—in 50 and 100-lb. bundles net, 10c.—in 25-lb. bundles net 15c.—packed in casks or cases, 15c.—bagging or papering, 10c.

Fine Steel Wire, dia. 17½ per cent. List of extras: In 100-lb. lots: No. 17, \$5—No. 18, \$5.50—No. 19, \$6—No. 20, \$6.65—No. 21, \$7—No. 22, \$7.30—No. 23, 7.65—No. 24, \$8—No. 25, \$9—No. 26, \$9.50—No. 27, \$10—No. 28, \$11—No. 29, \$12—No. 30, \$13—No. 31, \$14—No. 32, \$15—No. 33, \$16—No. 34, \$17. Extras net-tinned wire, Nos. 17-25, \$2—Nos. 26-31 \$4—Nos. 32-34, \$6. Coppered, 5c.—oiling, 10c.—in 25-lb. bundles, 15c.—in 5 and 10-lb. bundles, 25c.—in 1-lb. hanks, 50c.—in ¼-lb. hanks, 75c.—in ¼-lb. hanks, \$1—packed in casks or cases, 15c.—bagging or papering, 10c.

Galvanized Wire, per 100 lb.—Nos. 6, 7, 8, \$3.50 to \$3.85—No. 9, \$3.85 to \$3.15—No. 10, \$3.60 to \$3.95—No. 11, \$3.70 to \$4.10—No. 12, \$3 to \$3.30—No. 13, \$3.10 to \$3.40—No. 14, \$4.10 to \$4.50—No. 15, \$4.60 to \$5.05—No. 16, \$4.85 to \$5.35. Base sizes, Nos. 6 to 9 \$2.52½ f.o.b. Cleveland.  
Clothes Line Wire, regular 7 strand No. 17, \$4.65; No. 18, \$2.90; No. 19, \$2.60. Hol-

low 6 strand, No. 17, \$4.30; No. 18, \$2.70 No. 19, \$2.35; No. 20, \$2.30, f.o.b. Hamilton, Toronto, Montreal.

#### WIRE FENCING.

|                                                                                        |      |
|----------------------------------------------------------------------------------------|------|
| Galvanized barb .....                                                                  | 3 00 |
| Galvanized, plain twist.....                                                           | 3 01 |
| Galvanized barb, f.o.b. Cleveland, \$2.77½ in less than carlots, and \$2.65 in carlots |      |

#### WIRE CLOTH.

Painted Screen, per 100 sq. ft., net.. 1 25

#### WASTE COTTON.

|              |           |
|--------------|-----------|
| Colored..... | per lb. 6 |
| White .....  | 8         |

#### WRENCHES.

|                                   |      |      |
|-----------------------------------|------|------|
| Acme, 35 to 37½ per cent.         |      |      |
| Agricultural, 60 p.c.             |      |      |
| Coe's Genuine, dis. 20 to 25 p.c. |      |      |
| Towers' Engineer, each.....       | 2 00 | 7 00 |
| " S., per doz.....                | 5 80 | 6 00 |
| G. & K's Pipe, per doz.....       | 3 40 | 3 40 |
| Burrell's Pipe, each.....         | 3 00 | 3 00 |
| Pocket, per doz.....              | 0 25 | 2 90 |

#### WRINGERS.

|                     |                  |       |
|---------------------|------------------|-------|
| Leader.....         | per doz. \$30 00 | 33 00 |
| Royal Canadian..... |                  | 24 00 |
| Royal American..... |                  | 24 00 |
| Sampson.....        |                  | 24 00 |

Terms 4 months, or 3 p.c. 30 days.  
WROUGHT IRON WASHERS.  
Canadian make, discount, 40 per cent.

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Tailors' Shears,  
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8 Sizes and Styles

Rapid Grinding and  
Pulverizing Mills

10 Sizes and Styles  
for Hand and Power



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Bone, Shell and Corn  
Mill



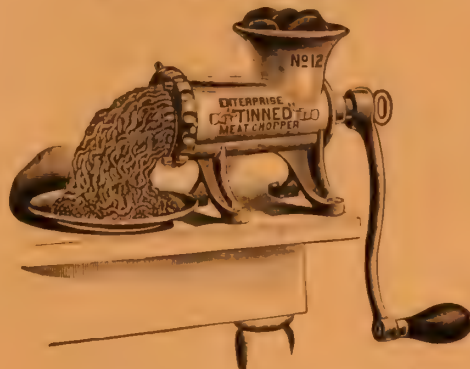
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IRON



No. 82. \$6.75 per doz.

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And all other readers of **HARDWARE AND METAL**, we extend our wishes for a **Very Merry Christmas and a Prosperous New Year**, and thank those who have favored us with their patronage during the past year; and assure our customers that all orders placed with us in the future, as in the past, will receive prompt and painstaking attention. What with our increased facilities for manufacturing, and our modern machinery, we are in a better position than ever to handle satisfactorily all orders entrusted to us.

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Doubtless you will be preparing for a new set of books for the New Year. It is usual and a good business custom—some new books, at any rate, are needed.

Instruct your stationer to give you books containing Burmese Linen Ledger paper—a paper with a splendid writing surface—durable, good erasing quality, and business looking.

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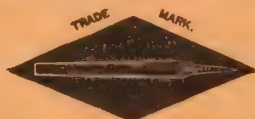
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We manufacture the most popular and best selling lines of Garden Hose in Canada. Our "Maltese Cross" brand we confidently recommend as the finest Garden Hose on the market.

We have other grades not quite so expensive, but good reliable brands, viz.: "Lion" (the popular medium-priced hose), "King" "Sun" and "Leader."

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## "F. B. & W."

Dry White Lead,  
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We have the above in stock and would be pleased to have your enquiries.

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ALL KINDS AND FOR ALL PURPOSES.

Manila Rope  
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"RED THREAD" Transmission Rope from the finest quality Manila hemp obtainable, laid in tallow.

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AND METAL  
MERCHANT

The Weekly Organ of the Hardware, Metal, Heating, Plumbing and Contracting Trades in Canada.

VOL. XIII.

MONTREAL AND TORONTO, DECEMBER 28, 1901

NO. 52.

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IMPROVED  
**TREE BRAND**  
TRADE MARK  
**CUTLERY** RAZORS SCISSORS

FOR SALE BY LEADING WHOLESALE HARDWARE HOUSES.

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"Queen's Head"—Best quality, best galvanizing.

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Each the leader in its grade.

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We wish our customers and friends a very Happy and Prosperous New Year from



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Hy. McLaren & Co.,  
Montreal.

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**WEATHER STRIP**  
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Other Tools are very  
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No. 15. "Yankee" Ratchet Screw Driver, with Finger Turn on Blade.



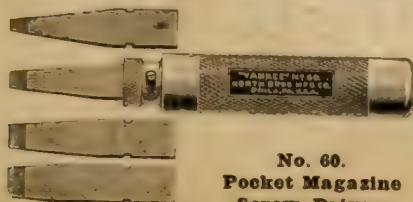
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Our "YANKEE" Tool Book  
tells all about them. Mailed  
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72 x 24 x 28

96 x 30 x 18  
96 x 30 x 20  
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96 x 30 x 24  
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27 Wellington St. West, TORONTO, ONT.



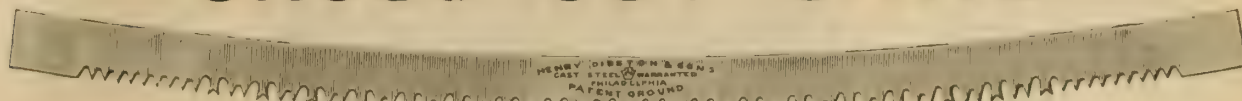
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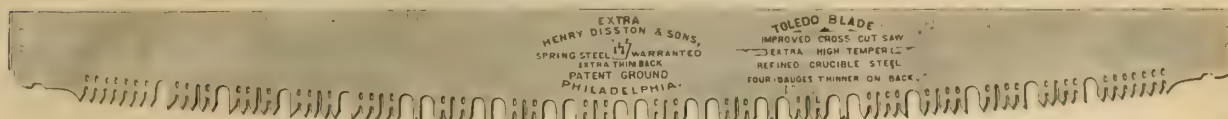
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"Triumph"—Henry Disston's Champion Tooth, Narrow Blade (as cut).

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Graham Wire and Cut Nails are the Best.

OUR PRICES  
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Manufacturers of the celebrated



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**PLATED WARE,  
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PLAIN TIN,  
LACQUERED,  
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"WHITING"

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ASK YOUR HARDWARE MERCHANT FOR IT  
TAKE NO OTHER. FAILING TO DO ITS  
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**ENGLISH STEEL  
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12 and 16 Gauges.  
Steel and Twist Barrels.  
Superior in Design, Workmanship  
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## STEVENS

WE WISH TO EXTEND TO THE TRADE THE COMPLIMENTS  
OF THE SEASON. IF YOU HAVE OUR ARMS IN STOCK YOU  
WILL START THE NEW YEAR RIGHT, OTHERWISE NOT.

Ask your jobber for them.

Send for our Catalogue.

**J. STEVENS ARMS & TOOL CO.**  
BOX 216  
**CHICOPEE FALLS, MASS.**

## A London Fence Machine is what every farmer needs.

THEY SAVE 50 per cent.

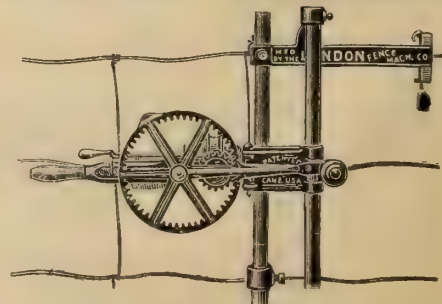
A little trouble to introduce them will create a permanent demand. One agency only in each town.

Kinkora, Perth Co., July 15th, 1901.  
Gentlemen, I have been successful in placing with farmers of this township about thirty London Fence Machines and a large amount of other fence supplies. My patrons are all well pleased, and speak of the London as the best machine to build a good cheap fence. I expect to sell a great many more next season, as they cannot be beaten.

I am, yours truly, D. HARAGAN.

Closest prices on Coiled Spring Wire to the trade.

**The London Fence Machine Co., Limited**  
London, Ont.





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LIVE BUSINESS MAN WITH THREE TO five thousand dollars cash, to take a part interest in going hardware business in a hustling town in Ontario address, Box 69, CANADIAN HARDWARE AND METAL Toronto. (52)

**THE LONDON SCALE WORKS**

GEORGE M. FOX

(Successor to John Fox)

Manufacturer of Railroad, Hay and Platform Scales.

91 York Street, LONDON, ONT.

**"THE EMLYN" SAW BENCH**

Made in 6 sizes. Best value obtainable. Specially designed for export. With or without "Emlyn" Patent Guard. Sole maker—

CHARLES D. PHILLIPS,

Cables—  
"Machinery," Newport.

Emlyn Engineering Works,  
NEWPORT, MON., ENGLAND.

**R. BAILEY & SON**

MANUFACTURERS OF

**STOVE LININGS** for Ranges and Ovens.

All kinds of Fire Brick and Fire Clay Work,  
Paving Tile, etc.

Wholesale Only.

Write for particulars.

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Manufacturers' Agent and Metal Broker,  
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Representing British and American Manufacturers. Correspondence invited from firms wishing to be represented in Canada.

**THE ADAMS STOVE PIPE REGISTER.**

Design Patented  
June 29, 1897.

Design Patented  
August 31, 1897.

Made by

The Adams  
Company

Dubuque,  
Iowa, U.S.A.



The . . .

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Limited

Office and Salesrooms:  
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MONTREAL

Heavy Goods Dept.:  
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Full Line  
of  
General  
Hardware  
At  
Lowest  
Prices  
—  
Cutlery  
and  
Fancy Goods



*Wish All Their  
Customers and Friends  
The Compliments  
Of The Season.*

AGENTS FOR



AND ARCADE FIRE WORKS.

Ordered Before  
Noon, Shipped  
Before Night.

Mail Orders  
Receive  
Special  
Attention

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Import  
Orders  
A Specialty

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Heavy Goods  
All Kinds of  
Metals

—  
Correspondence  
Solicited.

The Canada Hardware Co., Limited



# The Demand for our IMPERIAL OXFORD

## Kitchen Range increases daily.

We are kept busy all year round trying to fill orders on time.

Every one sold causes other sales, so enthusiastic are householders over its improved features.

**ITS EASE OF REGULATION  
ECONOMY IN USING FUEL  
ITS DIFFUSIVE FLUE CONSTRUCTION  
FRONT DRAW-OUT GRATE  
OVEN THERMOMETER  
DRAW-OUT OVEN RACK**

and other conveniences, give it a superiority quickly appreciated.

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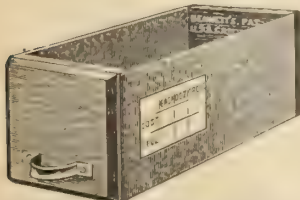
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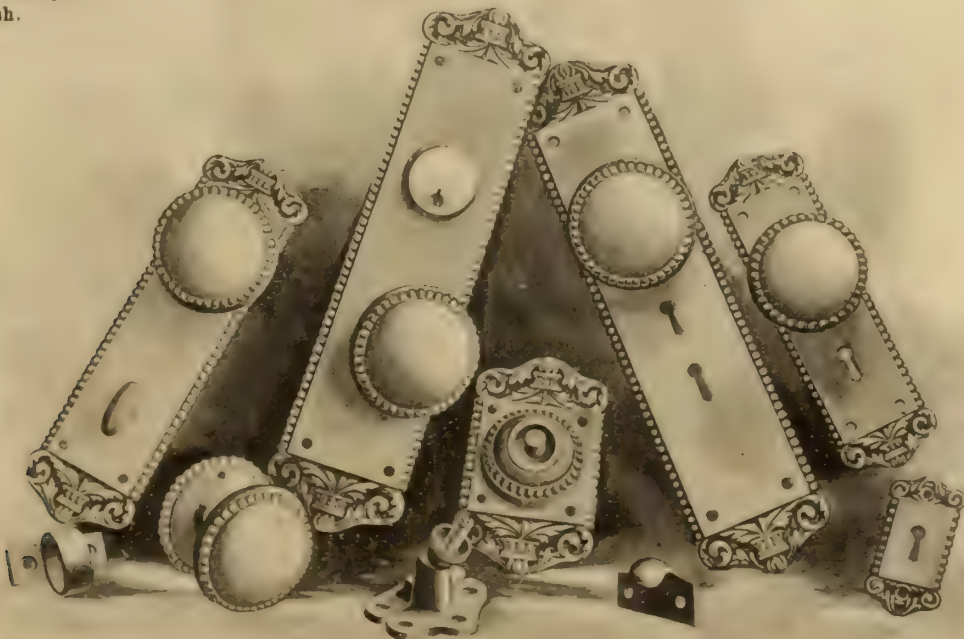
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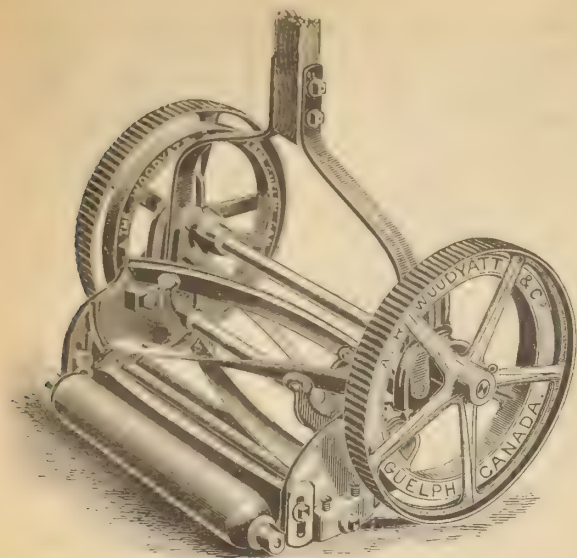
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the simplicity of parts, high quality of material used, and care and skill devoted to its construction, make it fully qualified to meet all the above requirements if its working parts are kept properly oiled.

This mower is now being sold by every Wholesale Hardware House in the Dominion Is manufactured and patented by

**A. R. WOODYATT & CO.,**  
**Guelph, Canada.**

*Toronto, Dec. 21, 1901.*

*We thank our customers for the very liberal patronage extended to us during this year, and wish one and all a Prosperous New Year.*

*Kemp Manufacturing Co.,  
Toronto,  
Ont., Canada.*





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NO. 52.

President,  
JOHN BAYNE MacLEAN,  
Montreal.

### THE MacLEAN PUBLISHING CO. Limited.

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, North-West Territories, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, P.E. Island and Newfoundland.

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### THE IRON TRADE SITUATION.

THE iron trade situation on this side of the Atlantic continues to be of an assuring character. The United States Steel Association and some other concerns have purchased good lots of pig iron within the last week or ten days. The buying of Bessemer iron has been unusually heavy, according to The Iron Trade Review 125,000 tons having been contracted for. The same paper says that the severe weather of the past week has seen a greater crippling of the railroads at a time when it was hoped the closing of navigation would bring some relief. Nearly a score of blast furnaces in the Valley and Pittsburg districts have been banked in the past few days; in the Chicago district six

are involved, and the number is likely to be increased to eight. Virginian furnaces are worse sufferers than before, and Pennsylvania districts, east of Pittsburg, are likewise affected. Finishing mills at Pittsburg have 125,000 tons of material that cannot be moved, and three plants of the Carnegie Steel Co. are closed down. The friction of the situation, together with the unparalleled December business going on to the books of many producers make a situation such as the iron trade has never known.

Owing to the railway and other difficulties, the production of pig iron in the United States is below the average consumption of 1901.

It is possible some Bessemer pig iron may be imported into the United States from Germany, negotiations with that end in view being reported, but it is not expected to amount to much, as freer deliveries are likely to be made by the home furnaces.

HARDWARE AND METAL pointed out a few weeks ago that it was not unlikely that steel bars and steel billets would be imported by the United States from Germany. The Iron Trade Review of this week says that negotiations with that end in view are still pending, and that it is probable several thousand tons will be purchased. A British trade paper says that inquiries have also been received at some of the steel centres there for billets on United States account, but it was feared the orders would go to Germany, where prices were ruling at auction figures.

In Canada there is not at present much being done in pig iron, but the market rules steady as to price.

### FALSE EXPORT ENTRIES.

THE instructions sent out by the Customs Department to the collectors at the different ports to prevent misrepresentation as to the country of destination of goods being exported have come none too soon.

We have on more than one occasion referred to this matter, and are, therefore, glad the Customs Department has at last taken steps to prevent the continuance of the practice.

We do not know the motive that actuates all in making these false export entries, but we know that some at least do so with the object of keeping their competitors in the dark as to the real destination of their goods. Some have without any hesitation acknowledged this to us.

Aside altogether from the falsifying of entries which such a practice necessarily entails, it is shortsighted from a business standpoint.

One of the drawbacks to Canadian trade in foreign countries is that the products of this country are not sufficiently advertised. It means, in other words, that we are not as enterprising in pushing business as we should be. Only the other day we came across an article in an English trade paper pointing out this in no unmeasured tones. Then we have not yet forgotten the criticism of Sir Christopher Furness along the same line.

We have been informed by a high official in the Customs Department that vigorous measures will be adopted if necessary for the carrying out of the instructions regarding the falsifying of export entries. We may therefore expect the officials of the Department to be as watchful regarding these as they already are in regard to false import entries.



## TWO BEREAVEMENTS IN A MONTH.

THE warehouse of Frothingham & Workman, Montreal, has been twice visited by death this month, and two faces that have long been closely identified with the establishment are there no more. On Thursday, December 12, Mr. George B. Hoy, who had charge of the heavy goods and shipping departments passed suddenly away, while last Sunday night acute pneumonia carried off one of the partners of the firm, Mr. Real Angers.

Mr. Angers was most popular in and out of the establishment of Frothingham & Workman. Born of a highly cultured French-Canadian family and brother of a former Lieutenant-Governor of the Province of Quebec, he was a power in the hardware trade, not only among the people of his own race but among Canadians generally. He entered the employ of Frothingham & Workman as junior clerk in 1873, and by 1890 had worked himself up to a partnership in the firm. Since that time he has been regarded as one of the leading and most influential hardware merchants in Montreal. His customary place in the warehouse has been in the sample-room, and many a member of the trade will remember not only his cordiality and affability, but also his infinite knowledge of his business and his ability to meet all wants. By his death the Canadian wholesale hardware trade loses one of its brightest and most enthusiastic members, for he was only 46 years of age.

The funeral of Mr. Angers took place on Thursday at St. Louis de France church.

The sanctuary was draped in black, and the body of the church was also festooned with mourning colors. Rev. Father Turgeon, rector of the Jesuits, celebrated the mass, and was attended by deacon and sub-deacon. A good choir rendered the requiem mass, and appropriate hymns were sung.

The chief mourners were the two sons of deceased, Auguste and Real Angers; his brothers, Hon. A. R. Angers, Mr. C. Panet Angers, district magistrate, Quebec; his half-brother, Mr. Charles Lamere, Quebec; his brothers-in-law, L. P. Trudel and N. B. Desmarteau; his cousins, Mr.

Justice Larue, I. N. Belleau, K. C. (Quebec), Bouthilier Trudel, Moise Raymond (Quebec), C. P. Raymond, A. J. Angers, Henri Trudel, A. J. Franchere (deputy sheriff), Dr. Louis Franchere, Mr. F. G. Bouthilier, ex-M.L.A., Alphonse Raymond (St. Hyacinthe), C. F. Beauchemin (Farnham).

Messrs. Ed. Archibald and G. W. Eadie, partners of the firm of Frothingham & Workman, Mr. Ed. Murphy and all the employes of the firm in the city were also present. Among other well-known people in the funeral procession were Sir Alex. Lacoste, Chief Justice; Hon. J. I. Tarte, Mr. Justice Loranger, Mr. Justice C. Pelletier (Quebec), Mr. F. D. Monk, Hon. A. A. Thibaudeau, Hon. T. C. Casgrain, Hon. J. P. B. Casgrain, Dumont Laviolette, Mr. Justice Dorion, Hon. L. O. Taillon, Hon. A. Desjardins, Hon. H. Archambault, Hon. James McShane, Hon. L. J. Forget, Rodolphe Forget, Mr. L. E. Geoffrion, president of the Chamber of Commerce and a delegation of the members, Dr. Rodier, Geo. O'Holloran, J. T. Cardinal, A'd. Lavalee, Mr. L. W. Sicotte, Major Desnoyers, Lieut.-Col. Audet (Ottawa), L. H. Burroughs (Quebec), J. B. H. Lamere, D. Papineau, H. Lusignan, Pierre Dansereau, John Hollahan, H. G. Eadie, Ed. Barry, Jos. Bessette, Notary Hetu, H. J. Kavanagh, K.C., J. A. Dore and many others.

Many floral tributes and spiritual offerings were received by the bereaved family from friends in all parts of the country. The Chambre de Commerce of Montreal, of which the late Mr. Angers was a member, had a special meeting of the council on Tuesday, and adopted resolutions of regret and sympathy with the family of the deceased, and also that the chamber should be represented at the funeral. On Thursday the flag was flying at half-mast over the offices of the chamber, out of respect for the memory of the deceased member.

Mr. George B. Hoy was of a retiring disposition, but he had many friends who had had occasion to appreciate his dependable character. He had been in the employ of Frothingham & Workman for a period of 35 years, was one of the most thoroughly

posted heavy goods men in the business, and certainly considered one of the stalwarts of the firm. There will be many of our readers who will regret to hear of his sudden demise which resulted from a bursting of a blood vessel in the brain, calling him away on 36 hours' notice.

To the sorrowing relatives and to Frothingham & Workman as a firm, **HARDWARE AND METAL** joins with the trade in extending sympathy in their untimely bereavement.

## THINK FIRST AND THEN RESOLVE.

We are all near enough to the season of new resolutions to make the present opportune to glance back over the experience of the past year in order that the causes of our failures may be located.

The better we know ourselves, the better are we able to resolve on ways and means for future guidance in our several vocations.

## NORTHWEST TRAVELLERS.

THE annual meeting of the Northwest Commercial Travellers' Association at Winnipeg resulted in the following being elected as officers for the ensuing year:

President—F. M. Morgan.  
Vice-President—R. M. McGowan.  
Directors—G. F. Bryan, F. H. Agnew, J. J. Tomlinson, F. C. Fahey, J. M. Lamb, F. W. Drewery, H. W. Hutchinson, F. H. Nesbitt and E. H. Taaffe.  
British Columbia—Vice-president for Vancouver, J. Beveridge; directors, E. Taylor and P. Walkin. Vice-president for Victoria, H. H. Welsh; director, C. W. Adams. Director for New Westminster, J. A. Cunningham. Director for Kootenay, F. B. Gibb.

The president's report showed that the past year was one of the most successful in the history of the association, showing an increase of 136 members over last year, which brings the total membership up to 811. It also stated that the gross amount of monetary benefits being now carried by the association is \$167,540.

The treasurer's report showed the gross income for 1901 to be \$9,396.43, as compared with \$7,500.52 last year. This makes this year to show the largest increase of any in the history of the association. The above increase has enabled them to add to their assets \$5,641.54, which brings the total of available assets up to the end of this year (1901) to \$36,357.40. The treasurer in his report also showed that the old mortgage has been reduced to \$2,557.15, with no overdue interest. The books are left in good order, having been carefully audited and found correct.

A vote of thanks was given to F. Bryan & Co., for the excellent cigars provided, and also to the auditors and scrutineers. These were responded to by those present.



## CANADA PAINT CO.'S ANNUAL DINNER.

As usual, The Canada Paint Company's dinner which was held at the Windsor Hotel, Montreal, on the evening of Friday, December 20, 1901, was an ideal family gathering. Characterized by mirth and jollity as well as by a confidence and irrepressible pride in the firm and its products. One of the secrets of Mr. Munro's success is his ability to instil into the minds of his employees the idea that The Canada Paint Co.'s success is their success, and one of the most favorable opportunities, doubtless, that he finds to teach this lesson is at the annual dinner. Certainly his heart-to-heart talks on these occasions cannot be but stimulating, and the plea adopted by this company is one worthy of imitation by many another of our Canadian manufacturers.

But the affair is not all serious, for, be it known, Mr. W. H. Evans always has charge of ceremonies and anything that Mr. Evans touches always has a tinge of humor to it—a marked tinge. This year he was assisted in his preparations by Mr. Cox, and together they pulled off a highly successful affair.

About eight o'clock the gathering sat down in the club room of the Windsor to the number of about 40.

The following gentlemen were present: H. W. Aird, A. J. Ayres, W. H. Allison, R. Bremner, Ed. Barry, J. Bradley, H. Clucas, G. Crawford, C. Cobb, J. C. Cox, E. H. Cooper, R. Campbell, E. Coleman, L. N. Dansereau, J. T. Davis, G. M. Day, W. H. Evans, E. Elliott, T. Emo, W. D. Hamilton, John Hyde, J. Kyle, J. W. Lee, Chas. Little, E. S. LeBlanc, R. Munro, A. Munro, D. Miller, J. Monkhouse, N. Macdonald, H. McIntyre, W. H. Newton, G. R. Nimmo, Chas. O'Connor, A. Russell, C. B. Roger, H. Stubbs, W. H. Storey, J. Thomson.

A sumptuous menu was provided by the hotel, and it is interesting on account of its remarkable intelligibility to an Englishman.

## MENU.

Oysters on the Half Shell.  
Canape Venetien. Celery au Branches.  
Soup.  
Consomme Pot au Feu, a la Diana.  
Fish.  
Salmon Steak a la Bignan. Pommes Surprise.  
Joists.  
Boast Baron of Beef, jus John Bull.  
Breast of Turkey, Cranberry Sauce (Cape Cod).  
Cauliflower en Cocotte.  
Punch Rosette, Marionette Flavor.  
Game.  
Boned Quail au Nid. Salade Panachie  
Pastry.  
Pudding Raphael, Sublime Sauce.  
Gateaux Assortis. Glace Napolitaine.  
Fruits. Cheese.  
Cafe Noir.

## THE TOASTS

Mr. Robert Munro was in the chair and the first words of the evening came from his lips, as follows:

"Gentlemen, I don't know what your idea of the Imperial order is, but I believe we should be Britishers first and Canadians after. But whatever your idea

may be I know you will drink with me to the toast to the health of 'King Edward VII.'; Long may he reign." And the gathering sang "God Save the King."

Mr. H. W. Aird then took charge of the proceedings as toast master, and proposed the toast of "The Canada Paint Company." "In speaking to this toast, I think the first thing to be said is that we must all feel grateful that we are able to meet again after twelve months of business cares with about the same personnel that we had a year ago. There are only two faces missing, and they can be easily accounted for. This means two things; first, that the trade we drive is a healthy one, and, secondly, we know a good thing when we see it and stick to it. We have had a very busy year and have turned out more stuff than in any previous year of our history. A large share of this success was due to the



MR. R. MUNRO,  
The Canada Paint Co.'s Managing-Director.

active exertions of the travellers and they are to be congratulated. They have all increased their business and for that reason no man can be said to be better than his neighbor. The office staff, the home birds, have also had to bear a part of the burden, and we are glad to have got through with health and success. Troubles are few and far between and everything seems to have run more smoothly than ever. The convention has enabled you to get a good deal of information as to the past and perhaps a pointer as to the future. But upon the future I do not wish to touch. My wish is merely to congratulate you." He also spoke of the organization of two new clubs: the hockey club and the cricket club, both of which have had fair success and have engendered an esprit de corps. "The Canada Paint Co. has been signally honored in another way. We all know that our managing director has earned our respect not only on account of his social qualities but also on account of his business qualifications. We are glad to see these have been recognized outside and that he has been elected to the presidency of, perhaps, the most

important industrial association in Canada, The Canadian Manufacturers' Association. (Loud applause). We congratulate him and at the same time express our conviction that he will honor the position as much as it will honor him. Let us drink then to 'The Canada Paint Company.'"

Mr. Munro was sung a "jolly good fellow" in lusty style. In reply, he said: "Gentlemen. It has been a very considerate arrangement to place the toasting out of my hands, as I have been hearing so much of my own voice during the past two days that I am much fatigued. I thank you very much for your kind reception. I assure you it was a very great surprise to me to be chosen to the great honor, and I need not tell you I esteem it so. I was reluctant to accept it on account of its multitude of duties, and the meeting yesterday was a difficult one to handle. But I can say I never in my life met a fairer set of men. I believe the organization will grow as it is undoubtedly beneficial to manufacturers and to the community at large. I hope that during my short term of office it will not suffer.

"In speaking of the progress of The Canada Paint Co. I may say the progress is not due entirely to the presiding officer but very largely to the support he receives from the staff. I wish to acknowledge that I have always been nobly supported. That is no more than is due you nor no more than is due me. The success of any institution is measured by the success with which each one on the staff bears his burden, including the manager. The doings of every department, the work of every operative has to do with the success of the company. I want those connected with the company to feel that we have been well supported both indoors and out."

Mr. Munro went on to speak of the increasing pay roll of the company, north and south of the canal, and at the mines, and told of the importance of the firm to the community. He also impressed upon his audience the future necessity of each one knowing his business better than his predecessor—a demand of the times. "We must look to the future with brave hearts, but I have great faith in the business of 1902."

Mr. Aird proposed the toast of "Our Guests." "This toast requires no remarks from me as it has always been heartily received by The Canada Paint Co," he said. He coupled with it the names of Mr. W. H. Storey, of The Brockville Carriage Co.; Mr. Davis, of E. N. Heney & Co., and E. H. Cooper, lately appointed Montreal Secretary of The Manufacturers' Association, and representative of "Hardware and Metal."

Mr. Storey—"The only regrettable feature of this toast, so far as it concerns Mr. Davis, Mr. Cooper, and myself, is that we didn't have a drink on it." After expressing pleasure at being at the dinner, Mr. Storey went on to tell some of his stories in his inimitable way. "I'm sure it is fitting we should be cheerful at this festive board because of our great prosperity. Pardon me speaking of our own business, but it is really wonderful how it has grown. In 1885 we were making 500 carriages a year, now 9,500 a year. And moreover we are using scarcely anything but The Canada Paint Co.'s paints." Before taking his seat he proposed the health of Mr. Foleh, who had left the company on account of ill health.

Mr. Davis, of E. N. Heney & Co., also testified to the good quality of the Can-



ada paints, and he was followed by Mr. Cooper.

Mr. Evans read letters of regret from friends at a distance who were unable to be present and for amusement purpose we fear he said many things that his correspondents did not say.

Toasts were also drunk to the "Newly Initiated Brethren," to which Messrs. Russell and LeBlanc replied, to "The Press" and "The Ladies."

During the evening the following programme was rendered—all professional artists:

Comic song....."The Ghost of the Peanut Stand."  
H. W. Aird.

Comic song....."The Emigrant's Farewell."  
G. M. Day.

Piano solo....."Sylvan Reverie."  
A. Russell.

New song....."Polly Perkins."  
H. Clucas.

Song....."Mandy Lee."  
N. MacDonald.

Song....."Coal Black Sally."  
J. Kyle.

Song....."The K.C. of Limekiln Lane."  
C. Little.

Banjo Solo....."Cake Walk."  
R. Campbell.

Recitation....."A Plain Unvarnished Tale."  
A. J. Ayres.

Song....."Come into the Garden, Maud."  
E. Barry.

Funny story....."Herrings and Beefsteak."  
G. Crawford.

Song....."The Palms."  
L. N. Dansereau.

Song....."The Railway Guard."  
W. H. Evans.

Narrative....."Bantry Bay, or Phil Ma Cool."  
J. W. Lee.

Reading....."Molly-Syllables, or the Student's  
A. Munro. Revenge."

Pathetic yarn....."The Coon with de Iron Mask."  
W. H. Storey.

Song....."Ho! Ho!! Ho!!! It Ticked Me So."  
Charles Cobb.

### BETTER FACILITIES FOR ST. JOHN.

At St. John, N.B., the C.P.R. is making extensive enlargements and improvements whereby the shipping facilities are greatly improved. The stock yards are being extended so that the company will be able to take care of from 1,500 to 1,800 more cattle. A new freight shed, 40 x 420 feet has been contracted for with D. W. Clark & Son, and the number of conveyances from the elevators has been increased, thus enabling grain to be delivered to vessels in any of the five berths available for use. Tracks have also been laid to the different warehouses, increasing the accommodation of the yards so that they will be able to contain 1,500 more cars than last winter. Finally, there is a flour shed being built, which will enable large consignments of that article to be stored till ready for shipment by steamer.

### TO LIQUIDATE A SCREW COMPANY.

E. R. C. Clarkson has been appointed liquidator of The Diamond Machine and Screw Co., Limited, 85 King street west, Toronto, which is being wound up on an order granted by Chief Justice Meredith, at Osgoode Hall, recently. The company was organized in 1889 with a capital stock of \$75,000, of which \$23,000 has been paid up. The officers of the company are: President, Mr. Stapleton Caldecott; Vice-President, Mr. A. A. Allan; Manager, Mr. R. F. Massie; Secretary-Treasurer, Mr. R. C. Winton.

## PRESENT DEMAND FOR IRON AND THE OUTLOOK.

ARCHER BROWN, of New York, has given an interesting interview to The New York Commercial Bulletin on the sources of the present heavy demand for iron and steel products and the prospects of its continuance. He says:

"To get a proper view of the current iron trade it is necessary to go to the bottom facts of the business situation. A very natural view is that so heavy and widespread a demand, which taxes every furnace and rolling mill in the country to its

#### UTMOST CAPACITY.

must be due to special causes, which will disappear sooner or later and leave producers without a market. It is only two years since this very thing happened. The recollection of a drop of \$6 to \$10 a ton in pig iron and steel billets and \$20 per ton in some finished forms of steel is still fresh in the minds of the trade. We are often asked the question by those outside of the business why the same thing may not happen again and perhaps before we know it.

"The answer lies in the conditions which are at the bottom. The boom of 1899 was partly real and partly speculative. Legitimate demand increased rapidly and overtook the capacity of furnaces. Then followed

#### A SCRAMBLE FOR MATERIALS

which sent prices up with a rush. In this upward movement speculation cut a large figure. Dealers and even private speculators bought iron and held it for a rise. But a still greater factor was the overbuying of manufacturers, who feared less they might be squeezed in the famine, or who expected to make a profit in the rise of raw materials. When the drop came it was found that the trade generally had overbought 10 to 40 per cent. Efforts to cancel these more or less fictitious orders carried the decline much farther than it should have gone. It led to a year or more of very low prices when the real situation warranted higher prices.

#### WHOLLY FREE FROM SPECULATION.

"The present activity is wholly free from the element of speculation. Instead of consumers overbuying they have been for months underbuying, in the belief that the productive capacity was becoming so great that prices would soon react. So stocks were allowed to roll up at furnaces when they should have been in consumers' yards. Now the clamor for material actually needed in manufacturing is something unprecedented. Of course, it is aggravated by the congestion in railroad traffic. If there has been any speculation on the part of dealers or other interests such as we witnessed two years ago, it has escaped the attention of those in the trade. The real fact is that the trade sentiment has been far from bullish, and even the best informed have not been able to grasp the meaning of the steady growth in the country's demands for iron and steel.

#### OUTLOOK FOR 1902.

"We can now see pretty clearly what the country is going to call for next year. The lowest estimate of the requirements for rails is 2,700,000 tons; for

cars, 2,000,000 tons. For locomotives an intelligent estimate places the needs at 1,500,000 tons, and for railroad bridges the same. We therefore face a total need of the railroads of, say, 7,500,000 tons for track and equipment. This is half as much as the whole country produced last year. As a matter of fact, orders are already placed for the great bulk of this business.

"Then we come to such large consuming lines as electric railroads, cast-iron pipe, structural steel, plates for ship-building and the miscellaneous needs of over 4,000 foundries and machine shops through the United States. The aggregate of these, under normal conditions, is nearly double that of the railroads. We are now producing approximately

#### 17,000,000 TONS PER ANNUM

which describes the maximum capacity of the country in pig iron, the basis of the whole steel and iron industry. That there will be further development of plant if the present demand continues goes without saying, but it takes a year and a half to build a blast furnace and two to three years to build a large steel works."

In regard to how much of current increased demand can be considered as likely to prove permanent, Mr. Brown, said:

"The answer lies in the future growth of the country. If cities continue to build or enlarge water and gas works, electric lines, high buildings, etc., and if railroads continue the process of reconstruction on modern lines nothing can prevent a steady increase in legitimate demand for iron and steel. A factor that is not generally appreciated is the doubling of the scale of construction in nearly everything that is built. A railroad car, a locomotive, a bridge, an electric car or electric railway track is now something more than three times as large as it was 15 years ago and calls for proportionately more material. This process of reconstruction will go on for many years because the greater part of the industrial and railroad plant of the country is still too light for modern needs and must of necessity be replaced. When financial and business conditions are as good as at present there seems to be no limit to the amount of construction work in sight. When bad financial or business conditions arise projects, of course, are held in abeyance and demand for iron slackens.

#### MEN OF A SKEPTICAL TURN

have been looking for some weak spot in the present situation to suggest a back-set in business, but they do not seem to

# WIRE NAILS TACKS WIRE

Prompt Shipment.

**The ONTARIO TACK CO.**  
Limited  
HAMILTON, ONT.



find it. That it will come in time no one doubts, but it can safely be said that it is not in sight.

As to entirely new uses of iron they are many. A few that are readily recalled are displacement of wood in ship building and car building, in agricultural implements, telegraph and telephone poles and the like. The multitude of small uses, which cannot be named, reach in the aggregate a large tonnage. There are 4,000 jobbing foundries in the country, nearly every one of which has some specialty which it is pushing.

#### INFLUENCE OF THE TRUST.

"The steady influence of The United States Steel Corporation has now become an important factor in the business. It has been tried long enough to prove its efficiency. It can safely be said that but for the conservative policy of that big organization we should now have a runaway market. Their grasp of the situation is well nigh complete, controlling as they do the old range Lake Superior ores, the largest coke plants and the most extensive and modern finishing plants in the various lines of steel production. It is too early yet to predict the operation of this great power in slow and declining markets, but there is every reason to believe we have seen the end of extreme fluctuations in iron values for many years to come."

#### WORLD'S PIG-IRON PRODUCTION.

Referring to the production of pig iron in the United States and other countries, Mr. Brown says: "There has been a marked change in the iron situation in the last twelve months. The world's production of pig iron in 1900 was a little short of 40,000,000 tons, of which the United States supplied about 14,000,000 tons, or considerably over one-third. But the current year has witnessed great changes on both sides of the Atlantic. There has been a great increase in the output in the United States and at the same time a sharp curtailment in the European countries. The year 1901 closes with this country producing in excess of 17,000,000 tons a year. Germany and Great Britain have each dropped over 1,000,000 tons."

"When the figures for the year are made up it will likely be found that the world's production outside of America will not exceed 22,000,000 tons, and we shall start the new year making at the rate of about 17,500,000 tons. Those who take a broad view of this nation in commerce and industry are not afraid to predict that history will repeat itself in the next decade, and that in 1910 the United States will double its output of iron in 1900 (13,789,000 tons)."

#### NOVA SCOTIA MARKETS.

Halifax, December 23, 1901.

**T**HIS is the season of the year when the hardware trade must give way in a large measure to the other trades. Some people may be able to digest horse nails, and other such non-nutritious articles, but the general buyer is just now thinking of his Christmas dinner, the presents in jewellery and nick-nacks he will present to his family or his friends, while the ladies revel in the general display of fancy goods in the shops.

The retail line cannot be considered wholly dull, for among the general purchases of Christmas goods, the hardware-

**WHITE LEAD**

**S.W.P. 464**

**ZINC**

## IT STANDS

for good paint, and is not sold in the interest of any one ingredient.

We have no more interest in lead than in zinc, and no more in zinc than in lead. If straight lead and oil could produce the best paint we would make S.-W.-P. that way; or we'd make it of straight zinc and oil if that were the best.

But we long ago found out, after long, practical investigation, that pure lead, pure zinc and pure linseed oil, combined in certain definite proportions, thoroughly ground and mixed by machinery, make better wearing paint, better covering paint, better looking paint and better working paint than any other.

We don't talk

### THE SHERWIN-WILLIAMS PAINT

in the interest of any one ingredient, but in the interest of good paint solely.

**THE SHERWIN-WILLIAMS Co.**  
PAINT AND VARNISH MAKERS.

CHICAGO, NEW YORK, NEWARK, MONTREAL, CLEVELAND, BOSTON, TORONTO, SAN FRANCISCO, KANSAS CITY.

man always has something useful for the household—sleds for the young folks, skates, knives, fancy fire-sets, grate screens, carving sets, etc., are in demand. The wholesale trade, however, has its slack season until stock-taking is over and spring orders commence to come in.

A week ago there was considerable comment with reference to The Dominion Iron and Steel Company and The Dominion Coal Company, from the fact that Mr. James Ross had become the manager of the former. It has always been well known that the two companies were largely capitalized by the same parties, and thus the rumor was started. It has, however, been contradicted, and the statement is made that Mr. Ross' interest in the management of both companies is not significant of any change at present.

The assignment of E. B. Forbes, machinist, has also been a source of comment. The business of a machinist is a good one when properly managed, and it is seldom that the outfit of a machinery establishment is sold under the hammer.

A despatch from North Sydney states that at a meeting of the ratepayers of that town, held to-night, the action of the town council which offered The Nova Scotia Steel and Coal Co. \$50,000, free water and tax exemption for 20 years, if they located at North Sydney, was unanimously endorsed.

R. H. C.

#### INDUSTRIAL GOSSIP.

Those having any items of news suitable for this column will confer a favor by forwarding them to this office addressed to the Editor.

**A**S the offer of The American Locomotive Company, a United States concern, of \$500,000 for The Kingston Locomotive Works, has been refused, the company will probably locate in Montreal. Four plants have already been purchased by the company, and a fifth is desired. It is known that the Kingston company wanted over \$1,000,000 for their plant.

It is stated that Harland & Wolff, shipbuilders, Belfast, Ireland, have been asked to give tenders for the construction of three new steamers for the new Canadian mail service. The vessels are to be 825 feet long. The representatives of the promoters of the new company are going to make a tour of English and Scotch shipyards. No order has yet been placed.

Owing to the heavy coal contracts made lately by The Dominion Coal Co., Limited, the company has decided to reopen the International mine, at Bridgeport, C.B., which was closed three or four weeks ago. A full force of men will be put at work. The company has just closed a contract with the Maine Central Railway for 15,000 tons, to be shipped at once. The coal recently shipped to Norway is said to have given excellent results.



**NEW PRICES ON BUILDING PAPER.**

**T**HE following new list of prices has been issued on building paper, tar, roofing pitch, etc.:

Tarred Felt, per 100 lb.—\$1.70, f.o.b. Quebec, Montreal, Ottawa, Campbellford, Toronto, Hamilton and London; \$1.80, f.o.b. Halifax, N.S., and St. John, N.B.

2 and 3-Ply Ready Roofing.—2-ply, per roll, not under 45 lb., 85c., f.o.b. Quebec, Montreal, Ottawa, Campbellford, Toronto, Hamilton and London; 2-ply, per roll, not under 45 lb., 90c., f.o.b. Halifax and St. John, N.B.; 3-ply, per roll, not under 65 lb., \$1.10 f.o.b. Quebec, Montreal, Ottawa, Campbellford, Toronto, Hamilton and London; 3-ply, per roll, not under 65 lb., \$1.15 f.o.b. Halifax and St. John, N.B.; wire edge, 10c. per roll extra; special wire edge, 2 and 3-ply ready roofing; 2-ply, 55 lb. to roll; 3-ply, 80 lb. to roll; 30c. per roll extra, f.o.b. Halifax and St. John, N.B.

Squares of Ready Roofing, Complete, Provinces of Ontario and Quebec.—Consisting of 1 roll, 3-ply, 2-gal. roof coating, 1 lb. tin caps and 1 lb. wire nails, \$1.70 per square; consisting of 1 roll 2-ply, 2-gal. roof coating, 1 lb. tin caps and 1 lb. wire nails, \$1.45 per square; f.o.b. Quebec, Montreal, Ottawa, Campbellford, Toronto, Hamilton and London; wire edge, 10c. per square extra.

Roof Coating.—In barrels, 17c. per gal., with no charge for packages. In small packages, 25c. per gal. No charge for packages; 2-gal. packages to be the minimum; f.o.b. Quebec, Montreal, Ottawa, Campbellford, Toronto, Hamilton, London, Halifax, N.S. and St. John, N.B.

Shingle Varnish.—Standard barrel, 40 gal. imperial measure. Nothing less than this to be used, \$4.50 per bbl., f.o.b. Quebec, Montreal, Ottawa, Campbellford and Toronto.

Tar.—Standard barrel, 40-gal. imperial measure. Nothing less than this to be used. Refined tar, \$4.50 per bbl., f.o.b. Quebec, Montreal, Ottawa, Campbellford and Toronto; Coal tar, \$4 per bbl., f.o.b. Quebec, Montreal, Ottawa, Campbellford and Toronto; Coal tar, in less quantities, 15c. per gal., f.o.b. Quebec, Montreal, Ottawa, Campbellford and Toronto.

Roofing Pitch.—80c. per 100 lb., f.o.b. Quebec and Montreal; 85c. per 100 lb., f.o.b. Ottawa, Campbellford, Toronto, Hamilton and London.

Gas Pitch.—90c. per 100 lb., f.o.b. Montreal; 95c. per 100 lb., f.o.b. Ottawa.

Carpet Felt.—\$45 per ton f.o.b. Quebec, Montreal, Ottawa, Campbellford, Toronto, Hamilton, London, Halifax, N.S., and St. John, N.B.

Dry Sheathing.—Grey or straw, 35c. per roll, 400 sq. ft., 17 lb. minimum weight.

Tar Sheathing.—Grey or straw, 45c. per roll, 400 sq. ft.

Dry Fibre.—55c. per roll, 400 sq. ft., 15 lb. minimum weight.

Tarred Fibre.—65c. per roll, 400 sq. ft.

OK. and IXL.—70c. per roll, 400 sq. ft.

Resin Sized.—40c. per roll, 400 sq. ft., 17 lb. minimum weight.

Oiled Sheathing.—\$1 per roll, 600 sq. ft.; ditto, 70c. per roll, 400 sq. ft.

Slaters' Felt.—Brands: Paterson's "Star," McArthur's "Crown" and Lockerby & McComb's "Owl," 60c. per roll, 25 lb. minimum weight, f.o.b. Quebec, Montreal, Ottawa, Campbellford, Toronto, Hamilton, London, Halifax, N.S., and St. John, N.B.

Heavy Straw Sheathing.—400 square feet, 35 lb. minimum weight; \$30 per ton, f.o.b. Quebec,

Montreal, Ottawa, Campbellford, Toronto, Hamilton and London; \$36 per ton, f.o.b. Halifax, N.S. and St. John, N.B. Freights may be equalized on Quebec, Montreal, Ottawa, Campbellford, Toronto, Hamilton, London, Halifax and St. John.

Ottawa—Less than carload lots (carload shall

mean not less than 30,000 lb. in one delivery or shipment at one time to one party) the freight allowance from Montreal to Ottawa shall not exceed 8c. per 100 lb. Upon shipments from other points to Ottawa, freight to be equalized on this basis. To points outside of Ottawa the freight equalization shall be upon this basis.

## Not how cheap, but how good

IS THE DIRECTION OF EFFORT IN MANUFACTURING

## Iver Johnson Single Guns

When "PRICE" constitutes the leading argument of a single gun you can make up your mind that the higher attainments of quality and merit are wanting. Gun dealers who believe in advertising their business through satisfied customers appreciate the



**IVER JOHNSON**

Semi-Hammerless.  
12 and 16 Gauge.

Trigger Action.  
30 and 32 Inch Barrel.

Automatic Ejector or  
Non-Ejector.

Send for gun literature.

New York Office—  
99 Chambers Street.

**IVER JOHNSON'S ARMS & CYCLE WORKS,**

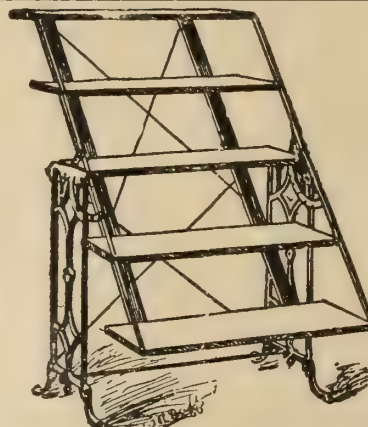
**FITCHBURG, MASS.**

## HOLIDAY DISPLAYS.

Now is the time to plan.

You will soon be too busy to think.

Show the people what you have and sales will follow.



For window or store decorating they are unequalled.

Easily and instantly adjusted to any angle

Useful for many purposes, and always ready for use.

## BOECKH'S ADJUSTABLE DISPLAY TABLES

are what every up-to-date storekeeper requires to keep his goods prominently before the public. A card will bring full particulars.

**UNITED FACTORIES, Limited,**

**TORONTO, ONT.**



# John Bowman

HARDWARE & COAL CO.

LONDON, ONT.

## SKATES SKATES SKATES

We have a large stock of SKATES to dispose of and will fill all orders promptly at closest prices.

## Cutlery Cutlery Cutlery

Special Lines Special Prices

English and German Table and Pocket Cutlery, Cases, Carvers, Razors, Scissors, Pen and Pocket and Table Cutlery in great variety.

Special Prices for the Christmas Trade.

## HERE WE ARE AGAIN!

We are pleased to again be in a position to offer the trade:

**BARB WIRE**  
**PLAIN TWIST FENCING**  
and **GALVANIZED WIRE**



Ask for "Dominion" Goods.

and we solicit your favors. Other well-known lines we have to offer are:

**Steel, Brass and Copper Wire,**  
**WIRE NAILS, STAPLES,**  
**Wood Screws, Jack Chain,**  
**Bright Wire Goods, Door Pulls,**  
**Cotter Pins, Coat and Hat Hooks.**

**DOMINION WIRE MFG. CO.**  
Montreal Limited Toronto

ESTABLISHED 1860.

DAVIDSON'S

Patent Milk Can Bottoms.



All our Broad Hoop Milk Cans and Trimmings are made with our

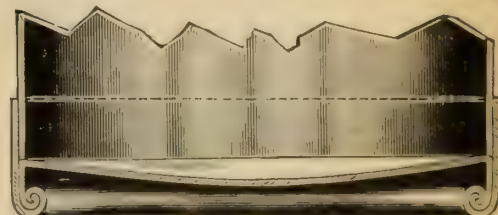
PATENT BOTTOM.

Why you should buy

OUR

## Milk Can Trimmings

## BECAUSE . . . .



The above cut demonstrates more clearly than words why everybody wants the  
**DAVIDSON PATENT MILK CAN BOTTOMS.**

Our Patent BROAD HOOP bottom has all the advantages of three piece bottom, but is practically one piece. The rim of Patent Bottom is turned in over edge bottom proper, making smooth, uniform edge that will not tear floors of factories or waggon.

Hoops are all made 14-gauge and joined LONG way, thereby avoiding any possibility of splitting.

Sufficient space is left between bottom proper and rim to allow body of can to be inserted  $\frac{1}{4}$  of an inch, making permanent joint.

Bottoms are thus sweated in with half the solder.

Bottoms are concave, draining to the centre, therefore are easier to wash out.

They will not corrode like those which drain to the side.

Top bands are "SHOULDERS" and have cut out at joint, making neater and cleaner job in half time than with old style hoop.

All bands have retinned edges.

For durability, finish and economy in making up our Trimmings are unequalled.

**PATENTED FEB. 9th, 1894**

And has been growing in popularity ever since its introduction.

# THE THOS. DAVIDSON MFG. CO., Limited, MONTREAL.



# MARKETS AND MARKET NOTES

## QUEBEC MARKETS.

Montreal, December 27, 1901.

### HARDWARE.

**T**RADE has naturally been rather quiet this week, although quite a number of rush orders have come to hand. New prices are out on building paper, and they show a slight rise. There has been a slight break in the price of door knobs on account of American competition. The local hardware trade mourns the death this week of Mr. Angers, partner in the firm of Frothingham & Workman, and Mr. Hoy, an old employe of the same firm. Most travellers are off the road this week.

**BARB WIRE** — Spring business is fairly good and we understand that some business has been done again this week. The price is still \$3 per 100 lb. f.o.b. Montreal.

**GALVANIZED WIRE** — A moderate business only is being done. We quote: Nos. 6, 7 and 8 gauge, \$3.15; No. 9, \$2.80; No. 10, \$3.55; No. 11, \$3.65; No. 12, \$2.95; No. 13, \$3.05; No. 14, \$4.05; No. 15, \$4.55; No. 16, \$1.80; No. 17, \$5.20; No. 18, \$5.45.

**SMOOTH STEEL WIRE** — Business is quiet. We quote oiled and annealed as follows: No. 9, \$2.80; No. 10, \$2.87; No.

11, \$2.90; No. 12, \$2.95; No. 13, \$3.15 per 100 lb. f.o.b. Montreal, Toronto, Hamilton, London, St. John and Halifax.

**FINE STEEL WIRE** — There is no change to note. The discount is 17½ per cent.

**BRASS AND COPPER WIRE** — The discount on both brass and copper wire is now 55 and 2½ per cent.—a slight decline in copper.

**FENCE STAPLES** — Business is of small proportions. We quote \$3.25 for bright and \$3.75 for galvanized per lb. of 100 lb.

**WIRE NAILS** — The market is much the same as a week ago. We quote \$2.85 for small lots and \$2.77½ for carlots f.o.b. Montreal, London, Toronto, Hamilton and Gananoque.

**CUT NAILS** — There is an ordinary demand at steady prices. We quote: \$2.55 per keg for small and \$2.45 for carlots; flour barrel nails, 25 per cent. discount; coopers' nails, 30 per cent. discount.

**HORSE NAILS** — Shipments are light this week. "C" brand is sold at a discount of 50 and 7½ per cent. off the new list. "M" brand is quoted at 60 per cent. off old list on oval and city head and 66 2-3 per cent. off countersunk head.

**HORSESHOES** — Business is quiet this week. We quote as follows: Iron shoes, light and medium pattern, No. 2 and larger, \$3.50; No. 1 and smaller, \$3.75; snow shoes, No. 2 and larger, \$3.75; No. 1 and smaller, \$4; X L steel shoes, all sizes, 1 to 5, No. 2 and larger, \$3.60; No. 1 and smaller, \$3.85; feather-weight, all sizes, \$4.85; toe weight, steel shoes, all sizes, \$5.95 f.o.b. Montreal; f.o.b. Hamilton, London and Guelph, 10c. extra.

**SCREWS** — Trade is moderate. Discounts are as follows: Flat head bright, 7½ and 10 per cent. off list; round head bright, 8½ and 10 per cent.; flat head brass, 80 and 10 per cent.; round head brass, 75 and 10 per cent.

**BOLTS** — Good movements are to be noted, particularly to the country manufacturers who seem to be all very busy. Discounts are as follows: Norway carriage bolts, 60 and 5 per cent.; common, 55 and 5 per cent.; full square carriage bolts, 60 and 5 per cent.; machine bolts, 55 and 5 per cent.; coach screws, 70 per cent.; sleigh shoe bolts, 70 per cent.; blank bolts, 60 per cent.; bolt ends, 60 per cent.; plough bolts, 55 and 5 per cent.; tire bolts, 67½ per cent.; stove bolts, 67½ per cent. To any retailer an extra discount of 5 per cent. is allowed. Nuts, square, 3¼c. per lb. off list; hexagon nuts, 4c. per lb. off list.

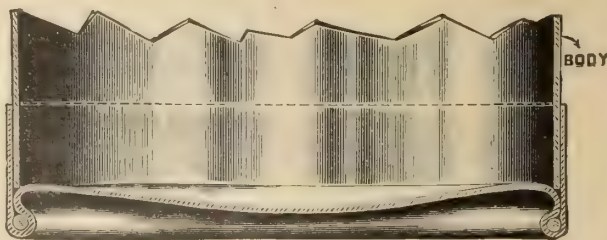
## "Samson" Milk Cans and Trimmings



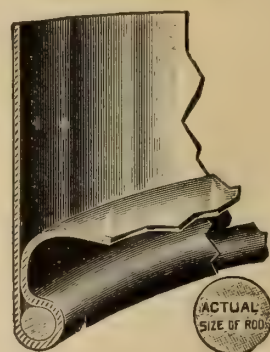
PATENTED, JULY 23, 1900

"Samson" Railroad or Delivery Cans and Trimmings.

"Samson" Dairy Pail Bottoms.



Section of "Samson" Milk Can Bottom



PATENTED, JULY 23, 1900

The "Samson" is the strongest and **ONLY ONE-PIECE** bottom made.

Has no place for dirt or sour milk to lodge—therefore the only sanitary bottom made.

Every bottom in each size is of an exact diameter. Being stamped with a die there can be **NO** variation, as in a bottom made in several pieces.

"Samson" Railroad or Delivery Cans and Trimmings are always furnished with Seamless Neck, and Seamless or Bell Cover, which, combined with the "Samson" Bottom, makes this unquestionably the best Railroad or Delivery Can ever placed on the Canadian market.

The "Samson" Dairy Pail Bottom is made the same as the "Samson" Milk Can Bottom, and therefore has all its good features.

**A complete stock of Tinned Sheet Iron in all gauges and sizes always kept on hand.**

## The McClary Manufacturing Co.,

LONDON, TORONTO, MONTREAL, WINNIPEG, VANCOUVER, AND ST. JOHN, N.B.

**"Everything for the Tinshop."**



## THE PAGE-HERSEY IRON & TUBE CO.

Limited

**MONTREAL**

Manufacturers of

### Wrought Iron Pipe

For Water, Gas, Steam, Oil,  
Ammonia and Machinery.

**DRAIN PIPES,  
PORTLAND CEMENTS,  
FIRE BRICKS AND CLAY  
SILICA AND MAGNESIA  
BRICKS,**

with specially prepared mortar.

Contractors' and Founders'  
Supplies.

**F. HYDE & CO.**

31 WELLINGTON ST., MONTREAL

**.. FULL STOCK ..**

**Salt Glazed Vitrified**



Double Strength Culvert Pipe  
a Specialty.

**THE CANADIAN SEWER PIPE CO.**

HAMILTON, ONT. TORONTO, ONT.  
ST. JOHNS, QUE.

## Deseronto Iron Co.

LIMITED

**DESERONTO, ONT.**

Manufacturers of

### Charcoal Pig Iron

**BRAND "DESERONTO."**

Especially adapted for Car Wheels, Malleable Castings, Boiler Tubes, Engine Cylinders, Hydraulic and other Machinery where great strength is required; Strong, High Silicon Iron, for Foundry Purposes.

To all retailers an extra discount of 4c. per lb. is allowed.

**BUILDING PAPER** — New prices are out on building paper for next spring. They show a general advance. We quote: Tarred felt, \$1.70 per 100 lb.; 2 ply, ready roofing, 85c. per roll; 3 ply, \$1.10 per roll; carpet felt, \$2.25 per 100 lb.; dry sheathing, 35c. per roll; tar sheathing, 45c. per roll; dry fibre, 55c. per roll; tarred fibre, 65c. per roll; O.K. and L.N. L., 70c. per roll; heavy straw sheathing, \$3.00 per ton; slaters' felt, 60c. per roll.

**RIVETS AND BURRS** — There is a fairly good trade doing. Discounts are: Best iron rivets, section, carriage, and wagon box, black rivets, tinned do., cooper's rivets and tinned swedes rivets, 60 and 10 per cent.; swedes iron burrs are quoted at 55 per cent. off; copper rivets, 35 and 5 per cent. off, and coppered iron rivets and burrs, in 5 lb. carton boxes, are quoted at 60 and 10 per cent. off list.

**CORDAGE** — The market is firm but rather inactive at the moment. We quote as follows: Manila, 15½c.; British Manila at 13½c.; sisal, 12c. and lath yarn at 10½c. Manitoba prices are: Manila, 16c.; British Manila, 14½c.; sisal, 13c. and lath yarn, 12c.

**SCREEN CLOTH** — There is nothing new to report. Business is being transacted at \$1.25 per 100 square feet.

**POULTRY NETTING** — Trade continues as before. English or Canadian is quoted at a discount of 60 per cent. off 2 x 2 mesh, 19 wire, and 55 per cent. off 2 x 2 mesh heavier, Canadian list.

**HARVEST TOOLS** — Values are steady at a discount of 70 per cent.

**FIREBRICKS** — Business is quite active ex-store. We quote: Scotch at \$19 to \$23.50 and English at \$18.50 to \$22.50 per 1,000.

**CEMENT** — Trade now is very quiet. We quote: German cement, \$2.30 to \$2.40; English, \$2.25 to \$2.35; Belgian, \$1.70 to \$1.95 per bbl. ex-wharf, and American, \$2.20 to \$2.30 ex-cars.

#### METALS.

Business in metals is rather quiet this week and there is nothing particularly interesting to report.

**PIG IRON** — There is a moderate degree of activity in the iron business. Prices are steady at \$21 to \$21.50 for Summerlee and \$18.50 to \$19 for Canadian.

**BAR IRON** — The demand is fairly well maintained for the holiday week. Merchants' bar is worth \$18.7½ in carlots and \$1.95 in smaller quantities. Horseshoe is worth \$2.15 to \$2.20.

**BLACK SHEETS** — Quite a large number of small orders have been received this week. We quote: 28 gauge, \$2.65; 26 gauge, \$2.60; 20 to 24 gauge, \$2.50, and 8 to 20 gauge, \$2.50.

**GALVANIZED IRON** — Business is as usual. We quote as follows: No. 28, Queen's Head, \$1.40; Apollo, 10½ oz. \$1.40; Comet, \$1.25 with 10c. extra in less than case lots.

**INGOT COPPER** — The market is easy and purchases are not heavy. Some lots have changed hands at 16½c.

**INGOT TIN** — Some business is being done at 28 to 29c.

**PIG LEAD** — The usual price is \$3.25 to \$3.30.

**LEAD PIPE** — There is a fairly good inquiry for pipe. We quote 7c. for ordin-

## A. C. LESLIE & CO.

Merchants Bank Building,  
**MONTREAL.**

HEADQUARTERS FOR

### IRON, STEEL, and METALS.



IRON AND  
BRASS

## Pumps

Force, Lift and Cistern  
Hand and Power.

For all duties. We can supply your wants with — quality the best and prices right. Catalogues and full information for a request.

**THE R. McDougall Co., Limited**

Manufacturers, Galt, Canada.

## ADAM HOPE & CO.

**Hamilton, Ont.**

We offer for prompt shipment

**Pig Tin,**  
L. & F. and STRAITS.

**Ingot Copper, O.C.**

**Pig Lead.**

**Spelter.**

**Antimony.**

## NOVA SCOTIA STEEL Co.

Limited

**NEW GLASGOW, N.S.**

Manufacturers of

### Ferrona Pig Iron

And SIEMENS MARTIN

### Open Hearth Steel



*The Season's Compliments  
and a  
Happy and Prosperous New Year  
to our Customers  
and Friends.*



**The Imperial Varnish & Color Co.**  
LIMITED

TORONTO, ONT., CANADA

ary and 7½c. for composition waste, with 30 per cent. off.

**IRON PIPE** — Shipments have been fairly heavy this week. The market is firm. We quote as follows: Black pipe, ¼, \$3.00 per 100 feet; ⅜, \$2.95; ½, \$3.10; ¾, \$3.45; 1-inch, \$5; 1½, \$7.10; 2-inch, \$8.50; 2½, \$11.35. Galvanized, ½, \$4.40; ¾, \$5; 1-inch, \$7.15; 1½, \$10; 2-inch, \$12; 2½, \$15.95.

**TINPLATES** — Orders are small but numerous. Cokes are worth \$3.75 to \$4 and charcoals, \$4.25 to \$4.50.

**CANADA PLATE** — The market is steady but rather quiet. We quote: as follows: 52's, \$2.65 to \$2.70; 60's, \$2.75 to \$2.80; 75's, \$2.80 to \$2.85; full polished, \$3.75 and galvanized, \$4.25 to \$4.35.

**STEEL** — The market is firm with sleigh shoe selling in rather large quantities. We quote: Sleigh shoe, \$2.05; tire, \$2.15; bar, \$2; spring, \$2.75; machinery, \$2.75, and toecalk, \$2.60.

**SHEET STEEL** — We quote: Nos. 10 to 20, \$2.50; 3-16, \$2.50; ¼, 5-16 and ⅜, \$2.40.

**TOOL STEEL** — Black Diamond, 8c. and Jessop's, 13c.

**TERNE PLATES** — There is a fair inquiry for terne plates. We quote \$7.75 to \$8.00.

**COIL CHAIN** — A fair trade is being done. We quote as follows: No. 6, 12½c.; No. 5, 10½c.; No. 4, 10c.; No. 3, 9½c.; ¼-in., 7½c. per lb.; 5-16, \$4.80; 5-16 exact, \$5.25; ¾, \$4.25; 7-16, \$4.05; ½, \$3.85; 9-16, \$3.75; ⅜, \$3.55; ⅜, \$3.50; ⅞, \$3.45; 1-in., \$3.45. In carload lots an allowance of 10c. is made.

**SHEET ZINC** — Is selling at \$5.75 to \$6.25.

**ANTIMONY**—Quiet at 10c.

**ZINC SPELTER**—Steady at 5c.

**SOLDER**—We quote: Bar solder, 18c.; wire solder, 20c.

**GLASS.**

Some houses are already looking for spring business. We quote: First break, 50 feet, \$2.10; second, \$2.20 for 50 feet; first break, 100 feet, \$4; second break, \$4.20; third break, \$4.70, and fourth break, \$4.95.

**PAINTS AND OILS.**

At this time of the year business may be described as fair. Some of the manufacturers report having had some pretty large-sized orders and this, together with a medium sorting trade, has led to a good average week. The factories in the country continue in a receptive mood. The travellers are nearly all off the road, and, indeed, some houses say they see more travellers than customers.

**WHITE LEAD**—Best brands. Government standard, \$6; No. 1, \$5.62½; No. 2, \$5.25; No. 3, \$4.87½, and No. 4, \$4.50 all f.o.b. Montreal. Terms, 3 per cent. cash or four months.

**DRY WHITE LEAD**—\$5.25 in casks; kegs, \$5.50.

**DRY WHITE ZINC** — Pure dry, 6½c.; No. 1, 5½c.; in oil, pure, 7½c.; No. 1, 6½c.; No. 2, 5½c.

**PUTTY** — We quote: Bulk, in bbls., \$1.90 per 100 lb.; bulk, in less quantity, \$2.05; bladders, in bbls., \$2.25; bladders, in 100 or 200 lb. kegs or boxes, \$2.40; in tins, \$2.55 to \$2.65; in less than 100-lb. lots, \$3 f.o.b. Montreal,

**I**N the new year that is at hand we will strive to maintain the good-will of our long list of customers, and by fair dealing and honest service add many new names to that list.

Throughout the year 1902 this space will be occupied with news of our "Ark Brand" Paint. We advertise, not to have our goods appear better than they are, but to have them appear just as they are.

We hope you will find the coming year very prosperous.

**THE FRANCIS-FROST CO.** Limited

TORONTO.

Canadian Distributing Agents for Grippin's Crack Filler.

Ottawa, Toronto, Hamilton, London and Guelph. Maritime Provinces, 10c. higher, f.o.b. St. John and Halifax.

**ORANGE MINERAL**—Casks, 7c.; 100 lb. kegs, 7½c.; smaller quantities, 8½c.

**RED LEAD** — Genuine red lead in casks, \$4.50; in 100-lb. kegs, \$4.75; less quantities, \$5.75 per 100 lb. No. 1 red lead, casks, \$4.25; kegs, \$4.50, and smaller quantities, \$5.50.

**LITHARGE**—Ground, casks, 5c.; less, 5½c.; flake litharge, casks, \$5.25; smalls, \$5.75 per 100 lb.

**LINSEED OIL**—Raw, 79c.; boiled, 82c. in 5 to 9 bbls., 1c. less, 10 to 20 bbl. lots open, net cash, plus 2c. for four months. Delivered anywhere in Ontario between Montreal and Oshawa at 2c. per gal. advance and freight allowed.

**TURPENTINE**—Single bbls., 58c.; 2 to 4 bbls., 57c.; 5 bbls. and over, open terms, the same terms as linseed oil.

**SHELLAC VARNISH** — Pure white, \$2.35 to \$2.45; orange, \$2.25 to \$2.35.

**MIXED PAINTS**—\$1.20 to \$1.45 per gal.

**CASTOR OIL**—\$8½ to 9½c. in wholesale lots, and ¼c. additional for small lots.

**SEAL OIL**—47½ to 49c.

**COD OIL**—32½ to 35c.

**PARIS GREEN** — Petroleum barrels, 16½c. per lb.; arsenic kegs, 17c.; 50 and 100-lb. drums, 17½c.; 25-lb. drums, 18c.; 1-lb. packages, 18½c.; ½-lb. packages, 20½c.; 1-lb. tins, 19½c.; ½-lb. tins, 21½c. f.o.b. Montreal. Terms: 3 per cent. 30 days, or four months from date of delivery.

**SCRAP METALS.**

Copper is yet the best moving article. Dealers are paying the following



prices in the country. Heavy copper and wire, 13½ to 14c. per lb.; light copper, 12 to 12½c.; heavy brass, 12 to 12½c.; heavy yellow, 9½c.; light brass, 6½c.; lead, 2½ to 2¾c. per lb.; zinc, 2 to 2½c.; iron, No. 1, wrought, \$10 light brass, 6½c.; lead, 2½ to 2¾c. per lb.; zinc, 2 to 2½c.; iron, No. 1, wrought, \$10 to \$15 per gross ton f.o.b. Montreal; stove plate, \$8 to \$9; machinery scrap, \$4; light iron, No. 2, \$5 a ton; malleable and steel, \$4; rags, country, 60 to 70c. per 100 lb.; old rubbers, 7 to 7½c. per lb.

#### HIDES.

An active market is again to be reported this week. No. 1 hides are worth 7½c., No. 2, 6½c., No. 3, 5½c. Sheepskins are bringing 55 cents.

#### MARKET NOTES.

Building paper is 5c. higher on nearly all lines.

A change is looked for in the price of wire nails.

There has been a slight break in the price of door knobs.

#### ONTARIO MARKETS.

Toronto, December 27, 1901.

#### HARDWARE.

**I**NTERRUPTED by the holiday, trade has naturally been of smaller proportions this week. On Monday and Tuesday, however, there was an active demand for small sorting-up lots of holiday goods. Quite a few orders were also received for shelf hardware. Since the first two days in the week very little business has been done, only an occasional small sorting-up order being received. The travellers are now in the warehouses, and consequently nothing is being done on future account. Few changes have taken place in prices; in fact, the only noteworthy one is an advance in building paper, particulars of which will be found elsewhere. Stock-taking is now in full swing.

**BARB WIRE.**—Nothing doing. We quote, f.o.b. Cleveland, \$2.77½ for less than carlots and \$2.65 for carlots. From stock, Toronto, \$5.

**GALVANIZED WIRE.**—Business is practically at a standstill. We quote: Nos. 6, 7 and 8, \$3.50 to \$3.85 per 100 lb., according to quantity; No. 9, \$2.85 to \$3.15; No. 10, \$3.60 to \$3.95; No. 11, \$3.70 to \$4.10; No. 12, \$3 to \$3.30; No. 13, \$3.10 to \$3.40; No. 14, \$4.10 to \$4.50; No. 15, \$1.60 to \$5.50; No. 16, \$4.85 to \$5.35. Nos. 6 to 9 base f.o.b. Cleveland are quoted at \$2.52½ in less than carlots and 12c. less for carlots of 15 tons.

**SMOOTH STEEL WIRE.**—Practically nothing doing either in oiled and annealed or hay-baling wire. We quote the net selling prices as follows: Nos. 6 to 8, \$2.90; 9, \$2.80; 10, \$2.87; 11, \$2.90; 12, \$2.95; 13, \$3.15; 14, \$3.37; 15, \$3.50; 16, \$3.65. Delivery points, Toronto, Hamilton, London and Montreal, with freights equalized on those points.

**WIRE NAILS.**—Business has got into still narrower limits and only an occasional order is being received. Base price is unchanged at \$2.85 for less than carlots, and \$2.77½ for carlots. Delivery

points, Toronto, Hamilton, London, Gananoque and Montreal.

**CUT NAILS.**—Scarcely anything is being done. The base price is \$2.55 per keg with 10c. allowance on carlots.

**HORSE NAILS.**—Business is quieter than it was a week or two ago. Discounts are as follows: "C" brand, oval, head, 50 and 7½ per cent. off new list, and on "M" and other brands, 50, 10 and 5 per cent. off the old list. Counter-sunk head 60 per cent.

**HORSESHOES.**—The demand has fallen off and prices are as before. We quote f.o.b. Toronto as follows: Iron shoes, No. 2 and larger, light, medium and heavy, \$3.60; snow shoes, \$3.85; light steel shoes, \$3.70; featherweight (all sizes), \$4.95; iron shoes, No. 1 and smaller, light, medium and heavy (all sizes), \$3.85; snow shoes, \$4; light steel shoes, \$3.95; featherweight (all sizes), \$4.95.

**SCREWS.**—Business in this line is just moderate, the demand having eased off a little. Discounts are as follows: Flat head bright, 87½ and 10 per cent.; round head bright, 82½ and 10 per cent.; flat head brass, 80 and 10 per cent.; round head brass, 75 and 10 per cent.; round head bronze, 65 per cent., and flat head bronze at 70 per cent.

**RIVETS AND BURRS.**—Business keeps fairly good in rivets. We quote: Iron rivets, 60 and 10 per cent.; iron burrs, 55 per cent.; copper rivets and burrs, 25 and 5 per cent.

**BOLTS AND NUTS.**—The building season does not appear to be interfering very much with business in bolts, quite a number of orders still coming to hand. We quote as follows: Carriage bolts, common (\$1 list), 55 and 5 per cent.; carriage bolts, full square (\$2.40 list), 60 and 5 per cent.; carriage bolts, Norway iron (\$3 list), 60 and 5 per cent.; machine bolts, all sizes, 55 and 5 per cent.; coach screws, 70 per cent.

**POULTRY NETTING.**—Very little is being done this week. We quote: 2-in. mesh, 19 w.g., 60 per cent. off the list; 2-in. mesh, 18 w.g. and heavier, 50 and 10 per cent.

**ROPE.**—Trade is quiet. Pure manila, 15½c.; British manila, 13½c.; sisal, 12c. per lb.

**BUILDING PAPER.** The feature in this line is the advance in prices, particulars of which will be found in another column.

**STOVEPIPES AND ELBOWS.**—Little or nothing is being done this week. We quote: Stovepipes, \$7.00 to \$7.50; elbows, 5 and 6-inch, common, \$1.20; 7-inch, \$1.35; polished, 15c. per dozen extra.

**STOVES AND FURNACES.**—A few stoves and furnaces have been sold during the past week, but business is pretty well over as far as this line is concerned.

**CUTLERY.** As might naturally be expected there has been a good sorting up trade during the past week.

**SKATES.**—Express orders for these during the past week have been numerous.

**GREEN WIRE CLOTH.**—Trade is quiet and prices unchanged at last week's reduction. We quote: \$1.25 per 100 square feet.

**TINWARE AND GRANITE WARE.**—There has only been a small sorting-up demand.

We have on hand a large stock of steel sheets for making

## EMBOSSED CEILINGS,

etc., and are now prepared to make prompt shipment of anything required in our line, and shall be pleased to receive your orders which shall have our best attention.

### The Metallic Roofing Co.

LIMITED

Wholesale Manufacturers

TORONTO, - - - CANADA

**LEATHER BELTING.**—Business keeps fair. We quote: Extra quality, 60 per cent. off the list; standard, 60 and 10 per cent.; No. 1, not wider than six inches, 60, 10 and 10 per cent.; agricultural, not wider than 4 inches, 75 per cent.

**CEMENT.**—There is a very pronounced quietness in cement. The prices are unchanged. We quote as follows: Canadian Portland, Rathbun's "Star," \$2.25 to \$2.65; "Beaver," \$2.10 to \$2.50; "Ensign," \$1.90 to \$2.30; German, \$3.15; English, \$3; Belgian, \$2.50 to \$2.75; Canadian hydraulic, \$1.25 to \$1.50 per bbl.

**FILES.** The price of "Globe" files has been advanced about 15 per cent., the discount now being 70 to 75 per cent. off the list.

#### METALS.

The pig-iron market is still in a good position and a fair trade is reported locally for sheet metals. The only change we have to make in prices is a further decline in copper.

**PIG IRON.**—There have been further advances in prices in the United States and some transactions in round lots are reported from there. As far as we can learn very little business is being done in Canada but prices are steady and the ruling figures for No. 2 foundry on track, Toronto, is \$17.50 to \$18.

**BAR IRON.**—Although there are still a fair number of orders coming to hand the demand is not as brisk as it was and the mills are now catching up with their orders. A couple of months hence it is expected that the demand will show an increased briskness. Base price \$1.95 to \$2.05. Extras cut to length while rolling: 2 ft. and over, 10c. per 100 lb.; 1 ft. and under 2 ft., 15c.; under 1 ft., 20c.; over 20 ft. by special agreement, according to length and size.

**STEEL.**—Business is not very active, but prices rule firm. We quote as follows: Merchantable cast steel, 9 to 15c. per lb.; drill steel, 8 to 10c. per lb.; "BC" and "Black Diamond" tool steel, 10 to 11c.; Jessop's, Morton's and Firth's



tool steel, 11c.; toe-calk steel, \$2.85 to \$3; tire steel, \$2.30 to \$2.50; sleighshoe steel, \$2.10 to \$2.25; reeled machinery steel, \$3; hoop steel, \$3.10.

**BLACK SHEETS.**—A good trade is still to be noted. We quote: Common, \$3.15 for 28 gauge, and dead flat at \$2.50 for 26 gauge.

**CANADA PLATES.**—A moderate demand has been experienced the past week. We quote: All dull, \$3.05; half polished, \$3.15; all bright, \$3.75.

**GALVANIZED SHEETS.**—Trade continues good. We quote as follows: "Queen's Head" brand at \$4.60 in case lots and \$1.75 in less quantities.

**TIN.** Only a small business is being done and prices are nominally unchanged at \$30 per ton.

**TIN PLATES.**—Considering this being the holiday season a fair amount of business is being done. The idea for coke plates is still \$1.50 for 1 C.

**TINNED SHEETS.** Trade is fairly good this week. We quote as follows: 72 x 30, up to 24 gauge, 7½c.; ditto, up to 26 gauge, 8c.

**TERNE PLATES.**—Very little is being done. We quote: 1 C, 20 x 28 gauge at \$8.50.

**COPPER.**—Weakness is still the predominating feature of the copper market. Quotations, locally, are lower on ingot copper, the idea as to price now being \$16 per 100 lb., a decline of \$1. Sheet copper is unchanged at \$23 to \$25 per 100 lb.

**BRASS.**—A fair amount of trade is being done. Discount is 10 per cent. on rod and brass.

**SOLDER.**—Trade is quiet. We quote as follows: Half-and-half, guaranteed, 19 to 19½c.; do., commercial, 19c.; refined, 18½c.; wiping, 18c.

**LEAD.**—The demand has fallen off during the week. We quote: \$3.75 to \$4 for pig lead and \$5 for bar.

**IRON PIPE.**—Trade is still only moderate. We quote: Black pipe at \$5.40 for 1-inch.

**SPELTER.**—A good trade is being done. We quote: \$5.50 to \$6 per 100 lb.

**ANTIMONY.**—Trade continues quiet at 10½ to 11c.

#### PAINTS AND OILS.

Trade in paints and oils has become very quiet. Travellers have all returned to the city, as they usually do at this time of the year. They will return to their fields after the new year and begin soliciting orders for spring delivery. A good trade is expected, as cash sales have been large this year, and country merchants will be enabled to buy more freely. Already there are some inquiries for paris green, which is becoming quite active. We quote:

**WHITE LEAD.**—Ex Toronto, pure white lead, \$6.12½; No. 1, \$5.75; No. 2, \$5.37½; No. 3, \$5.00; No. 4, \$4.62½; genuine dry white lead in casks, \$5.12½.

**RED LEAD.**—Genuine, in casks of 560 lb. \$5.12½; ditto, in kegs of 100 lb., \$5.50; No. 1, in casks of 560 lb., \$4; ditto, kegs of 100 lb., \$4.50.

**LITHARGE.**—Genuine, 6 to 6½c.

**ORANGE MINERAL.**—Genuine, 7½ to 8c.

**WHITE ZINC.**—Genuine, French V.M., in casks, \$6 to \$6.25; Lehigh, in casks, \$6.

**BENZINE.**—In barrel lots, 16½c. per gal.; less quantities, 25c. per gal.

**PARIS WHITE.**—90c. to \$1 per 100 lb.

**WHITING.**—65c. per 100 lb.; Gilders' whiting, 80c.

**GUM SHELLAC.**—In cases, 35c.; in less than cases, 40c. per lb.

**LIQUID SHELLAC.**—Pure orange, in bbls., \$2.25 to \$2.35; white, \$2.35 to \$2.45 per gal.; in less quantities, 10c. extra.

**PUTTY.**—Bladders, in bbls., \$2.25; bladders, in 100 lb. kegs, \$2.40; bulk in bbls., \$1.90; bulk, less than bbls. and up to 100 lb., \$2.05; bladders, bulk or tins, less than 100 lb., \$2.90.

**PLASTER PARIS.**—New Brunswick, \$1.90 per bbl.

**PUMICE STONE.**—Powdered, \$2.50 per cwt. in bbls., and 4 to 5c. per lb. in less quantity; lump, 10c. in small lots, and 8c. in bbls.

**LIQUID PAINTS.**—Pure, \$1.20 to \$1.30 per gal.

**CASTOR OIL.**—English, in cases, 9½ to 10c. per lb. and 10 to 10½c. for single tins.

**LINSEED OIL.**—Raw, 1 to 4 barrels, 81c.; boiled, 84c.; 5 to 9 barrels, raw, 80c.; boiled, 83c., delivered. To Toronto, Hamilton and London, 2c. less.

**TURPENTINE.**—Single barrels, 59c.; 2 to 4 barrels, 58c., delivered. Toronto, Hamilton and London 1c. less. For less quantities than barrels, 5c. per gallon extra will be added, and for 5-gallon packages, 50c., and 10-gallon packages, 80c. will be charged.

#### GLASS.

There is a more pronounced quietness in glass this week. Wholesale jobbers report little or no movement from stock, while the retail trade is quite dead. We quote as follows: Under 26 in., \$4.25; 26 to 40 in., \$4.65; 41 to 50 in., \$5.10; 51 to 60 in., \$5.35; 61 to 70 in., \$5.75; 71 to 80, \$6.25; 81 to 85, \$7; 86 to 90, \$7.75; Toronto, Hamilton and London. Terms, 4 months, or 3 per cent. 30 days.

#### OLD MATERIAL.

The weakness in copper still continues, and old copper has suffered considerably. New light scrap copper is 1½c. per lb., bottoms 1c., light brass 1c., heavy yellow brass 2c. and scrap lead ¼c. lower. All lines are very weak. We quote: Agricultural 60c. per cwt.; machinery cast, 60c.; heavy copper, 12c. per lb.; stove cast, 40c.; No. 1 wrought, 50c. per 100 lb.; new light scrap copper, 10c. per lb.; bottoms, 10c.; coil wire, 12c.; light brass, 6c.; heavy yellow brass,

**Oakey's**

The original and only Genuine Preparation for Cleaning Cutlery. 6d. and 1s. Canisters.

## 'WELLINGTON' KNIFE POLISH

**JOHN Oakey & Sons, Limited**

MANUFACTURERS OF

Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England.

Agent:

**JOHN FORMAN, 644 Craig Street MONTREAL**



**COVERT MFG. CO.**

West Troy, N.Y.

**Steel Carriage and Wagon Jacks,**

Harness Snaps, Chain, Rope and Web Goods, etc.

FOR SALE BY JOBBERS AT MFERS. PRICES.

**PRIEST'S CLIPPERS**



Largest Variety, Toilet, Hand, Electric Power ARE THE BEST. Highest Quality Grooming and Sheep-Shearing Machines. WE MAKE THEM. SEND FOR CATALOGUE TO American Shearer Mfg. Co., Nashua, N.H., U.S.A.

## NEWMAN'S PATENT INVINCIBLE FLOOR SPRINGS

Combine all the qualities desirable in a Door Closer. They work silently and effectually, and never get out of order. In use in many of the public buildings throughout Great Britain and the Colonies. MADE SOLELY BY

**W. NEWMAN & SONS, Birmingham.**

## Oneida Community Goods

**HALTERS, COW TIES, SNAPS, etc., etc.,**

in all sizes and styles. May be had of all jobbers throughout Canada.

Factory—NIAGARA FALLS, ONT.

## MACKENZIE BROS.

HARDWARE

MANUFACTURERS' AGENTS,

Travellers covering Manitoba, Northwest Territories and British Columbia. **WINNIPEG MAN.**

CORRESPONDENCE SOLICITED.

## "PULLMAN" TROUSER or SKIRT HANGERS. TWO SIZES



**PULLMAN SASH BALANCE CO., ROCHESTER, N.Y., U.S.A.**



8c.; heavy red brass, 10½c.; scrap lead, 2¼c.; zinc, 2c.; scrap rubber, 6¼c.; good country mixed rags, 50 to 60c.; clean dry bones, 40 to 45c. per 100 lb.

#### HIDES, SKINS AND WOOL.

Country wool handlers feel that the prices their wool brings is far below its value, and have been not very liberal in their offerings lately. Consequently, the receipts have not been quite up to the mark. But the market continues very weak and higher prices will not likely be obtained. Even as it is unwashed wool is being bought 1c. lower in some cases. Sheepskins are 5c. higher.

**HIDES**—We quote: No. 1, green, 8c.; No. 2 green, 7c.; No. 1 green, steers, 8½c.; No. 2 green, steers, 7½c.; cured, 8¼ to 8½c.

**SKINS**—We quote: No. 1 calfskins, 9c.; and No. 2, 7c.; deacons (dairies) 55 to 60c. each; sheepskins, 65 to 75c.; deerskins, 12½ to 14c. per lb.

**WOOL**—We quote: Fleece, 13c., and unwashed, 7 to 8c. per lb.

#### SEEDS.

No further change has occurred. Outside shippers have not met the advances recently made, and the seed market is rather unsettled. The movement is normal. We quote: Red clover, \$4.80 to \$5.25; alsike, \$6.50 to \$8.50, and timothy, \$2.25 to \$3 per bush.

#### COAL.

There is only a very small supply of soft coal on hand and nut coal is very scarce. The prospects do not seem very bright either, to relieve the stringency, as cars from the Canadian railroads are not forthcoming, while the United States railway companies utterly refuse to allow their cars to come across the line. We quote at international bridges: Grate, \$4.75 per gross ton; egg, stove and nut, \$5 per gross ton; soft coal, \$2.50 to \$3.25 in bond, according to grade.

#### PETROLEUM.

A good movement in all quarters still continues. We quote: Pratt's Astral, 16½ to 17c. in bulk (barrels, extra); American water white, 17 to 17½c. in barrels; Photogene, 16½ to 17c.; Sarnia water white, 16 to 16½c. in barrels; Sarnia prime white, 14½ to 15c. in barrels.

#### MARKET NOTES.

Copper is quoted \$1 per 100 lb. lower.

Building paper has advanced, and the new quotations will be found in detail elsewhere in this issue.

New light scrap copper is 1½c., bottoms, 1c.; light brass, 1c.; heavy yellow brass, 2c., and scrap lead 1¼c. per lb. lower.

# Nicholson File Company

(DOMINION WORKS)

PORT HOPE, ONTARIO, CANADA

Formerly

Globe File Manufacturing Company

NOW OWNED AND OPERATED BY

**Nicholson File Co.**

Providence, R.I., U.S.A.



LARGEST  
MANUFACTURERS

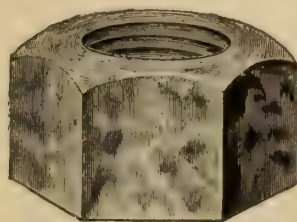
# FILES and RASPS

in the world

Sole manufacturers of Patent Increment Cut Files and the well-known Nicholson and K. & F. Horse Rasps.

Our goods are sold by all prominent Hardware Jobbers throughout the Dominion.

Selling Agent, **WALTER GROSE, MONTREAL**



## THE JOHN MORROW MACHINE SCREW COMPANY, Limited

Manufacturers of

Set and Cap Screws, Special Milled Work, Engine Studs, Etc. Cold Punched Nuts of every variety of finish.

INGERSOLL, ONT.

### ELECTROCHEMICAL WORK AT NIAGARA.

The Electro-Chemist gives the following interesting data: "The present total output of electricity at Niagara is about 50,000 horse power. Of this no less than 23,200 horse-power is consumed in electrolytic and electric smelting operations. This power is distributed as follows:

|                                        |           |
|----------------------------------------|-----------|
| Electrical Lead Reduction Co.....      | H.-P. 500 |
| Acheson International Graphite Co..... | 1,000     |
| Pittsburg Reduction Co.....            | 5,000     |
| Carborundum Co.....                    | 2,000     |
| Matthieson Alkali Works.....           | 2,400     |
| Niagara Electrochemical Co.....        | 500       |
| Ampere Electrochemical Co.....         | 300       |
| Union Carbide Co.....                  | 10,000    |
| Oldbury Electrochemical Co.....        | 1,000     |
| Roberts Chemical Co.....               | 500       |
| Total.....                             | 23,200    |

### THE MANITOBA WHEAT CROP.

At Killarney, Man., every available place is stored with wheat, there being no elevator room now available for wheat delivery, and that over 5,000 bushels are lying round in different storehouses waiting to be delivered, and it is expected that there will be double that quantity in a short time. This state of affairs has greatly paralyzed business, and is very discouraging to the farmers, some of whom, living within three miles of that town, are drawing their grain to other stations.

It is estimated at Winnipeg that about

60 per cent. of this year's crop, equal to 35,000,000 bushels has already been marketed. This includes the whole of the deliveries in Manitoba and the Northwest Territories.

From 15,000,000 to 17,000,000 bushels will be the whole consumption of Manitoba wheat in Canada. This would leave over 10,000,000 bushels for export, if we leave 3,000,000 bushels for next spring's seeding requirements. About 20,000,000 bushels of the 1901 crop have already been disposed of.

### G.T.R. INJURING HALIFAX.

The Grand Trunk has been greatly injuring the export trade of Halifax by refusing to send its cars laden with freight destined for the West Indies either by that port or St. John. In proof of this, Pickford & Black, managers of the steamship lines running from that port to the West Indies, have submitted a number of letters from shippers in various parts of Canada, all stating that the railway positively refuses to send their cars to Halifax and St. John, and the only way left is to ship their freight via New York.

The board of trade is asked to interfere.

### A CORRECTION.

In last week's issue of **HARDWARE** we stated that Marie Leclerc was registered as the proprietress of the business of Leclerc & Letellier, Quebec; the name of the proprietress should have been Marie Letellier, the widow of Alp. Letellier.



# HEATING AND PLUMBING

## SOME BUILDING NOTES.

**T**HE Toronto Hotel Co. intend building their new hotel on King street, opposite Victoria street, Toronto, two storeys higher than was first intended. This will make an eight-storey building.

At Vancouver, work has been commenced on the rebuilding of the Hotel Vancouver.

St. Paul's church, Halifax, is to erect a new Sunday-school building at a cost of \$25,000.

At Hartney, Man., the A. E. Hill Company are having a cellar excavated on Poplar and East Railway streets where they propose building a very large and convenient store in the spring.

## BUILDING IN TORONTO.

Building has somewhat slackened off in Toronto lately, and since last week building permits only amounting to about \$28,000 were taken out at the City Commissioner's headquarters in the city hall. These permits were granted to the Society of Friends for a one-storey meeting house on Carlton street, near Church, to be built of stone and brick at a cost of \$10,000; to John Shipcott, for a one-storey roughcast dwelling on Jones avenue, for \$450; to W. Carleton and R. Henry, for a brick underpinning of dwelling on 29 and 31 Herrick street, for \$250; to the Queen City Plate Glass & Mirror Co., for a two storey brick shed at 243 and 247 Victoria street, for \$250; to Scott, Cross & Co., for two pairs of semi-detached brick dwellings of two storeys and attic on Euclid avenue, for \$7,000; and to the Paterson Manufacturing Co., Limited, to erect a one storey frame factory, covered with galvanized non-corrosive iron, on Lake street, for \$1,800.

## PLUMBING AND HEATING NOTES.

The Quyon Wood Co., Quyon, Que., has admitted a partner.

J. H. Powell, coal and wood merchant, Levis, Que., is dead.

Nadeau & Nadeau have registered as coal and wood merchants at Montreal.

The creditors of A. O'Brien & Co., coal and wood merchants, Montreal, demand an assignment.

## HOT-WATER HEATING OF HOTEL.

The hot-water heating system of the Queen hotel at Halifax has been completed recently. Hot-water radiators placed

in every room and hallway, each one fitted with the newest valve in the market, supply heat to all parts of the building. The hot water is provided by two large furnaces, is supplied to 140 of these radiators, which present over 2,500 square feet of heating surface. The cost of installing this system was about \$4,000, and the work commenced early in September was carried forward to completion under the personal superintendence of George Perrier, of Crump & Perrier, Halifax.

## MUCH BUILDING IN WINNIPEG.

In Winnipeg the past season has broken all records in the building line. During the year there were 49 new buildings erected in Ward 1 and 8 improved, at a cost of \$137,125; 38 new buildings in Ward 2 erected and 8 improved, at a cost of \$279,325; 134 new buildings erected in Ward 3 and 19

## Notice to Advertisers

WEDNESDAY NEXT, Jan. 1, being NEW YEAR'S DAY and a PUBLIC HOLIDAY, it will be necessary for us to close this paper for press on Thursday.

We ask advertisers who wish to change their advertisements to kindly let us have copy, etc., on Tuesday next, otherwise we cannot guarantee insertion of new matter.

THE PUBLISHERS.

improved, at a cost of \$192,934; in Ward 4, 77 new buildings erected and 85 improved, at a cost of \$657,190; in Ward 5, 138 new buildings erected and 42 improved, at a cost of \$238,388, and 82 buildings in Ward 6 erected and 8 improved, at a cost of \$87,265. These make a total of 518 new buildings erected and 201 materially improved for the season of 1901. The aggregate cost of the building operations equals \$1,587,227.

## NEW VANCOUVER HOTEL BEGUN.

The contracts for the rebuilding of the Hotel Vancouver, Vancouver, have been awarded to Robertson & Hackett, who are losing no time in commencing work on the new wing on the corner of George and Howe streets. After this structure has been made ready for the accommodation of guests, the work of tearing down the portion of the old building now standing on

the corner of Georgia and Howe streets will be started. On that site there will be erected the main entrance to the hotel. A section fronting on Georgia street is to be portioned off for a grand rotunda, where the offices will be located. The ladies' entrance will likely remain in the same place as formerly, but the hotel bar will be changed to the corner of Granville and Georgia streets. The present dining-hall is to be turned into a billiard-room.

These improvements practically involve the reconstruction of the whole edifice, excepting the northeast wing, which is now being occupied as the dining-room.

F. W. Rattenbury, of Victoria, drew the plans for the new structure.

## DEATH OF A WINNIPEG PLUMBER.

W. E. Tracy, head of the firm of W. E. Tracy & Co., plumbers, Winnipeg, dropped dead on Tuesday night. He had resided in Winnipeg for the last 19 years. He was a native of Halifax, N.S., and was 52 years of age.

## M'CLARY CO'S NEW VENTURE.

The McClary Manufacturing Co., Limited, London, Ont., has secured control of the Copp Co.'s stove works at Hamilton, which they intend to run for some time at least. The works will be chiefly devoted to the manufacture of furnaces.

## PERSONAL MENTION.

Mr. E. V. Tanner, of the Brandon Binder Twine Co., Brandon, Man., has just finished a prolonged business trip through Southern Manitoba.

Mr. J. B. Curran, manager of the Robertson Hardware Co., Brandon, Man., was in Winnipeg last week on a business trip.

## IN BUSINESS FOR HIMSELF.

Mr. W. J. Wall, who for the last 17 years has been connected with Thomas Robertson & Co., Limited, Montreal, has lately severed his connection with that firm, and is going into business on his own account as manufacturers' agent. He has opened an office at 767 Craig street and made arrangements with some of the leading houses in the United States to represent them in Canada. Mr. Wall says he would be pleased to hear from more manufacturers desiring representation in his district.



**A CORRECTION.**

An error crept into our item of last week announcing the temporary retirement of The Page-Hersey Iron and Tube Co., Montreal. We stated that manufacturing would cease June 1, 1902; this should have read January 1, 1902, the beginning of the year.

It is stated that the new company incorporated as The Canadian Steel and Wire Company is going to locate in Hamilton instead of Brantford, as the latter place has no navigation facilities, and the company intends to import the greater portion of its ore direct by boat. About 300 men will be employed by the concern.

## BUSINESS NEWS

of any kind that is of value to business men supplied by our Bureau. We can give you market quotations from any town in Canada, reports from the city markets, stock quotations, etc. You can get commercial news from any Canadian paper through us.

Write us, giving us particulars of what you want and where you want it from, and we will quote you prices by return.

"Clippings from any Canadian paper on any subject."

**CANADIAN PRESS CLIPPING BUREAU,**

232 McGill Street, MONTREAL, QUE.  
Telephone Main 1255.

10 Front St. East, Toronto. Telephone 2701.

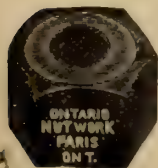
## IRON PIPE and PIPE FITTINGS

For HEATING and LIGHTING.

Special fittings made to order.

**The James Morrison Brass Mfg. Co.**  
TORONTO. LIMITED.

Engineers' and Plumbers' Supplies.



**Ontario Nut Works, Paris**  
**BROWN & CO.**

Manufacturers of  
All sizes of Hot Pressed  
Nuts, Square and Hexagon.

**ONTARIO SILVER CO.,**  
Limited,

**NIAGARA FALLS, CANADA.**

Manufacturers of **FLATWARE, CUTLERY and ELECTRO PLATE.**

Ask for our Catalogue and Quotations.

**A  
Right Happy  
and  
Prosperous New Year  
to  
You All.**

**A. RAMSAY & SON**

PAINT MAKERS

**MONTREAL.**

## LIGHT.

The old-time candle gave light — after a fashion, while the advent of lamps and gas made things a little

## LIGHTER.

But the **Cosmopolitan Incandescent Gas Lamps and Mantles**, or the **Rochester Lamps** for oil, are reckoned as the

## "LIGHTEST"

of all. They give the best possible light attainable, after the light of day.

We keep a complete stock of these goods.

A p.c. will bring you full particulars.

**THE ROCHESTER LAMP CO. OF CANADA**

24 Front St. W., TORONTO



**The Grey and Bruce Portland Cement Company of Shallow Lake, Limited,**

Manufacturers of

**"HERCULES" BRAND OF**

## Portland Cement

Unsurpassed for Sidewalks, Floors, and all work requiring the Highest Grade of Portland Cement.

HEAD OFFICE: OWEN SOUND.

## GASOLINE MANTLES.

5-inch high pressure Gasoline Mantles, the best that have yet been put on the market. We defy competition in the manufacture of these mantles. We also manufacture the "Gloria" Triple-weave and the "United" Single-weave for incandescent gas lights.

Send for Price List.

**The United Incandescent Light Co.,**  
7 Yonge St. Arcade, TORONTO.  
Phone Main 969.



## WHAT IS GOOD-WILL ?

**G**OOD WILL is a term with which every business man is more or less familiar, but there are very few people who understand the meaning of the term in its business sense. This will hardly be wondered at when it is taken into consideration that even the most learned legal authorities differ materially as to the meaning and limitations of the word, one English jurist even going so far as to say that "good-will is a term that can hardly have any precise signification." Lord Eldon, in 1810, defined good-will as being nothing more than the "chance that the old customer will resort to the new place," while Lord Herschell condemns this definition as being entirely too narrow, and looks with favor upon the definition given by another judge, Lord Hatherleigh, who declares good will to mean "every possible advantage that has been acquired by the old firm in the carrying on of its business, whether connected with the premises or with the name of the late firm, or with any other matter carrying with it the benefit of the business."

When we come to look into the questions that crop up when the transferring of good-will is considered, we find that the main question of "What is good will?" does not permit an off-hand interpretation. Thus, for instance, there is one kind of good will that must be kept on a distinct footing, viz.: professional good-will, as, for example, the good-will attached to the business of a lawyer or medical man. It would not at first blush appear that a doctor, whose reputation depends upon his own personal ability, could transfer that reputation to somebody else perhaps not fully qualified for a pecuniary consideration, and therefore one would be inclined to say that there could be no such thing as good will in the business of a medical man. As it happens, however, one can not take up a medical journal without finding several advertisements of doctors offering to sell the good-will of their practice. The good-will in these cases cannot stand for anything more specific than a promise on the part of the retiring physician to do his best to persuade his patients to patronize the new practitioner, and to "say a good word for him" wherever possible.

There is, however, another consideration which enters into professional good will, and that is the promise not to compete with the successor, or to carry on business within a certain radius. If the retiring physician were to open up a new office a few blocks away from the old it is exceedingly probable that, if he were at all popular with his old patients, the latter would be willing to go a few yards out of their way in order to con-

tinue their relations with him, and, therefore, an agreement as to the good-will of a medical man, in almost all cases, contains a stipulation that the retiring practitioner will absolutely withdraw from the locality.

It will be readily seen that this kind of good-will is entirely different in character from the good-will of a grocery, for instance, in the latter case the good-will being entirely local, and being attached to the place alone. Of course, it might happen that even a grocer's personal reputation would be the sole drawing feature about the place, and in that case he will have to exercise his persuasive powers in trying to qualify his successor for the carrying on of the work, in the same manner as does the professional man; but generally speaking the patrons of the corner grocery will continue their patronage, no matter whether it is conducted by Smith or Jones, and we can, therefore, come to the conclusion that still another side of good-will is the good-will of locality.

There is, however, a good-will which does not depend upon locality nor upon introduction, but which is identified with the name and nature of the business. Thus, it matters not to the general public, which is a large consumer of somebody's patent grade of soap, who happens to be in charge of the manufacture of that soap, and so long as the old name of the article is kept up and the quality not deteriorated, the good-will will not be affected to the slightest de-

gree. It is this last kind of good-will which one encounters most frequently in the commercial world. While, of course, the personality of a business man may have something to do with the success of his business, it is generally safe to say that the good-will of the business will not materially suffer by an exchange of owners, and the largest class of good-will, therefore, depends upon the reputation of the name of the business and not of the personality of the business man.

Still a further illustration of this may be seen in the case of a newspaper or periodical which has changed hands. In this instance the circulation of the periodical, of course, constitutes the good-will and, generally speaking, the good-will will not suffer by the change of ownership.

When the question of valuation of good-will is deeply gone into and the legal aspect of the subject is considered in all its branches, it will be readily seen that the question of what really constitutes good-will is one requiring careful and weighty consideration before a solution can be arrived at.—Accountants.

## CATALOGUES, BOOKLETS, ETC.

## THE HUNTING GIRL.

We have just received from The Harrington & Richardson Arms Co., Worcester, Mass., their calendar for 1902, an advertisement that displays pleasing taste. It bears a fac-simile of a pastel drawing of "The Hunting Girl," by Malcolm Stewart, produced in colors. No doubt, many of our readers will be glad to learn they can secure copies of this artistic production by applying to the firm direct, mentioning "Hardware and Metal."

## American Sheet Steel Company

Battery Park Building  
New York

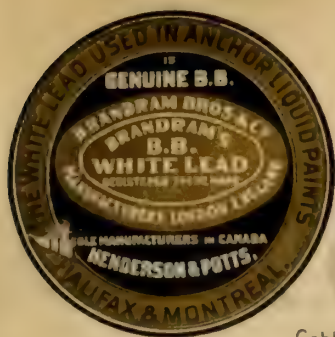
Manufacturers of all varieties of

Iron and Steel Sheets  
Black and Galvanized  
Plain and Painted  
Flat, Corrugated and  
"V" Crimped

Apollo Best Bloom Galvanized  
W. Dewees Wood Company's  
Patent Planished Iron  
W. Dewees Wood Company's  
Refined Smooth Sheets  
Wellsville Polished Steel Sheets

Representatives for Canada  
B. & S. H. Thompson & Company  
26 St. Sulpice Street  
Montreal





# Henderson & Potts.

NOVA SCOTIA PAINT & VARNISH WORKS.

HALIFAX AND MONTREAL

by arrangement with **BRANDRAM BROS. & CO.,** London, England.

SOLE MANUFACTURERS IN CANADA

OF THEIR REGISTERED BRANDS OF WHITE LEAD, ZINC & COLORED PAINTS.



Cable Address: 'HENDERSON'  
A.B.C. Code.

*Halifax and Montreal,* January 2nd, 1902.

## BRANDRAM'S B.B. GENUINE WHITE LEAD IN ANCHOR LIQUID HOUSE PAINTS.

Dear Sir:—

The much increased demand for liquid paints during the past few years clearly shows that the tendency of the day is towards a more general use of ready mixed paints for house painting.

We have made and sold ANCHOR BRAND LIQUID PAINTS for a quarter of century, and they have always met with the commendation of our customers, but we are constantly studying how they can be improved, and have lately come to the conclusion that the one improvement desirable is the use of BRANDRAM'S B.B. GENUINE WHITE LEAD in their manufacture, and have just completed arrangements with Messrs. Brandram Bros. & Co. to use their lead for this purpose.

The merits of B.B. GENUINE WHITE LEAD have long been known. It is, without question the best White Lead made, being unequalled for Whiteness, Fineness and Body, and will cover more surface than any other White Lead Paint.

The introduction of this Lead into ANCHOR LIQUID PAINTS means the making of a ready mixed paint that is as far in advance of other liquid paints as B.B. GENUINE WHITE LEAD is superior to all other White Leads.

We anticipate that this will make a largely increased demand for ANCHOR LIQUID PAINT and we wish you to co-operate with us in pushing the sale of it.

Our advertising matter will be attractive and supplied liberally, and if you do not handle ANCHOR LIQUID PAINT, you should at once apply for the exclusive agency in your town and district. Please write for general information as to price, terms, etc., and state what territory you desire.

From this date ANCHOR LIQUID PAINTS will have a top label on the cans, like the one shown above, our guarantee of the highest quality of Liquid Paint obtainable.

Yours truly,

HENDERSON & POTTS.



CANADIAN HARDWARE AND METAL.

ESTABLISHED 1874.

# HENDERSON & POTTS

Halifax and Montreal.

"ANCHOR" WHITE LEAD AND ZINC PAINT

"ANCHOR" COLORED PAINTS IN OIL

"ANCHOR" LIQUID HOUSE PAINTS

"ANCHOR" FLOOR AND ROOFING PAINTS

"ANCHOR" VARNISHES FOR ALL PURPOSES

"ANCHOR" LACQUERS, BLUE AND GOLD FOR CANNERS

"ANCHOR" JAPAN AND DRYERS

"ANCHOR" CARRIAGE GLOSS PAINTS

"ANCHOR" PURE COLORS IN OIL

"ANCHOR" SUPERFINE COLORS IN JAPAN

"ANCHOR" MARBLEINE WALL TINTS

"ANCHOR" STRAW HAT ENAMEL

ETC., ETC., ETC.



Sole Manufacturers in Canada of



BRANDRAM BROS. & Co's  
LONDON, ENGLAND

B. B.  
GENUINE WHITE LEAD.

Brandram's Genuine B. B. is the BEST WHITE LEAD MADE.

It is unequalled for whiteness, fineness and durability, and will cover more surface than any other White Lead Paint.

Our prices for Brandram's White Leads for 1902 will be lower than ever before.

SEND FOR QUOTATIONS.



## ELEVATOR CASE SETTLED.

At the non-jury sittings at Woodstock, before Justice Ferguson, the case of the Town of Goderich vs. The Goderich Elevator Co. was settled. The matter in dispute between the two parties was some \$7,000 interest which had accrued during the delay in getting a deep channel to the elevator. As neither party wanted to foot the bill, the case was brought into court, and, upon the advice of the judge, it was finally agreed that the company would assume \$2,500 thereof and the town the balance. So it was arranged that on February 1, 1902, the company will pay the town \$52,500, being the \$50,000 in stock temporarily taken in the elevator company, together with the company's share of the interest. The town will then guarantee the bonds of the company to the extent of \$50,000, besides giving them 10 years tax exemption, excepting school taxes, free water and fire protection.

**MAY MEET IN WINNIPEG.**

On the suggestion of F. W. Thompson, vice-president of the Canadian Manufacturers' Association, prominent Winnipeg business men are making efforts to have the next annual meeting of the association held in that city. W. Georgeson, president of the Winnipeg Board of Trade, E. L. Drewry, and Mayor Arbutnot are all interested and will leave nothing undone to induce the association to fall in line with their suggestion.

**BOGUS UNITED STATES DOLLARS.**

During the Christmas rush some person or persons have caused bogus United States dollars to be extensively circulated throughout Toronto. They are of good color and ring well, but are light in weight and will not stand the acid test.

It is said that James Tinglaw, of Clarkleigh, is opening up a general store half way between Clarkleigh and Seamo, Man.

# FOR THE BATHROOM

# Bathroom Or Household Scale.

This scale is iron and brass throughout; nickel-plated sliding poise beam; with or without measuring rod.

*Finished in Pale Blue,  
White and Gold, or  
Imitation Oak.*

**AN IDEAL SCALE FOR HOME USE.**

**Send for Prices and Catalogues.**

# THE FAIRBANKS COMPANY

749 Craig Street,

**MONTREAL.**



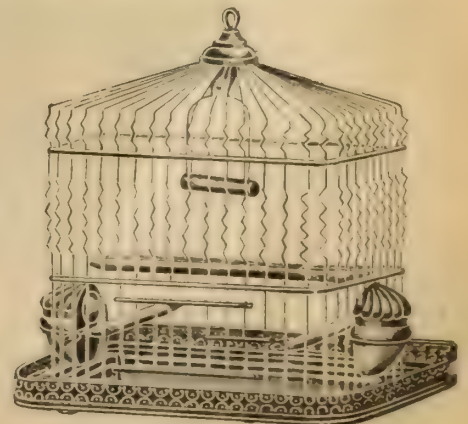
We manufacture an extensive  
line of \_\_\_\_\_

# Refrigerators AND Bird Cages

**Write for Catalogue and Discounts.**

# HEINZ & MUNSCHAUER

**BUFFALO, N.Y., U.S.A.**





## MANITOBA MARKETS.

WINNIPEG, December 21, 1901.

THE week has shown an exceptionally good sorting trade for all lines of goods suitable for Christmas trade and there has been a fair demand for staples.

No change in price has occurred for the week, although news from the outside would indicate changes in the near future.

Paints, oil and glass are all in limited demand at the same prices as last week.

The tendency to advance linseed oil in other markets is not expected to have any effect here.

A number of retail hardware houses seen during the week report an excellent Christmas trade. They further state that it has begun earlier and the demand has been for a more expensive line of goods, such as cabinets of cutlery and the like, hot-water kettles, silverware, and also a great run on skates and hockey sticks. We quote:

|                                           |               |
|-------------------------------------------|---------------|
| Barbed wire, 100 lb.                      | \$3 30        |
| Plain twist                               | 3 40          |
| Staples                                   | 3 95          |
| Oiled annealed wire                       | 10 3 95       |
| "                                         | 11 4 00       |
| "                                         | 12 4 05       |
| "                                         | 13 4 20       |
| "                                         | 14 4 35       |
| "                                         | 15 4 45       |
| Wire nails, 30 to 60 dy, keg.             | 3 55          |
| " 16 and 20                               | 3 65          |
| " 10                                      | 3 65          |
| " 8                                       | 3 75          |
| " 6                                       | 3 80          |
| " 4                                       | 3 95          |
| " 3                                       | 4 20          |
| Cut nails, 30 to 60 dy.                   | 3 25          |
| " 20 to 40                                | 3 30          |
| " 10 to 16                                | 3 35          |
| " 8                                       | 3 40          |
| " 6                                       | 3 45          |
| " 4                                       | 3 55          |
| " 3                                       | 3 90          |
| Horsenails, 45 per cent. discount.        |               |
| Horseshoes, iron, No. 0 to No. 1.         | 4 65          |
| No. 2 and larger                          | 4 40          |
| Snow shoes, No. 0 to No. 1.               | 4 90          |
| No. 2 and larger                          | 4 40          |
| Steel, No. 0 to No. 1.                    | 4 95          |
| No. 2 and larger                          | 4 70          |
| Bar iron, \$2.70 basis.                   |               |
| Swedish iron, \$5.00 basis.               |               |
| Sleigh shoe steel                         | 3 25          |
| Spring steel                              | 3 25          |
| Machinery steel                           | 3 75          |
| Toolsteel, Black Diamond, 100 lb.         | 8 50          |
| Jessop                                    | 13 00         |
| Sheetiron, black, 10 to 20 gauge, 100 lb. | 3 50          |
| 20 to 26 gauge                            | 3 75          |
| 28 gauge                                  | 4 00          |
| Galvanized American, 16 gauge.            | 2 79          |
| 18 to 22 gauge                            | 4 75          |
| 24 gauge                                  | 5 00          |
| 26 gauge                                  | 5 25          |
| 28 gauge                                  | 5 50          |
| Genuine Russian, lb.                      | 12            |
| Imitation "                               | 8             |
| Tinned, 24 gauge, 100 lb.                 | 7 75          |
| 26 gauge                                  | 8 00          |
| 28 gauge                                  | 8 50          |
| Tinplate, IC charcoal, 20 x 28, box       | 11 00         |
| " IX                                      | 13 00         |
| " IXX                                     | 15 00         |
| Ingot tin.                                | 33            |
| Canada plate, 18 x 21 and 18 x 24         | 3 75          |
| Sheet zinc, cask lots, 100 lb.            | 7 00          |
| Broken lots                               | 7 50          |
| Pig lead, 100 lb.                         | 6 00          |
| Wrought pipe, black up to 2 inch.         | 50 an 10 p.c. |
| Over 2 inch.                              | 50 p.c.       |

|                                          |                   |
|------------------------------------------|-------------------|
| Rope, sisal, 7-16 and larger             | \$13 00           |
| " 3/4                                    | 13 50             |
| " 1/2 and 5-16                           | 13 75             |
| Manila, 7-16 and larger                  | 16 00             |
| " 3/4                                    | 16 50             |
| " 1/2 and 5-16                           | 17 00             |
| Solder                                   | 20                |
| Cotton Rope, all sizes, lb.              | 17                |
| Axes, chopping                           | \$ 7 50 to 12 00  |
| " double bits                            | 12 00 to 18 00    |
| Screws, flat head, iron, bright.         | 87 1/2            |
| Round "                                  | 82 1/2            |
| Flat " brass                             | 80                |
| Round " "                                | 75                |
| Coach                                    | 57 1/2 p.c.       |
| Bolts, carriage                          | 50 p.c.           |
| Machine                                  | 50 p.c.           |
| Tire                                     | 60 p.c.           |
| Sleigh shoe                              | 65 p.c.           |
| Plough                                   | 40 p.c.           |
| Rivets, iron                             | 50 p.c.           |
| Copper, No. 8                            | 35                |
| Spades and shovels                       | 40 p.c.           |
| Harvest tools                            | 70 p.c.           |
| Axe handles, turned, s. g. hickory, doz. | \$2 50            |
| No. 1                                    | 1 50              |
| No. 2                                    | 1 25              |
| Octagon extra                            | 1 75              |
| No. 1                                    | 1 25              |
| Files common                             | 70, and 10 p.c.   |
| Diamond                                  | 60                |
| Ammunition, cartridges, Dominion R.F.    | 50 p.c.           |
| Dominion, C.F., pistol                   | 30 p.c.           |
| " military                               | 15 p.c.           |
| American R.F.                            | 30 p.c.           |
| C.F. pistol                              | 5 p.c.            |
| C.F. military                            | 10 p.c. advance.  |
| Loaded shells:                           |                   |
| Eley's soft, 12 gauge black              | 16 50             |
| chilled, 12 gauge                        | 18 00             |
| soft, 10 gauge                           | 21 00             |
| chilled, 10 gauge                        | 23 00             |
| Shot, Ordinary, per 100 lb.              | 6 25              |
| Chilled                                  | 6 75              |
| Powder, F.F., keg                        | 4 75              |
| F.F.G.                                   | 5 00              |
| Tinware, pressed, retinned               | 75 and 2 1/2 p.c. |
| plain                                    | 70 and 15 p.c.    |
| Graniteware, according to quality        | 50 p.c.           |

## PETROLEUM.

|                      |           |
|----------------------|-----------|
| Water white American | 25 1/2 c. |
| Prime white American | 24 c.     |
| Water white Canadian | 22 c.     |
| Prime white Canadian | 21 1/2 c. |

## PAINTS, OILS AND GLASS.

|                                                                             |                  |
|-----------------------------------------------------------------------------|------------------|
| Turpentine, pure, in barrels                                                | \$ 62            |
| Less than barrel lots                                                       | 67               |
| Linseed oil, raw                                                            | 84               |
| Boiled                                                                      | 87               |
| Lubricating oils, Eldorado castor                                           | 27 1/2           |
| Eldorado engine                                                             | 26 1/2           |
| Atlantic red                                                                | 29 1/2           |
| Renown engine                                                               | 41               |
| Black oil                                                                   | 19 1/2           |
| Cylinder oil (according to grade)                                           | 55 to 74         |
| Harness oil                                                                 | 65               |
| Neatsfoot oil                                                               | \$ 1 00          |
| Steam refined oil                                                           | 85               |
| Sperm oil                                                                   | 2 00             |
| Castor oil                                                                  | 11 1/2           |
| Glass, single glass, first break, 16 to 25                                  |                  |
| united inches                                                               | 2 50             |
| 26 to 40                                                                    | 2 75             |
| 41 to 50                                                                    | 6 00             |
| 51 to 60                                                                    | 6 50             |
| 61 to 70                                                                    | 7 00             |
| Putty, in bladders, barrel lots                                             | per lb.          |
| keys                                                                        | 2 1/2            |
| White lead, pure                                                            | per cwt. 6 50    |
| No. 1                                                                       | 6 00             |
| Prepared paints, pure liquid colors, according to shade and color, per gal. | \$1.30 to \$1.90 |

## NOTES.

The N. W. O. T. are holding the annual meeting for the election of officers this evening.

W. G. McFarlane, of the Marshall-Wells Company has gone to spend the holidays at the headquarters of the company at Duluth. Mr. McFarlane has fairly recovered from his recent bad attack of typhoid fever.

## TRUSTS IN ANCIENT INDIA.

WE live in an age of trusts. By most people they have been thought a product of the rapacious trading spirit of our American cousins, but this, it seems, is not fair to our American cousins, their origin being really far more ancient than anything American. A letter recently sent by a Sanskrit scholar to The Frankfurter Zeitung, states that "Trusts" were known to the natives of ancient India, for the Yajnavalkya (II. 249), the code of law with which the Manu forms even at the present time the basis of the law administered to the natives in Indian courts, contains the following directions: "The highest money-fine is to be applied to people who unite and fix the prices of products to the detriment of artisans and artists, although they are well aware of the rising and falling of prices. The same fine is also to be applied to all merchants who exclude merchandise by a wrong price, or are selling the same at the latter." The Yajnavalkya law-book was introduced about 300 years A.C., and the part quoted above fully shows how advanced was the economic life of the ancient Indians even in those early times. Incidentally it also furnishes, in regard to the prohibition of trusts, an interesting sidelight on the school of thought at the age referred to. Verily, there is nothing new under the sun.—Commercial Intelligence, London.

## THE LINSEED CROP IN ARGENTINE.

THE Minister of Agriculture, at Washington, D.C., has published statistics of the linseed crop in the Argentine Republic, up to July 15, 1901, which appear in The Bureau of The American Republics.

In the six Argentine Provinces, Buenos Ayres, Santa Fe, Entre Rios, and Cordoba there was a total of 554,497 hectares, equivalent to 1,380,162 acres of linseed under crop. The total yield was 389,953 tons, an average of about 565 lb. to the acre.

The satisfactory returns from the last linseed crop in the Argentine Republic, as well as the large increase in the acreage planted, render of interest the figures relative to the cost of the production of this seed in the fertile Province of Entre Rios. From the result of observations made by a scientific agricultural engineer during a voyage through that Province, the cost of production of linseed on the banks of the Panama river, was found, when the preparation of the soil, the planting, the harvesting and the rental or interest on the land was taken into consideration, to be 48.50 pesos per hectare. For the seed, 9 pesos per 100 kilograms was received, which, at a yield of 1,000 kilograms per hectare, would be 90 pesos. The profit, therefore, would be 41.50 pesos per hectare, which is equivalent to a gain of \$16.23 per acre.

The cost of raising linseed is but little greater than the cost of raising wheat, but as the selling price of linseed is higher, the farmer is better paid in cultivating that product if the agricultural situation is such as to allow it. At the same price the cultivation of wheat is more profitable than that of linseed, not only on account of the greater weight of the crop, but also because it exhausts the soil less.



# HOSE

WE have the nicest set of Hose samples ever shown to the Canadian trade. Don't fail to see them.

**GARDEN  
STEAM  
SUCTION  
ETC.**

WE make Hose of all kinds for all purposes. Our equipment is the most modern and our goods are perfection.

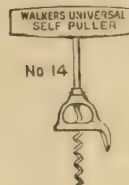
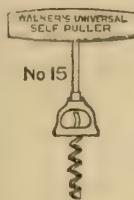
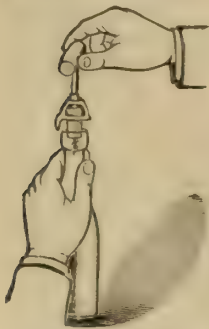
Send for samples and quotations.

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**THE DURHAM RUBBER CO., LIMITED**

Bowmanville, Ont.

See! You Don't  
Have to Pull.  
A Child Can Do It.



## Walker's Self-Pulling Cork Screws

Made of Crucible Steel, Nickel Plated, Polished Apple Wood Handles.

EVERY ONE TESTED AND GUARANTEED. Several imitations on the market, but none as good.

Mfrd. only by **ERIE SPECIALTY CO., Erie, Pa., U.S.A.**

## Handles and Wood Turnings

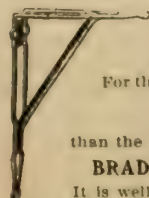
Established 1876.

Comprising Axe, Pick, Sledge, Fork, Hammer, Shovel, Broom, and all kinds of Tool Handles. Also Field Hay Rakes, Horse Pokes, Hockey Sticks, Pike Poles, Cant Hook Stocks and Peavies, and all other kinds of Wood Turnings.

Write for Catalogue and Price List.

**J. H. STILL MFG. CO., St. Thomas, Ont.**

*Standard Paint & Varnish Works  
Limited  
Makers of High Grade  
Varnishes, Lacquers,  
Paints, Colors & Enamels.  
Windsor, Ont.*



### Will Hold Up a Shelf!

That's what a shelf bracket is for.

For this purpose there can be

**NOTHING BETTER  
NOTHING CHEAPER**

than the . . .

**BRADLEY STEEL SHELF BRACKET**

It is well Japanned, Strong and Light. The saving in freight is a good profit, aside from the lower price at which the goods are sold.

Order direct or through your jobber.

**ATLAS MFG. CO., New Haven, Conn., U.S.A.**

CANADIAN ADVERTISING is best done by THE E. DESBARATS ADVERTISING AGENCY MONTREAL.

Watch our ad. in next issue, or write to us for particulars on our patented

**Automatic Door Strip and Weather Strip**

Specially adapted for cold climates and takes the place of the inner window.

**HELMS & HELMS, 148-50 Willow St., PHILADELPHIA.**



**BUSINESS CHANGES.****DIFFICULTIES, ASSIGNMENTS, COM-PROMISES.**

**T**HE National Iron Works, Limited, Wingham, Ont., have assigned to Wm. Clegg, and the creditors held a meeting on December 26. The application for a winding up order has been enlarged.

H. Desmaris, general merchant, Marieville, Que., is offering to compromise.

The creditors of M. Lefebvre, contractor, Laprairie, Que., demand an assignment.

The assignee of the estate of E. P. Forbes, Halifax, N.S., is advertising for tenders.

Lamarre & Galaise are curators of Mrs. Zenaide Poulin, general merchant, Ste. Brigitte des Saults, Que.

Arsene Charlebois, general merchant, Point Claire, Que., has filed a contestation of demand of assignment.

Alexander Bros., general merchants, and lobster factory, Port Daniel, Que., have assigned to Chartrand & Turgeon.

E. R. C. Clarkson has been appointed permanent liquidator of The Diamond Machine and Screw Co., Limited, of Toronto.

W. C. Parker and John Coons, bicycle merchants, and proprietors of The Guelph Steam Laundry, Guelph, Ont., have assigned to Hugh C. McMillan.

**PARTNERSHIPS FORMED AND DIS-SOLVED.**

Hayes & Jones, electric supplies, Chatham, Ont., have dissolved.

Dagenais & Leonard, carriagemakers, Montreal, have dissolved. Napoleon Leonard has now registered as continuing.

Campbell & Co., general merchants, Makinak, Man., have dissolved. D. Smith retires while Campbell Bros. continue.

**SALES MADE AND PENDING.**

Wm. Edwards, blacksmith, Edgar, Ont., is advertising his business for sale.

Wilson & Clingan, general merchants, Eikhorn, Man., are giving up business.

The assets of J. B. Paquette, general merchant, Riviere a Pierre, Que., were sold on December 21.

The assets of A. M. Bechard, general merchant, Beauce Junction, Que., were sold on December 26.

The assets of G. Guimond & Co., general merchants, Ste. Angele, Que., were to be sold on December 27.

The stock of Cyprien Dionne, general merchant, Fraserville, Que., has been sold at 53c. on the dollar.

**CHANGES.**

Mrs. Phileas Noel has registered for Adelaide Foisy, sewing machine agent, Montreal.

J. Home & Co., general merchants, Weyburn, N.W.T., are adding agricultural implements.

Norman Brownlee, of Brownlee Bros., general merchants, Radford, Que., is now at Shawville, Que.

Woolf, Hammer & Co., general merchants, Cardston, N.W.T., have adopted the style of The Cardston Mercantile Company.

The stock of J. J. Maranda & Frere, general merchants, St. Raymond, Que.,

has been sold at 66c. on the dollar to N. Piche & Fils.

The Garth Co., gas and steam fitters, have registered at Montreal.

The Hodgson Iron and Tube Co., Montreal, has applied for a charter.

The Montreal and St. Lawrence Light and Power Co., Montreal, has registered.

F. Bodkin, agricultural implement agent, Dresden, Ont., is succeeded by J. M. McGuire.

**FIRES.**

Kerr & Coombes lost their factory at Hamilton, Ont., by fire. The insurance covers the loss.

**DEATHS.**

John Riddle, Slater street, St Thomas, Ont., is dead.

**"ANNALS OF A QUIET NEIGHBORHOOD."**

A little excitement was caused the other evening in the neighborhood of Belmont Park, Montreal. About nine o'clock the passers-by noticed a figure which was distinctly silhouetted against the cotton blind swinging to and fro in a bedroom on the second floor of a fashionable boarding house. It was thought to be that of a person who was 'non compos mentis,' or that he was in the act of hanging, the swings being violent in the extreme. At length the gathering crowd could stand the suspense no longer, so they rang the door bell and rushed past the astonished landlady, who opened the door, and ran pell mell with a roar like the supers in the battle scene of "Henry V.," upstairs to the second floor of the front room: there the cause for alarm was easily explained. The occupant was found sitting in a chair breathless. It seems he is a professional reciter, and was engaged to appear at the Canada Paint Co.'s travellers' banquet, at the Windsor Hotel, Montreal, and intended to give "Curfew Shall Not Ring To-Night." To imitate the heroine in the poem, who swings to and fro, holding on to the clapper, crying "Curfew shall not ring to-night," the reciter had rigged a "Silver Lake" sash cord to a strong chandelier hook in the ceiling and following the example of the late Mrs. Scott-Siddors, he was (little dreaming what a commotion he was creating on the street), performing the feat with pendulum-like regularity, declaiming loudly, "Curfew shall not ring to night!"—Montreal Witness, December 20, 1900.

**A VISIT FROM PAINT MEN.**

Mr. H. A. Sherwin, president, and Mr. W. H. Cottingham, general manager of the Sherwin-Williams Co., passed through Toronto on their way to Cleveland after visiting the headquarters of the Canadian business in Montreal. They report business good in connection with the different branches that they have just been visiting, and are contemplating still further additions to their Montreal factory, to take care of their rapidly-increasing business.

**SEASON 1902****Start The****New Year****Right**

and reserve your orders for

THE

**CANADA****PAINT****COMPANY**

We increased our number of customers largely this year, and expect to add to their number for 1902.

Once you have

THE

**CANADA****PAINT****COMPANY'S**

brands you will be content.







# JOSEPH RODGERS & SONS

SHEFFIELD, ENGLAND.

Each blade of our Goods bears the exact mark here represented.

JAMES HUTTON & CO., MONTREAL

SOLE AGENTS  
IN CANADA.



## HARDWARE.

### Ammunition.

Cartridges.  
B. B. Caps Dom. 50 and 5 per cent.  
Rim Fire Pistol, dia. 40 p. c. Amer.  
Rim Fire Cartridges, Dom., 50 and 5 p. c.  
Central Fire Pistol and Rifle, 10 p. c. Amer.  
Central Fire Cartridges, pistol sizes Dom.  
30 per cent.

Central Fire Cartridges, Sporting and Military, Dom., 15 per cent.  
Central Fire, Military and Sporting, Amer., add 5 p. c. to list. B. B. Caps, discount 40 per cent. Amer.

Loaded and empty Shells, "Trap" and "Dominion" grades, 25 per cent. Rival and Nitro, 10 p. c. advance on list.  
Brass Shot Shells, 55 per cent.  
Primers, Dom., 30 per cent.; American, \$1.60.

Wads per lb.  
Best thick white felt wadding, in 1/4 lb. bags, 1 00

Best thick brown or grey felt wads, in 1/4 lb. bags, 70

Best thick white card wads, in boxes of 500 each, 12 and smaller gauges, 0 99

Best thick white card wads, in boxes of 500 each, 10 gauge, 0 35

Best thick white card wads, in boxes of 500 each, 8 gauge, 0 55

Thin card wads, in boxes of 1,000 each, 12 and smaller gauges, 0 20

Thin card wads, in boxes of 1,000 each, 10 gauge, 0 25

Thin card wads in boxes of 1,000 each, 8 gauge, 0 25

Chemically prepared black edge grey cloth wads, in boxes of 250 each—

11 and smaller gauge, 0 60

9 and 10 gauges, 0 70

7 and 8 gauges, 0 90

5 and 6 gauges, 1 10

Superior chemically prepared pink edge, best white cloth wads, in boxes of 250 each—

11 and smaller gauge, 1 15

9 and 10 gauges, 1 40

7 and 8 gauges, 1 65

5 and 6 gauges, 1 90

Adzes.  
Discount, 20 per cent.

Anvils.  
Wright's, 80-lb. and over, 0 10 3/4

Hay Budden, 80-lb. and over, 0 09 3/4

Brooks, 0 11 3/4

Augers.  
Gilmore's, discount 65 and 5 p. c. off list.

Axes.  
Chopping Axes  
Single bit, per doz, 5 50 10 00

Double bit, 11 00 18 00

Bench Axes, 40 p. c.

Broad Axes, 25 per cent.

Hunters' Axes, 5 50 6 00

Boy's Axes, 5 75 6 75

Splitting Axes, 6 50 12 00

Handled Axes, 7 00 10 00

Axle Grease.  
Ordinary, per gross, 5 75 6 00

Best quality, 13 00 15 00

Bath Tubs.  
Zinc, 6 00

Copper, discount 15 p. c. off revised list

Baths.  
Standard Enamelled.  
5 1/2-inch rolled rim, 1st quality, 25 00

2nd, 21 00

Anti-Friction Metal.  
"Tandem" A, per lb., 0 27

"B", 0 21

"C", 0 11 3/4

Magnolia Anti-Friction Metal, per lb., 0 25

Frictionless metal, per lb., 0 23

Phosphoric, 6 to 30

SYRACUSE SMELTING WORKS.  
Aluminum, genuine, 0 45

Dynalene, 0 29

Special, 0 25

Aluminum, 99 p. c. pure "Syracuse", 0 50

Bells.  
Hand.  
Brass, 60 per cent.

Nickel, 55 per cent.

Cow.  
American make, discount 66 2/3 per cent.  
Canadian, discount 45 and 50 per cent.

Door.  
Gongs, Sargent's, 5 50 8 00

Peterboro', discount 45 per cent.

Farm.  
American, each, 1 25 3 00

House.  
American, per lb., 0 35 0 40

Bellows.  
Hand, per doz., 3 35 4 75

Moulders', per doz., 7 50 10 00

Blacksmiths', discount 40 per cent.

Beltting.  
Extra, 60 per cent.

Standard, 60 and 10 per cent.

No. 1, not wider than 6 in., 50 10 and 10 p. c.

Agricultural, not wider than 4 in., 75 p. c.

Bits.  
Auger.  
Gilmore's, discount 60 and 5 per cent.

Rockford, 50 and 10 per cent.

Jennings' Gen., net list.

Car.  
Gilmore's, 47 1/2 to 50 per cent.

Expansive.  
Clark's, 40 per cent.

Gimlet.  
Clark's, per doz., 0 65 0 90

Diamond, Shell, per doz., 1 00 1 50

Nail and Spike, per gross, 2 25 5 20

Blind and Bed Staples.  
All sizes, per lb., 0 07 3/4 0 12

Bolts and Nuts. Per cent.  
Carriage Bolts, common (\$1 list), 55 and 5

" " full square (\$2.40 list) 60 and 5

" " Norway iron (\$3 list) 60 and 5

Machine Bolts, all sizes, 55 and 5

Plough Bolts, 55 and 5

Blank Bolts, 60

Bolt Ends, 60

Sleigh Shoe Bolts, 70

Coach Screws, cone point, 70

Nuts, square, all sizes, 3 p. c. per lb. off.

Nuts, hexagon, all sizes, 40 p. c. per lb. off.

Stove rods, per lb., 5 p. c. to 60.

Nuts, in 50 lb. lots 1/4 c. per lb. extra in less than 50 lb. lots, 1/4 c. extra.

Boot Calks.  
Small and medium, ball, per M., 4 25

Small heel, per M., 4 50

Bright Wire Goods.  
Discount, 62 1/2 per cent.

Broilers.  
Light, dia., 65 to 67 1/2 per cent.

Reversible, dia., 65 to 67 1/2 per cent.

Vegetable, per doz., dia. 37 1/2 per cent.

Henis, No. 8, 6 00

Henis, No. 9, 7 00

Queen City, 7 50 0 00

Butchers' Cleavers.  
German, per doz., 6 00 11 00

American, per doz., 12 00 20 00

Building Paper, Etc.  
Tarred felt, per 100 lb., 1 70

Ready roofing, 2-ply, not under 41 lb. per roll, 85

Ready roofing, 3-ply, not under 65 lb. per roll, 1 10

Carpet felt, per ton, 45 00

Dry sheathing, per roll, 400 sq. ft., 45

Tar sheathing, " " " 55

Dry fibre, " " " 55

Tarred fibre, " " " 55

O. K. & I. X. L., " " " 50

Resin-sized, " " " 40

Oiled sheathing, " " " 1 10

" " " 400 " 70

R. of coating, in barrels, per gal., 17

Reti-ed tar, per barrel, 4 50

Coal tar, " " " 4 00

C. al tar, less than barrels, per gal., 15

Roofing pitch, per 100 lb., 85

Bull Rings.  
Copper, \$2.00 for 2 1/2 in. and \$1.90 for 2 in.

Butts.  
Wrought Brass, net revised list

Cast Iron.  
Loose Pin, dia., 60 per cent.

Wrought Steel.  
Fast Joint, dia. 65, 10 and 2 1/2 per cent.

Loose Pin, dia. 65, 10 and 2 1/2 per cent.

Berlin Bronzed, dia. 70, 70 and 5 per cent.

Gen. Bronzed, per pair, 0 40 0 65

Carpet Stretchers.  
American, per doz., 1 00 1 50

Bullard's, per doz., 6 50

Castors.  
Bed, new list, dia. 55 to 57 1/2 per cent.

Plate, dia. 52 1/2 to 57 1/2 per cent.

Cattle Leaders.  
Nos. 31 and 32, per gross, 8 50 9 50

Cement.  
Canadian Portland, 2 25 2 75

English, 3 00 3 15

Belgian, 2 50 2 75

Canadian hydraulic, 1 25 1 50

Chalk.  
Carpenters Colored, per gross, 0 45 0 75

White lump, per cwt., 0 60 0 65

Red, 0 05 0 06

Crayon, per gross, 0 14 0 18

Chisels.  
Socket, Framing and Firmer.

Broad's, dia. 70 per cent.

Warnock's, dia. 70 per cent.

P. S. & W. Extra 60, 10 and 5 p. c.

Churns.  
Revolving Churns, metal frames—No. 0, \$8—

No. 1, \$8.50—No. 2, \$9.00—No. 3, \$10.00—

No. 4, \$12.00—No. 5, \$16.00 each. Ditto,

wood frames—20c. each less than above.

Discounts: Delivered from factories, 56 p. c.; from stock in Montreal, 54 p. c.

Terms, 4 months or 3 p. c. cash in 30 days.

Clips.  
Axle dia. 65 per cent.

Closets  
Plain Ontario Syphon Jet, 16 00

Emb. Ontario Syphon Jet, 17 00

Fittings net, 1 00

Plain Teutonic Syphon Washout, 10 00

Emb. Teutonic Syphon Washout, 11 00

Fittings net, 1 25

Low Down Teutonic, plain, 16 00

embossed, 17 00

Plain Richelieu net, 3 75

Emb. Richelieu net, 4 00

Fittings net, 1 25

Low Down Out. Sy. Jet, plain net, 19 50

emb'd. net, 20 50

Closet connection net, 1 25

Basins, round, 14 in., 1 00

oval, 17 x 14 in., 2 50

19 x 15 in., 3 75

Discount 40 p. c., except on net figures.

Compasses, Dividers, Etc.  
American, dia. 62 1/2 to 65 per cent.

Cradles, Grain.  
Canadian, dia. 25 to 33 1/2 per cent.

Crosscut Saw Handles.  
S. & D., No. 3, per pair, 17 1/2

" " 5, 22 1/2

" " 6, 15

Boynton pattern, 20

Door Springs.  
Torrey's Rod, per doz., (15 p. c.) 2 00

Coil, per doz., 0 88 1 60

English, per doz., 2 00 4 00

Draw Knives.  
Coach and Wagon, dia. 50 and 10 per cent.

Carpenters, dia. 70 per cent.

Drills.  
Hand and Breast.

Miller's Falls, per doz. net list.

DRILL BITS.  
Morse, dia. 37 1/2 to 40 per cent.

Standard dia. 50 and 5 to 55 per cent.

Faucets.  
Common, cork-lined, dia. 35 per cent.

ELBOWS. (Stovepipe.) per doz.

5 and 6-inch, common, 1 20

7-inch, 1 35

Polished, 15c. per doz. extra.

ESCUTCHEONS.  
Discount, 45 per cent.

ESCUTCHEON PINS.  
Iron, discount 40 per cent.

## FACTORY MILK CANS.

Discount off revised list, 40 per cent.

### FILES AND RASPS.

Great Western, 70 and 10 per cent.

Arcade, 70 " 10 "

Kearney & Foot, 70 " 10 "

Dieston's, 70 " 10 "

American, 70 " 10 "

J. Barton Smith, 70 " 10 "

McClellan, 70 " 10 "

Eagle, 70 " 10 "

Nicholson, 60 and 10 to 60, 10 and "

Royal, 80

Black Diamond, 60 and 10 to 60, 10 and 5 p. c.

Jowitt's, English list, 25 to 27 1/2 per cent.

Nicholson File Co's "Simplicity" file handle, per gross, 85c. to \$1.50.

GLASS—Window—Box Price.

Star D. Diamond

Size United Per Per Per Per

Inches 50 ft. 100 ft. 50 ft. 100 ft.

Under 26, 2 20 4 25 6 25

26 to 40, 2 40 4 65 6 75

41 to 50, 5 10 7 50

51 to 60, 5 35 8 50

61 to 70, 5 75 9 70

71 to 80, 6 25 11 00

81 to 85, 7 00 12 55

86 to 90, 7 75 15 00

91 to 95, 7 75 17 50

96 to 100, 20 50

101 to 105, 24 00

106 to 110, 27 50

GAUGES  
Marking, Mortise, Etc.

Stanley's dia. 50 to 55 per cent.

Wire Gauges.  
Winn's, Nos. 26 to 33, each, 1 65 2 40

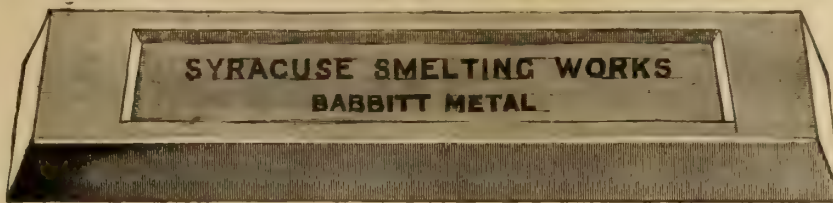
HALTERS.  
R



## USE PHOSPHORINE BABBITT METAL

It is the new discovery. Ask for particulars.

It is the only Anti-Friction Metal known to be chemically pure.



For Paper and Pulp Mills, Saw and Wood Working Machinery, Cotton and Silk Mills, Dynamos, Marine Engines, and all kinds of Machinery Bearings.

Wire, Triangular and Bar Solder, Pig Tin, Lead, Ingot Copper, Ingot Brass, Antimony, Aluminum, Bismuth, Zinc Spelter, Phosphor Tin, Phosphor Bronze, Nickel, etc., always in stock.

CANADIAN WORKS, MONTREAL, P.Q.  
AMERICAN " SYRACUSE, N.Y.

## Syracuse Smelting Works

|                                                |                    |                                                 |               |                                                   |            |                                                 |                     |
|------------------------------------------------|--------------------|-------------------------------------------------|---------------|---------------------------------------------------|------------|-------------------------------------------------|---------------------|
| <b>HINGES.</b>                                 |                    | <b>Padlock</b>                                  |               | <b>PRESSED SPIKES.</b>                            |            | <b>Wood, R. H., " dis. 75 and 10 p.c.</b>       |                     |
| Blind, Parker's, dis. 50 and 10 to 60 per cent |                    | English and Am. per doz....                     | 50 6 00       | Discount 22 1/2 per cent.                         |            | " F.H., bronze, dis. 75 p.c.                    |                     |
| Heavy T and strap, 4-in., per lb....           | 0 06 1/2           | Scandinavian, " " " 1 00                        | 2 40          | <b>PULLEYS.</b>                                   |            | " R.H. " 70 p.c.                                |                     |
| " " 5-in., " " " 0 06 1/2                      |                    | Eagle, dis. 20 to 25 p.c.                       |               | Hothouse, per doz.....                            | 0 55 1 00  | Drive Screws, 87 1/2 and 10 percent.            |                     |
| " " 6-in., " " " 0 06                          |                    | <b>MACHINE SCREWS.</b> Iron and Brass.          |               | Axle.....                                         | 0 22 0 33  | Bench, wood, per doz.....                       | 3 25 4 00           |
| " " 8-in., " " " 0 05 1/2                      |                    | Flat head discount 25 p.c.                      |               | Screw.....                                        | 0 27 1 00  | " Iron.....                                     | 4 25 5 75           |
| " " 10-in., " " " 0 05 1/2                     |                    | Round Head discount 20 p.c.                     |               | Awning.....                                       | 0 35 2 50  | Set, Case hardened, 60 per cent.                |                     |
| Light T and strap, dis. 65 and 5 per cent.     |                    | <b>MALLETS.</b>                                 |               | <b>PUMPS.</b>                                     |            | Square Cap, 50 and 5 per cent.                  |                     |
| Screw hook and hinge—                          |                    | Tinsmiths' per doz.....                         | 1 25 1 50     | Canadian cistern.....                             | 1 80 3 60  | Hexagon Cap, 45 per cent.                       |                     |
| 6 to 10 in., per 100 lbs....                   | 4 25               | Carpenters', hickory, per doz                   | 1 25 3 75     | Canadian pitch-r spout.....                       | 1 40 2 10  | <b>SCYTHES.</b>                                 |                     |
| 12 in. up, per 100 lbs....                     | 3 25               | Lignum Vitae, per doz.....                      | 3 85 5 00     | <b>PUNCHES.</b>                                   |            | Per doz, net.....                               | 9 00                |
| Spring.....                                    | 12 00              | Caulking each.....                              | 60 2 00       | Saddlers, per doz.....                            | 1 00 1 85  | <b>SCYTHE SNATHS.</b>                           |                     |
| <b>HOES.</b>                                   |                    | <b>MATTOCKS.</b>                                |               | Conductors.....                                   | 9 00 15 00 | Canadian, dis. 45 p.c.                          |                     |
| Garden, Mortar, etc., dis. 50 and 10 p.c.      |                    | Canadian, per doz.....                          | 5 50 6 50     | Timbers, solid per set.....                       | 0 00 0 72  | <b>SHEARS.</b>                                  |                     |
| Planter, per doz.....                          | 4 00 4 50          | <b>MEAT CUTTERS.</b>                            |               | " hollow per inch.....                            | 0 00 1 00  | Bailey Cutlery Co., full nickeled, dis. 60 p.c. |                     |
| <b>HOLLOW WARE</b>                             |                    | American, dis. 25 to 30 p.c.                    |               | <b>RAKES.</b>                                     |            | Seymour's, dis. 50 and 10 p.c.                  |                     |
| Discount.....                                  | 45 and 5 per cent. | German, 15 per cent.                            |               | <b>RAZORS.</b>                                    |            | <b>SHOVELS AND SPADES.</b>                      |                     |
| <b>HOOKS.</b>                                  |                    | <b>MILK CAN TRIMMINGS.</b>                      |               | Wood, 10 per cent.                                |            | Canadian, dis. 40 and 5 per cent.               |                     |
| Cast Iron.                                     |                    | Discount, 25 per cent.                          |               | <b>REGISTERS.</b>                                 |            | <b>SINKS.</b>                                   |                     |
| Bird Cage, per doz.....                        | 0 50 1 10          | <b>NAILS.</b>                                   |               | Discount.....                                     | 40 percent | Steel and galvanized, discount 45 per cent.     |                     |
| Clothes Line, per doz.....                     | 0 27 0 63          | Quotations are:                                 |               | <b>RIVETS AND BURS.</b>                           |            | <b>SNAPS.</b>                                   |                     |
| Harness, per doz.....                          | 0 72 0 88          | 2 d and 3 d.....                                | \$3 55 \$3 85 | Iron Rivets, black and tinned, discount 60        |            | Lock, Andrews'.....                             | 4 50 11 50          |
| Hat and Coat, per gross.....                   | 1 00 3 00          | 3 d.....                                        | 3 20 3 52     | and 10 percent.                                   |            | <b>SOLDERING IRONS.</b>                         |                     |
| Chandelier, per doz.....                       | 0 50 1 00          | 4 and 5 d.....                                  | 2 95 3 35     | Iron Burrs, discount 55 per cent.                 |            | 1 1/2 lb., per lb.....                          | 0 37                |
| <b>Wrought Iron.</b>                           |                    | 6 and 7 d.....                                  | 2 85 3 20     | Extras on Iron Rivets in 1-lb. cartons, 1/2 c.    |            | 2 lb. or over, per lb.....                      | 0 34                |
| Wrought Hooks and Staples, Can dis             |                    | 8 and 9 d.....                                  | 2 70 3 00     | per lb.                                           |            | <b>SQUARES.</b>                                 |                     |
| 47 1/2 per cent.                               |                    | 10 and 12 d.....                                | 2 65 2 95     | Extras on Iron Rivets in 1/2-lb. cartons, 1 c.    |            | Iron, No. 493, per doz.....                     | 2 40 2 55           |
| <b>Wire.</b>                                   |                    | 16 and 20 d.....                                | 2 60 2 90     | per lb.                                           |            | Mo. 494.....                                    | 3 25 3 40           |
| Hat and Coat, discount 45 per cent.            |                    | 30, 40, 50 and 60 d. (base).....                | 2 55 2 85     | Copper Rivets & Burrs, 35 and 5 p.c. dis.         |            | Steel, dis. 60, 10 and 5 p.c.                   |                     |
| Belt, per 1,000.....                           | 0 60               | Wire nails in cartons are \$2.77 1/2            |               | and cartons, 1 c. per lb. extra, net              |            | Try and bevel, dis. 50 to 52 1/2 p.c.           |                     |
| Sorew, bright, dis. 55 per cent.               |                    | Galvanizing 20, per lb. net extra.              |               | Extras on Tinned or Coppered Rivets               |            | <b>STAMPED WARE.</b>                            |                     |
| <b>HORSE NAILS.</b>                            |                    | Steel Cut Nails 100, extra.                     |               | 1/2-lb. cartons, 1 c. per lb.                     |            | Plain, dis. 75 and 12 1/2 p.c. off revised list |                     |
| "C" brand 50 and 7 1/2 p.c. off new list       |                    | Miscellaneous wire nails, dis. 70 and 10 p.c.   |               | <b>RIVET SETS</b>                                 |            | Retinned, dis. 75 p.c. off revised list.        |                     |
| "M" brand 50, 10 and 5 per cent.               |                    | Coopers' nails, dis. 30 per cent.               |               | <b>ROPE ETC.</b>                                  |            | <b>STAPLES.</b>                                 |                     |
| Countersunk, 60 per cent                       |                    | Flour barrel nails, dis. 25 per cent.           |               | Sisal.....                                        | 12         | Galvanized.....                                 | 3 50 4 00           |
| <b>HORSESHOES</b>                              |                    | <b>NAIL PULLERS.</b>                            |               | " British Manila.....                             | 13 1/2     | Plain.....                                      | 3 25 3 75           |
| <b>F.O.B. Montreal.</b>                        |                    | <b>NAIL SETS</b>                                |               | Pure Manila.....                                  | 15 1/2     | Coopers', discount 45 per cent.                 |                     |
| <b>Iron Shoes.</b>                             |                    | Square, round, and octagon                      |               | Cotton, 3-16 inch and larger                      | 16         | Poultry netting staples, 40 per cent.           |                     |
| Light, medium, and heavy.....                  | 3 50 3 75          | per gross.....                                  | 3 38 4 00     | " 5-32 inch.....                                  | 21         | <b>STOCKS AND DIES.</b>                         |                     |
| Snow shoes.....                                | 3 75 4 00          | Diamond.....                                    | 12 00 15 00   | " 1/2 inch.....                                   | 22 1/2     | American dis. 25 p.c.                           |                     |
| Steel Shoes.....                               |                    | <b>POULTRY NETTING.</b>                         |               | Russia Deep Sea.....                              | 15 1/2     | <b>STONE.</b>                                   |                     |
| Light.....                                     | 3 60 3 85          | 2-in. Mesh 10 w.g., dis. 7 1/2 p.c.             |               | Jute.....                                         | 8          | Washita.....                                    | 0 28 0 60           |
| Featherweight (all sizes).....                 | 4 85 4 85          | 2-in. M sh. 18 w.g. and heavier, 50 and 10 p.c. |               | Lath Yarn.....                                    | 10 1/2     | Hindustan.....                                  | 0 06 0 07           |
| F.O.B. Toronto, Hamilton, London and           |                    | <b>OAKUM.</b> Per 100 lb.                       |               | <b>SAD IRONS.</b> per set.                        |            | " slip.....                                     | 0 09 0 09           |
| Guelph, 10c. per keg additional.               |                    | Navy.....                                       | 6 00          | " No. 55, polished.....                           | 65 1/2     | Labrador.....                                   | 0 13                |
| Toe weight steel shoes.....                    | 6 70               | U.S. Navy.....                                  | 7 25          | " No. 50, nickel-plated.....                      | 75         | " Axe.....                                      | 0 15                |
| <b>JAPANNED WARE.</b>                          |                    | <b>OIL.</b>                                     |               | <b>SAND AND EMERY PAPER.</b>                      |            | Turkey.....                                     | 0 50                |
| Discount, 45 and 5 p.c. off list, June 1899    |                    | Water White (U.S.).....                         | 0 16 1/2      | Dominion Flint Paper, 47 1/2 p.c. cent.           |            | Arkansas.....                                   | 0 00 1 50           |
| <b>ICE PICKS.</b>                              |                    | Prime White (U.S.).....                         | 0 15 1/2      | B & A. sand, 40 and 5 per cent.                   |            | Water-of-Ayr.....                               | 0 00 0 10           |
| Star per doz.....                              | 3 00 3 25          | Water White (Can.).....                         | 0 15          | Emery, 40 per cent.                               |            | Scythe, per gross.....                          | 3 50 5 00           |
| <b>KETTLES.</b>                                |                    | Prime White (Can.).....                         | 0 14          | Garnet (Rutten) 5, 5 to 10 p.c. advance on list.  |            | Grind. 2 in. 40 to 200 lb. per ton              | 25 00               |
| Brass spun, 7 1/2 p.c. dis. off new list.      |                    | <b>OILERS.</b>                                  |               | <b>SAFES.</b>                                     |            | " under 40 lb. " "                              | 18 00               |
| Copper, per lb.....                            | 0 30               | McClary's Model galvan. oil                     |               | Bronzed iron with hooks, per doz.....             | 9 50       | Grind. under 2 in. thick " "                    | 29 00               |
| American, 60 and 10 to 65 and 5 p.c.           |                    | can, with pump, 5 gal.,                         |               | <b>SAWS.</b>                                      |            | <b>STOVE PIPES.</b>                             |                     |
| <b>KEYS.</b>                                   |                    | per doz.....                                    | 10 00         | Hand Disston's, dis. 12 1/2 p.c.                  |            | 5 and 6 inch Per 100 lengths.....               | 7 00                |
| Lock, Can., dis. 45 p.c.                       |                    | Zinc and tin, dis. 50, 50 and 10.               |               | S. & D., 40 per cent.                             |            | 7 inch " "                                      | 7 50                |
| Cabinet, trunk, and padlock,                   |                    | Copper, per doz.....                            | 1 25 3 50     | Crossett, Disston's, per ft.....                  | 35 0 55    | <b>ENAMELINE STOVE POLISH.</b>                  |                     |
| Am. per gross.....                             | 60                 | Brass, " " " 1 50 3 50                          |               | S. & D., dis. 35 p.c. on Nos. 2 and 3.            |            | No. 4—3 dozen in case, net cash.....            | \$4 80              |
| <b>KNOBBS.</b>                                 |                    | Malleable, dis. 25 per cent.                    |               | Hack, complete, each.....                         | 0 75 2 75  | No. 6—3 dozen in case, " "                      | 8 40                |
| Door, japanned and N.P., per                   |                    | <b>GALVANIZED PAIRS.</b>                        |               | frame only.....                                   | 0 75 2 75  | <b>TACKS BRADS, ETC.</b>                        |                     |
| doz.....                                       | 1 50 2 50          | Dufferin pattern pairs, dis. 45 p.c.            |               | <b>SASH WEIGHTS.</b>                              |            | Cheese-box tacks, blued.....                    | 80 & 12 1/2         |
| Bronze, Berlin, per doz.....                   | 2 75 3 25          | Flaring pattern, discount 45 per cent.          |               | Sectional, per 100 lbs.....                       | 2 25 2 50  | Trunk tacks, black and tinned.....              | 85                  |
| Bronze Genuine, per doz.....                   | 6 00 9 00          | Galvanized washtubs discount 45 per cent.       |               | Solid.....                                        | 1 75 2 00  | Carpet tacks, blued.....                        | 80 & 15             |
| Shutter, porcelain, F. & L.                    |                    | <b>PIECED WARE.</b>                             |               | Per lb.....                                       | 0 23 0 30  | " tinned.....                                   | 80 & 20             |
| screw, per gross.....                          | 1 30 4 00          | Discount 40 per cent. off list, June, 1899.     |               | <b>SASH CORD.</b>                                 |            | " (in kegs).....                                | 40                  |
| White door knobs—per doz.                      | 1 25               | 10-qt. flaring sap buckets, dis. 40 p.c.        |               | " Lincoln" and Whiting, per doz.....              | 4 75       | Cut tacks, blued, in dozens only.....           | 80                  |
| <b>HAY KNIVES.</b>                             |                    | 6, 10 and 14-qt. flaring pails, dis. 40 p.c.    |               | Hand Sets, No. 1 Woodyatt (Morrill)               | 4 25       | 1/2 weights.....                                | 60                  |
| Discount, 50 and 10 per cent.                  |                    | Creamer cans, dis. 40 p.c.                      |               | X-cut sets, No. 3 Woodyatt (Morrill)              | 9 50       | Swedes cut tacks, blued and tinned.....         | 60                  |
| <b>LAMP WICKS.</b>                             |                    | <b>PICKS.</b>                                   |               | <b>SCALES.</b>                                    |            | In bulk.....                                    | 80 & 10             |
| <b>LANTERNS.</b>                               |                    | Per doz.....                                    | 6 00 9 00     | Standard, 45 p.c.                                 |            | In dozens.....                                  | 75                  |
| Old Blast, per doz.....                        | 7 00               | <b>PICTURE NAILS.</b>                           |               | Champion, 65 p.c.                                 |            | Swedes, upholsterers', bulk.....                | 85, 12 1/2 & 17 1/2 |
| No. 3 "Wright's".....                          | 8 50               | Porcelain head, per gross.....                  | 1 75 3 00     | Spring Balances, 10 p.c.                          |            | " brush, blued & tinned, bulk.....              | 70                  |
| Ordinary, with O burner.....                   | 4 00               | Brass head.....                                 | 0 40 1 00     | Fairbanks Standard, 35 p.c.                       |            | " gimpy, blued, tinned and                      |                     |
| Dashboard, cold blast.....                     | 9 00               | <b>PICTURE WIRE.</b>                            |               | " Dominion, 55 p.c.                               |            | japanned.....                                   | 75 & 12 1/2         |
| No. 0.....                                     | 5 75               | Tin and gilt, discount 75 p.c.                  |               | " Richelieu, 55 p.c.                              |            | Zinc tacks.....                                 | 25                  |
| Japanning, 50c. per doz. extra.                |                    | <b>PLANES.</b>                                  |               | Warren's new Standard 45 p.c.                     |            | Leather carpet tacks.....                       | 50                  |
| <b>LEMON SQUEEZERS.</b>                        |                    | Wood, bench, Canadian dis. 40 per cent.         |               | " Champion 65 p.c.                                |            | Copper tacks.....                               | 50                  |
| Porcelain lined,.....per doz.                  | 2 20 5 60          | American dis. 50.                               |               | <b>SCREW DRIVERS.</b>                             |            | Copper nails.....                               | 50                  |
| Galvanized.....                                | 2 87 3 85          | Wood, fancy Canadian or American 7 1/2          |               | Sargent's per doz.....                            | 0 65 1 00  | Trunk nails, black.....                         | 80 and 5            |
| King, wood.....                                | 2 75 2 90          | to 40 per cent.                                 |               | <b>SCREWS.</b>                                    |            | Trunk nails, tinned.....                        | 65 and 10           |
| King, glass.....                               | 4 00 4 50          | <b>PLANE IRONS.</b>                             |               | Wood, F. H., bright and steel, 87 1/2 and 10 p.c. |            | Clout nails, blued.....                         | 65 and 10           |
| All glass.....                                 | 1 20 1 30          | English, per doz.....                           | 2 00 5 00     | Wood R. H., " dis. 82 1/2 and 10 p.c.             |            | Chair nails.....                                | 65 and              |
| <b>LINES.</b>                                  |                    | <b>PLIERS AND NIPPERS.</b>                      |               | " F. H., brass dis. 80 and 10 p.c.                |            | Patent brads.....                               |                     |
| Fish, per gross.....                           | 1 05 2 50          | Button's Genuine per doz pairs, dis. 37 1/2     |               |                                                   |            | Fine finishing.....                             |                     |
| Chalk.....                                     | 1 90 7 40          | 40 p.c.                                         |               |                                                   |            | Lining tacks, in papers.....                    |                     |
| <b>LOCKS.</b>                                  |                    | Button's Imitation, per doz.....                | 5 00 9 00     |                                                   |            |                                                 |                     |
| Canadian, dis. 45 p.c.                         |                    | German, per doz.....                            | 0 60 2 60     |                                                   |            |                                                 |                     |
| Russell & Erwin, per doz.....                  | 3 00 3 25          | <b>POWDER.</b>                                  |               |                                                   |            |                                                 |                     |
| Cabinet.....                                   |                    | Ve'ot Smokeless Shotgun Powder,                 |               |                                                   |            |                                                 |                     |
| Eagle, dis. 30 p.c.                            |                    | 10 lb. or less.....                             | 0 85          |                                                   |            |                                                 |                     |
|                                                |                    | 1, 0.0 lb. or more.....                         | 0 80          |                                                   |            |                                                 |                     |
|                                                |                    | Net 30 days.                                    |               |                                                   |            |                                                 |                     |



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|---------------------------------|-----------|
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| S. & D., discount 35 per cent.  |           |

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|                         |           |
|-------------------------|-----------|
| Bag, Russian, per lb.   | 0 27      |
| Wrapping, cotton, 3-ply | 0 18½     |
| 4-ply                   | 0 23½     |
| Mattress, per lb.       | 0 33      |
| Staging, "              | 0 27 0 35 |

|                         |           |
|-------------------------|-----------|
| Wright's                | 0 13½     |
| Brook's                 | 0 12½     |
| Pipe Vise, Hinge, No. 1 | 3 50      |
| No. 2                   | 5 50      |
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Other sizes of plain wire outside of Nos. 9, 10, 11, 12 and 13, and other varieties of plain wire remain at \$2.87 base with extras as before. The prices for Nos. 9,

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Fine Steel Wire, dis. 17½ per cent.

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Clothes Line Wire, regular 7 strand, No. 17, \$4.65; No. 18, \$2.90; No. 19, \$2.60. Hol-

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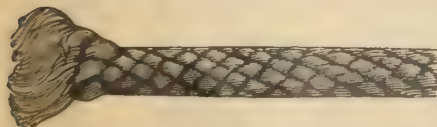
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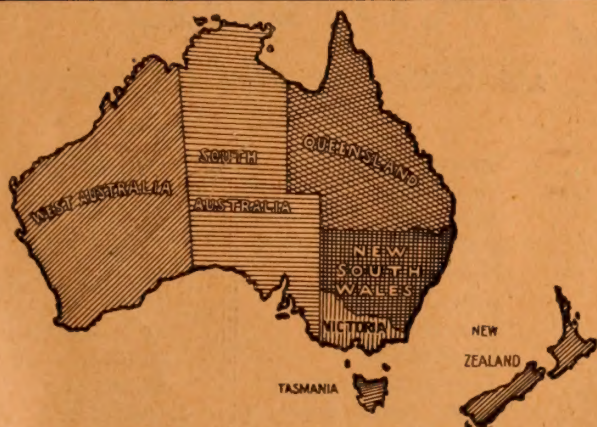
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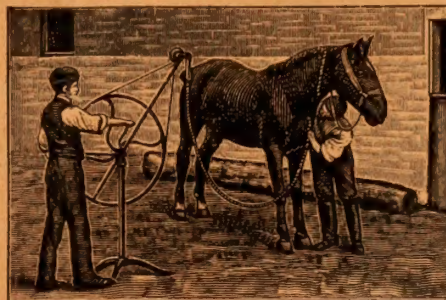
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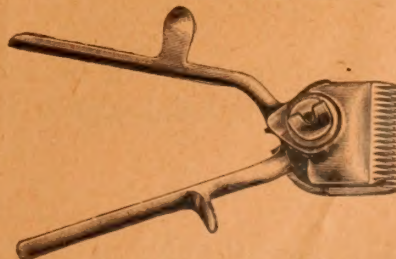
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